

DAC

User Guide

DAC Report Samples

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Company Profile Reports

The Sales Analysis Reports application (option 8 of the Reports screen) is used to print the Company Profile reports.

Company Profile Report (Week-To-Date and Year-To-Date)

1. Select option 8 (Sales Analysis Reports) from the Reports screen. The Sales Analysis screen appears.

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User: JTIPPIN           Menu: SARCV1           Date: 9/12/01

===== > S A L E S   A N A L Y S I S < =====
=====
|||||||||              1. Customer Sales/Cost PTD & YTD
THE   ||              2. WTD/YTD Company Profile
DAC CV1||            3. DAILY/PTD Company Profile
SYSTEM ||           4. WTD/YTD Salesman Profile
|||||||||              5. DAILY/PTD Salesman Profile
                                           6. Customer Profitability
                                           7. Work with Customer/Class Analysis
                                           8. Customer/Category Sales by Date
                                           9. Customer Monthly Movement

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2. Select option 2 (WTD/YTD Company Profile) from the Sales Analysis screen.

Creative Data Research		Company Profile Report-W		JTIPPIN	DSXNPF	9/12/01 10:56:13	Page 1
Cat. Description		WEEK TO DATE					
No.	Name	Sales	Cost	Margin	Pct.	%TS	%TP
1	CIGARETTES	1873.86	1734.55	139.31	7.43	62.41	44.09
2	TOBACCO/SNUFF/CIGARS	119.90	107.62	12.28	10.24	3.99	3.89
3	SNACK ITEMS	117.98	100.26	17.72	15.02	3.93	5.61
4	CANDY/GUM	42.20	36.87	5.33	12.63	1.41	1.69
6	GROCERY	848.52	707.19	141.33	16.66	28.26	44.73
Totals:		3002.46	2686.49	315.97	10.52		
Cat. Description		YEAR TO DATE					
No.	Name	Sales	Cost	Margin	Pct.	%TS	%TP
1	CIGARETTES	14618116.40	14046704.98	571411.42	3.91	72.42	54.81
2	TOBACCO/SNUFF/CIGARS	2287275.02	2178012.58	109262.44	4.78	11.33	10.48
3	SNACK ITEMS	312909.95	272022.39	40887.56	13.07	1.55	3.92
4	CANDY/GUM	928570.29	861411.08	67159.21	7.23	4.60	6.44
5	GENERAL MERCHANDISE	185935.47	158870.54	27064.93	14.56	.92	2.60
6	GROCERY	961494.62	872860.23	88634.39	9.22	4.76	8.50
7	DRUGS/HBC	342834.66	288519.85	54314.81	15.84	1.70	5.21
8	SPECIALTY ITEMS FOR OUTLETS	143237.99	123445.65	19792.34	13.82	.71	1.90
9	AUTO SUPPLIES	59927.19	45351.84	14575.35	24.32	.30	1.40
10	OIL AND LUBE ITEMS	57159.05	49238.29	7920.76	13.86	.28	.76
11	CLOSE OUT ITEMS & TAX STAMPS	103462.67	101535.99	1926.68	1.86	.51	.18
12	DELI ITEMS	99062.11	78238.79	20823.32	21.02	.49	2.00
14	STORE SUPPLIES	84904.56	65043.93	19860.63	23.39	.42	1.90
15	SNAPPLE	741.35	617.35	124.00	16.73	.00	.01
18	HAWAIIAN JULEP	102.00	84.50	17.50	17.16	.00	.00
20	TELXON & DEL. CHARGES	1402.50	144.36	1258.14	89.71	.01	.12
30	EXPORT ITEMS	2628.76CR	210.00CR	2418.76CR	92.01	.01	.23
Totals:		20184507.07	19141892.35	1042614.72	5.17		
** END OF REPORT **							

Company Profile Report (Daily and Period-To-Date)

1. Select option 8 (Sales Analysis Reports) from the Reports screen. The Sales Analysis screen appears.

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User: JTIPPIN           Menu: SARCV1           Date: 9/12/01

===== > S A L E S   A N A L Y S I S < =====
=====
|||||
THE      ||           1. Customer Sales/Cost PTD & YTD
DAC CV1 ||           2. WTD/YTD Company Profile
SYSTEM  ||           3. DAILY/PTD Company Profile
|||||   ||           4. WTD/YTD Salesman Profile
|||||   ||           5. DAILY/PTD Salesman Profile
|||||   ||           6. Customer Profitability
|||||   ||           7. Work with Customer/Class Analysis
|||||   ||           8. Customer/Category Sales by Date
|||||   ||           9. Customer Monthly Movement

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2. Select option 3 (Daily/PTD Company Profile) from the Sales Analysis screen.

Refer to the DAC Closing Procedures document for information about printing the Daily Company Profile Report during end of day processing.

Creative Data Research		Company Profile Report-D		JTIPPIN	DSPIPF	9/12/01 10:49:29	Page 1
Cat. No.	Description Name	Sales	Cost	Margin	Pct.	%TS	%TP
1	CIGARETTES	1873.86	1734.55	139.31	7.43	62.41	44.09
2	TOBACCO/SNUFF/CIGARS	119.90	107.62	12.28	10.24	3.99	3.89
3	SNACK ITEMS	117.98	100.26	17.72	15.02	3.93	5.61
4	CANDY/GUM	42.20	36.87	5.33	12.63	1.41	1.69
6	GROCERY	848.52	707.19	141.33	16.66	28.26	44.73
Totals:		3002.46	2686.49	315.97	10.52		
		-----PERIOD TO DATE-----					
Cat. No.	Description Name	Sales	Cost	Margin	Pct.	%TS	%TP
1	CIGARETTES	6178.38	5378.05	800.33	12.95	41.65	36.54
2	TOBACCO/SNUFF/CIGARS	320.30	293.92	26.38	8.24	2.16	1.20
3	SNACK ITEMS	491.46	419.04	72.42	14.74	3.31	3.31
4	CANDY/GUM	2249.84	2083.17	166.67	7.41	15.17	7.61
5	GENERAL MERCHANDISE	617.85	597.30	20.55	3.33	4.17	.94
6	GROCERY	1627.38	1397.98	229.40	14.10	10.97	10.47
7	DRUGS/HBC	3263.93	2459.68	804.25	24.64	22.00	36.72
9	AUTO SUPPLIES	19.31	14.03	5.28	27.34	.13	.24
20	TELXON & DEL. CHARGES	65.00	.00	65.00	100.00	.44	2.97
Totals:		14833.45	12643.17	2190.28	14.77		
** END OF REPORT **							

Salesman Profile Reports

The Sales Analysis Reports application (option 8 of the Reports screen) is used to print the Salesman Profile reports.

Salesman Profile Report (Week-To-Date and Year-To-Date)

1. Select option 8 (Sales Analysis Reports) from the Reports screen. The Sales Analysis screen appears.

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User: JTIPPIN           Menu: SARCV1           Date: 9/12/01

===== > S A L E S   A N A L Y S I S < =====
=====
|||||||                1. Customer Sales/Cost PTD & YTD
THE   ||                2. WTD/YTD Company Profile
DAC CV1||              3. DAILY/PTD Company Profile
SYSTEM ||              4. WTD/YTD Salesman Profile
|||||||                5. DAILY/PTD Salesman Profile
|||||||                6. Customer Profitability
|||||||                7. Work with Customer/Class Analysis
|||||||                8. Customer/Category Sales by Date
|||||||                9. Customer Monthly Movement

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2. Select option 4 (WTD/YTD Salesman Profile) from the Sales Analysis screen.

Creative Data Research		Salesman Profile Report-W		JTIPPIN	DSXOPFR	9/12/01 10:56:08	Page	1
03 - RAYMOND WESTAVER								
Cat. Description		-----WEEK TO DATE-----						
No.	Name	Sales	Cost	Margin	Pct.	%TS	%TP	
1	CIGARETTES	1814.18	1677.85	136.33	7.51	61.65	43.56	
2	TOBACCO/SNUFF/CIGARS	119.90	107.62	12.28	10.24	4.07	3.92	
3	SNACK ITEMS	117.98	100.26	17.72	15.02	4.01	5.66	
4	CANDY/GUM	42.20	36.87	5.33	12.63	1.43	1.70	
6	GROCERY	848.52	707.19	141.33	16.66	28.83	45.15	
Totals:		2942.78	2629.79	312.99	10.64			
Cat. Description		-----YEAR TO DATE-----						
No.	Name	Sales	Cost	Margin	Pct.	%TS	%TP	
1	CIGARETTES	163375.35	152079.38	11295.97	6.91	64.65	53.52	
2	TOBACCO/SNUFF/CIGARS	34645.34	31910.37	2734.97	7.89	13.71	12.96	
3	SNACK ITEMS	3643.95	3139.08	504.87	13.86	1.44	2.39	
4	CANDY/GUM	21764.55	19581.90	2182.65	10.03	8.61	10.34	
5	GENERAL MERCHANDISE	2738.13	2327.44	410.69	15.00	1.08	1.95	
6	GROCERY	16258.83	14431.21	1827.62	11.24	6.43	8.66	
7	DRUGS/HBC	5758.72	4603.26	1155.46	20.06	2.28	5.47	
8	SPECIALTY ITEMS FOR OUTLETS	250.70	211.22	39.48	15.75	.10	.19	
9	AUTO SUPPLIES	757.82	555.98	201.84	26.63	.30	.96	
10	OIL AND LUBE ITEMS	594.02	483.96	110.06	18.53	.24	.52	
11	CLOSE OUT ITEMS & TAX STAMPS	14.46CR	6.00CR	8.46CR	58.51	.01	.04	
12	DELI ITEMS	1828.94	1484.70	344.24	18.82	.72	1.63	
14	STORE SUPPLIES	1081.21	801.86	279.35	25.84	.43	1.32	
15	SNAPPLE	9.75	7.65	2.10	21.54	.00	.01	
20	TELXON & DEL. CHARGES	25.00	.00	25.00	100.00	.01	.12	
Totals:		252717.85	231612.01	21105.84	8.35			
Commission WTD :		34.07	Promo Dollars WTD:	.00				
Commission YTD :		2560.03	Promo Dollars YTD:	167.60				

Salesman Profile Report (Week-To-Date and Year-To-Date continued)

Creative Data Research		Salesman Profile Report-W		JTIPPIN	DSXOPFR	9/12/01 10:56:08 Page		2
06 - BUD CONNORS								
		WEEK TO DATE						
Cat. No.	Description Name	Sales	Cost	Margin	Pct.	%TS	%TP	
Totals:		.00	.00	.00	.00			
		YEAR TO DATE						
Cat. No.	Description Name	Sales	Cost	Margin	Pct.	%TS	%TP	
1	CIGARETTES	1478174.83	1405553.27	72621.56	4.91	65.63	50.36	
2	TOBACCO/SNUFF/CIGARS	309972.53	293972.32	16000.21	5.16	13.76	11.10	
3	SNACK ITEMS	44464.53	38454.99	6009.54	13.52	1.97	4.17	
4	CANDY/GUM	134898.00	124439.64	10458.36	7.75	5.99	7.25	
5	GENERAL MERCHANDISE	25639.10	21774.83	3864.27	15.07	1.14	2.68	
6	GROCERY	165204.01	148722.30	16481.71	9.98	7.33	11.43	
7	DRUGS/HBC	54132.25	43963.59	10168.66	18.78	2.40	7.05	
8	SPECIALTY ITEMS FOR OUTLETS	293.22	258.81	34.41	11.74	.01	.02	
9	AUTO SUPPLIES	11149.61	8249.68	2899.93	26.01	.50	2.01	
10	OIL AND LUBE ITEMS	6128.09	4968.42	1159.67	18.92	.27	.80	
11	CLOSE OUT ITEMS & TAX STAMPS	534.67CR	20.40CR	514.27CR	96.18	.02	.36	
12	DELI ITEMS	9930.48	8059.68	1870.80	18.84	.44	1.30	
14	STORE SUPPLIES	12639.40	9560.74	3078.66	24.36	.56	2.14	
15	SNAPPLE	139.10	113.30	25.80	18.55	.01	.02	
20	TELXON & DEL. CHARGES	40.00	.08	39.92	99.80	.00	.03	
Totals:		2252270.48	2108071.25	144199.23	6.40			
Commission WTD :		.00	Promo Dollars WTD:		.00			
Commission YTD :		23306.55	Promo Dollars YTD:		593.25			

Salesman Profile Report (Daily and Period-To-Date)

1. Select option 8 (Sales Analysis Reports) from the Reports screen. The Sales Analysis screen appears.

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User: JTIPPIN           Menu: SARCV1           Date: 4/01/99

===== > S A L E S   A N A L Y S I S < =====
|||||||
THE   ||                1. Customer Sales/Cost PTD & YTD
DAC CV1||              2. WTD/YTD Company Profile
SYSTEM ||              3. DAILY/PTD Company Profile
|||||||              4. WTD/YTD Salesman Profile
|||||||              5. DAILY/PTD Salesman Profile
|||||||              6. Customer Profitability

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2. Select option 5 (Daily/PTD Salesman Profile) from the Sales Analysis screen.

Creative Data Research-SUPPORT		Salesman Profile Report-D		JTIPPIN	DSOYPPFR	8/17/99 15:59:37	Page	1
03 - RAYMOND WESTAVER								
Cat. No.	Description Name	-----TODAY-----						
	Totals:	Sales .00	Cost .00	Margin .00	Pct. .00	%TS	%TP	
03 - RAYMOND WESTAVER								
Cat. No.	Description Name	-----PERIOD TO DATE-----						
1	CIGARETTES	416.47	379.56	36.91	8.86	67.36	47.39	
2	TOBACCO/SNUFF/CIGARS	68.04	62.10	5.94	8.73	11.01	7.63	
3	SNACK ITEMS	13.09	11.44	1.65	12.61	2.12	2.12	
4	CANDY/GUM	42.90	38.38	4.52	10.54	6.94	5.80	
6	GROCERY	52.60	45.16	7.44	14.14	8.51	9.55	
9	AUTO SUPPLIES	5.13	3.71	1.42	27.68	.83	1.82	
20	TELXON & DEL. CHARGES	20.00	.00	20.00	100.00	3.24	25.68	
	Totals:	618.23	540.35	77.88	12.60			
Commission Today:		.00						
Commission PTD :		6.52	Promo Dollars PTD:	.00				

Creative Data Research-SUPPORT		Salesman Profile Report-D		JTIPPIN	DSOYPPFR	8/17/99 15:59:37	Page	5
04 - LAWRENCE KELLER								
Cat. No.	Description Name	-----TODAY-----						
	Totals:	Sales .00	Cost .00	Margin .00	Pct. .00	%TS	%TP	
04 - LAWRENCE KELLER								
Cat. No.	Description Name	-----PERIOD TO DATE-----						
1	CIGARETTES	72.15	68.06	4.09	5.67	40.65	32.90	
2	TOBACCO/SNUFF/CIGARS	66.69	62.10	4.59	6.88	37.57	36.93	
4	CANDY/GUM	33.63	31.20	2.43	7.23	18.95	19.55	
9	AUTO SUPPLIES	5.03	3.71	1.32	26.24	2.83	10.62	
	Totals:	177.50	165.07	12.43	7.00			
Commission Today:		.00						
Commission PTD :		2.00	Promo Dollars PTD:	.00				
** END OF REPORT **								

Profitability Reports

The Customer Profitability application (option 6 of the Sales Analysis screen) is used to generate profitability reports for an individual customer, for a corporate customer, for a sales route, or for a sales representative. The reports list sales, costs, profit margins, profit percentages, and quantity by item category or item sales class.

Customer Profitability - Single Customer By Category

Creative Data Research-SUPPORT		Customer Profit Analysis		CDRI	GSR8PFR	9/19/02 13:01:10 Page 1			
From week 25 of year 2000 to week 52 of year 2000									
A/R Balance	1536.71	Customer 788985 S & L CONVENIENCE STORE							
Terms Code	0 WEEKLY	1200 S. BROAD ST.							
Salesman	47 GREG ADKISON	MOBILE		36603	AL				
Start Date	5/11/99					***** L A S T Y E A R *****			
		Sales	Cost	Profit	Profit%	Sales	Cost	Profit	Profit %
Cat. 1 CIGARETTES	38,100.77	38,068.93	31.84	.08		17,809.21	17,778.96	30.25	.17
Cat. 2 TOBACCO	932.08	901.21	30.87	3.31		1,734.35	1,686.66	47.69	2.75
Cat. 3 HEALTH AND BEAUTY	1,578.38	1,272.73	305.65	19.36		513.47	419.33	94.14	18.33
Cat. 4 PET SUPPLIES	2,110.49	1,692.77	417.72	19.79		1,970.56	1,569.95	400.61	20.33
Cat. 5 STORE SUPPLIES	131.02	96.81	34.21	26.11		114.23	89.74	24.49	21.44
Cat. 6 DRY GOODS	2,695.25	2,498.78	196.47	7.29		2,534.47	2,353.08	181.39	7.16
Cat. 7 GROCERY	635.34	599.25	36.09	5.68		790.68	728.66	62.02	7.84
Cat. 8 AUTOMOTIVE	1,335.08	1,234.09	100.99	7.56		1,690.22	1,559.65	130.57	7.73
Cat. 9 GENERAL MDSE	1,367.15	1,158.10	209.05	15.29		393.82	335.22	58.60	14.88
Cat. 10 CANDY/GUM	1,934.79	1,816.54	118.25	6.11		2,058.44	1,925.72	132.72	6.45
Cat. 11 SNACKS	1,620.82	1,440.75	180.07	11.11		462.62	409.56	53.06	11.47
Cat. 12 FROZEN COOLER	156.57	141.85	14.72	9.40		1,119.09	979.46	139.63	12.48
Cat. 13 PRODUCE	.00	.00	.00	.00		.00	.00	.00	.00
Cat. 14 BEVERAGE	5,019.76	4,669.86	349.90	6.97		4,171.56	3,913.21	258.35	6.19
Cat. 15 ELECTRONIC	.00	.00	.00	.00		.00	.00	.00	.00
Cat. 99 NON STOCK ITEMS	59.51	59.51	.00	.00		61.50-	61.50-	.00	.00
Salesman Employee Number 47	57,677.01	55,651.18	2,025.83	3.51		35,301.22	33,687.70	1,613.52	4.57
Final totals	57,677.01	55,651.18	2,025.83	3.51		35,301.22	33,687.70	1,613.52	4.57

** END OF REPORT **

Customer Profitability - Single Customer By Sales Class

Customer Profit Analysis

CDRI GSR8PFR 9/19/02 13:01:57 Page 1

From week 25 of year 2000 to week 52 of year 2000

A/R Balance 1536.71
 Terms Code 0 WEEKLY
 Salesman 47 GREG ADKISON
 Start Date 5/11/99

Customer 788985 S & L CONVENIENCE STORE
 1200 S. BROAD ST.

MOBILE AL
 36603

***** L A S T Y E A R *****

Class	Sales	Cost	Profit	Profit%	Sales	Cost	Profit	Profit %	Sales	Cost	Profit	Profit %
1 CIGARETTE HOUSE BRANDS	376.15	356.60	19.55	5.20	150.80	143.00	7.80	5.17	150.80	143.00	7.80	5.17
2 CIGARETTE PREMIUM BRANDS	26,387.29	26,378.30	8.99	.03	12,006.69	12,001.86	4.83	.04	12,006.69	12,001.86	4.83	.04
5 CIGARETTE DISCOUNT BRANDS	9,656.22	9,652.92	3.30	.03	5,651.72	5,634.10	17.62	.31	5,651.72	5,634.10	17.62	.31
8 CIGARETTE 3RD TIER	1,681.11	1,681.11	.00	.00	.00	.00	.00	.00	.00	.00	.00	.00
9 TOBACCO SCRAP	164.67	161.46	3.21	1.95	86.09	84.42	1.67	1.94	86.09	84.42	1.67	1.94
21 TOBACCO MOIST	435.71	428.40	7.31	1.68	1,261.44	1,240.42	21.02	1.67	1,261.44	1,240.42	21.02	1.67
43 CIGARS	331.70	311.35	20.35	6.14	386.82	361.82	25.00	6.46	386.82	361.82	25.00	6.46
71 SMOKING ACCESSORIES	.00	.00	.00	.00	.00	.00	.00	.00	.00	.00	.00	.00
140 ANTACIDS	36.06	31.36	4.70	13.03	29.87	25.98	3.89	13.02	29.87	25.98	3.89	13.02
141 BABY ACCESSORIES	24.57	19.92	4.65	18.93	16.38	13.28	3.10	18.93	16.38	13.28	3.10	18.93
144 COLD & ALLERGY REMEDIES	8.64	7.32	1.32	15.28	.00	.00	.00	.00	.00	.00	.00	.00
146 COUGH DROPS	96.96	85.38	11.58	11.94	18.78	15.92	2.86	15.23	18.78	15.92	2.86	15.23
151 DEODORANTS	66.57	52.95	13.62	20.46	63.94	51.22	12.72	19.89	63.94	51.22	12.72	19.89
155 FEMINE PRODUCTS	44.22	36.42	7.80	17.64	155.16	126.69	28.47	18.35	155.16	126.69	28.47	18.35
158 FIRST AID PRODUCTS	3.72	2.94	.78	20.97	22.86	17.82	5.04	22.05	22.86	17.82	5.04	22.05
172 HAIR ACCESSORIES	.00	.00	.00	.00	.00	.00	.00	.00	.00	.00	.00	.00
176 LIP BALM	.00	.00	.00	.00	24.81	20.95	3.86	15.56	24.81	20.95	3.86	15.56
179 HBC PRICED	222.26	166.64	55.62	25.02	6.00	4.50	1.50	25.00	6.00	4.50	1.50	25.00
181 MOUTHWASH	10.68	10.60	.08	.75	12.00	9.00	3.00	25.00	12.00	9.00	3.00	25.00
182 PAIN RELIEF CAROUSEL	325.73	222.83	102.90	31.59	.00	.00	.00	.00	.00	.00	.00	.00
183 PAIN RELIEVERS	44.36	37.60	6.76	15.24	.00	.00	.00	.00	.00	.00	.00	.00
184 PAIN POWDERS	694.61	598.77	95.84	13.80	95.58	82.40	13.18	13.79	95.58	82.40	13.18	13.79
189 CONDOMS	.00	.00	.00	.00	40.73	32.25	8.48	20.82	40.73	32.25	8.48	20.82
190 SALVE CREAMS LOTIONS	.00	.00	.00	.00	7.56	5.88	1.68	22.22	7.56	5.88	1.68	22.22
198 SHOE PRODUCTS	.00	.00	.00	.00	10.80	8.64	2.16	20.00	10.80	8.64	2.16	20.00
210 DENTAL CARE	.00	.00	.00	.00	.00	.00	.00	.00	.00	.00	.00	.00
211 TOOTHBRUSHES	.00	.00	.00	.00	9.00	4.80	4.20	46.67	9.00	4.80	4.20	46.67
445 INSTITUTIONAL FOODS	745.95	612.91	133.04	17.83	302.37	248.41	53.96	17.85	302.37	248.41	53.96	17.85
465 PAPER PLASTIC BAGS	447.89	340.83	107.06	23.90	595.51	444.11	151.40	25.42	595.51	444.11	151.40	25.42
476 INSTITUTIONAL PAPER	916.65	739.03	177.62	19.38	1,072.68	877.43	195.25	18.20	1,072.68	877.43	195.25	18.20
409 INSTITUTIONAL CLEANERS	81.48	59.43	22.05	27.06	23.85	23.85	8.11	25.38	23.85	23.85	8.11	25.38
445 INSTITUTIONAL FOODS	.00	.00	.00	.00	23.39	19.87	3.52	15.05	23.39	19.87	3.52	15.05
672 STORE SUPPLIES	49.54	37.38	12.16	24.55	58.88	46.02	12.86	21.84	58.88	46.02	12.86	21.84
120 MARSHMALLOWS	3.09	2.82	.27	8.74	.00	.00	.00	.00	.00	.00	.00	.00
213 SINGLES-HBA	24.26	22.31	1.95	8.04	16.78	15.40	1.38	8.22	16.78	15.40	1.38	8.22
214 SINGLES-MISC-SNACKS	511.05	219.20	15.52	6.61	240.70	224.69	16.01	6.65	240.70	224.69	16.01	6.65
215 SINGLES-STAPLES	76.33	477.70	33.35	6.53	477.20	446.31	30.89	6.47	477.20	446.31	30.89	6.47
216 SINGLES-VEG-FRUITS	325.09	71.34	4.99	6.54	104.29	97.56	6.73	6.45	104.29	97.56	6.73	6.45
217 SINGLES-DRINKS-JUICES	116.69	298.24	26.85	8.26	265.96	244.08	21.88	8.23	265.96	244.08	21.88	8.23
218 SINGLES-SPREADS-SAUCES	389.56	108.96	7.73	6.62	124.74	116.58	8.16	6.54	389.56	116.58	8.16	6.54
219 SINGLES-MEATS-SOUPS	801.96	749.03	52.93	6.60	547.00	511.56	35.44	6.48	547.00	511.56	35.44	6.48
220 SINGLES-CLEANERS-	389.56	361.00	28.56	7.33	556.96	515.88	41.08	7.38	556.96	515.88	41.08	7.38
221 SINGLES-DRY GOODS	81.28	75.90	5.38	6.62	59.56	55.70	3.86	6.48	59.56	55.70	3.86	6.48
223 SINGLES-AUTOMOTIVE	36.88	34.16	2.72	7.38	71.34	66.36	4.98	6.98	71.34	66.36	4.98	6.98
224 SINGLES-PET FOODS	42.35	39.51	2.84	6.71	37.74	35.16	2.58	6.84	37.74	35.16	2.58	6.84

Customer Profitability - Single Customer By Sales Class (continued)

Creative Data	Research-SUPPORT	Customer Profit Analysis	CDRL	GSR8PFR	9/19/02 13:01:57 Page	2
Class 322	SPICES	.00	.00	.00	.00	.00
Class 647	LIGHT BULBS & FILES	51.99	38.61	13.38	25.74	23.80
Class 123	COOKIES-CRACKERS-NBC	.00	.00	.00	.00	8.40
Class 129	COOKIES-SUNNY	.00	.00	.00	.00	26.09
Class 179	HBC PREPRICED	.00	.00	.00	.00	7.65
Class 257	PET FOOD	.00	.00	.00	.00	9.07
Class 262	BAKING PRODUCTS	.00	.00	.00	.00	11.99
Class 272	FRUITS & JUICE	131.09	123.67	7.42	5.66	13.07
Class 277	NOODLES MAC & SPAG	37.18	33.80	3.38	9.09	5.89
Class 282	MEATS CANNED	.00	.00	.00	.00	1.03
Class 324	SUGAR	.00	.00	.00	.00	5.00
Class 402	BLEACH DIAPERS	165.42	159.05	6.37	3.85	4.31
Class 406	CLEANER CHARCOAL LITE	121.82	113.87	7.95	6.53	1.00
Class 421	CLEANING PAPER	.00	.00	.00	.00	3.89
Class 433	CLEANING PAPER	161.85	154.88	6.97	4.31	6.56
Class 639	ICE CHESTS	17.98	13.98	4.00	22.25	2.18
Class 530	MOTOR OIL 12/ S	1,129.49	1,050.17	79.32	7.02	9.10
Class 540	OIL & FLUIDS	174.40	160.02	14.38	8.25	8.28
Class 545	ANTIFREEZE-AUTO MISC	.00	.00	.00	.00	2.91
Class 547	AUTOMOTIVE ACCESSORIES	31.19	23.90	7.29	23.37	8.28
Class 67	CIGARETTE PAPERS	777.90	684.60	93.30	11.99	11.54
Class 69	LIGHTERS & MATCHES	124.80	100.96	23.84	19.10	15.74
Class 421	CLEANING PAPER	.00	.00	.00	.00	6.68
Class 461	TRASH BAGS CUPS PLATES	17.76	16.36	1.40	7.88	12.02
Class 513	RETAIL WRAP	198.17	180.16	18.01	9.09	16.31
Class 548	MAPS PREPRICED	43.20	22.56	20.64	47.78	9.16
Class 590	BATTERIES	107.14	83.48	23.66	22.08	.00
Class 596	HOUSEHOLD, HOUSEWARES	.00	.00	.00	.00	.00
Class 668	PLAYING CARDS	28.56	22.32	6.24	21.85	.00
Class 694	GLOVES	.00	.00	.00	.00	.00
Class 700	SCHOOL SUPPLIES	4.74	3.66	1.08	22.78	8.17
Class 709	TOYS, GIFTS, & NOVELTY	64.88	44.00	20.88	32.18	9.09
Class 79	CANDY PREPRICED	121.34	117.28	4.06	3.35	.00
Class 80	CANDY & GUM 1 >	3.53	3.30	.23	6.52	.00
Class 83	CANDY 3 >	12.06	10.95	1.11	9.20	.00
Class 90	CANDY 5 >	85.91	79.41	6.50	7.57	.00
Class 91	CANDY 10>-15 >	171.32	158.18	13.14	7.67	18.24
Class 92	CANDY 20>-TO-45 >	139.46	128.06	11.40	8.17	23.62
Class 93	CANDY STANDARD BARS	851.96	817.06	34.90	4.10	8.16
Class 95	CANDY KING SIZE BARS	12.78	12.30	.48	3.76	28.94
Class 100	SILVERPEAK CANDY	245.84	223.44	22.40	9.11	40.82
Class 108	MINT CANDY	24.65	22.40	2.25	9.13	4.84
Class 110	NOVELTY CANDY & GUM	.00	.00	.00	.00	5.69
Class 111	GUM 2>-3 >	.00	.00	.00	.00	42.40
Class 112	GUM PREPRICED	229.24	209.60	19.64	8.57	9.11
Class 115	GUM CANDY	16.81	15.56	1.25	7.44	68.50
Class 116	GUM PLEN-T & VALU PAK	19.89	19.00	.89	4.47	5.01
Class 122	SNACKS-MEAT-PICKLE	47.58	44.20	3.38	7.10	17.34
Class 123	COOKIES-CRACKERS-NBC	383.08	348.37	34.71	9.06	9.17
Class 125	NUTS CANNED & PACKAGED	127.64	118.21	9.43	7.39	7.46
Class 126	COOKIES-CAKES-COMBOS	555.02	497.28	57.74	10.40	9.09
Class 128	GALLON SNACKS	187.66	170.14	17.52	13.07	10.71
Class 129	COOKIES-SUNNY	195.72	170.14	25.58	17.15	10.71
Class 130	SNACKS PREPRICED	40.79	33.70	7.09	17.38	13.07
Class 255	KOOL AID	44.49	41.19	3.30	7.42	13.07
Class 130	SNACKS PREPRICED	.00	.00	.00	.00	7.41
Class 340	SANDWICHES-FROZEN	32.66	27.98	4.68	14.33	8.89
Class 375	COOLER FROZEN	26.81	24.83	1.98	7.39	16.73
						15.54
						7.59

Customer Profitability - Single Customer By Sales Class (continued)

Creative Data Research-SUPPORT		Customer Profit Analysis									
		CDRI	GSR8PFR	9/19/02	13:01:57	Page	3				
Class 387	COOLER FROZEN	97.10	8.06	8.30	180.95	165.85	15.10	8.34			
Class 389	EGGS	.00	.00	.00	90.65	78.12	12.53	13.82			
Class 77	SNACKS PREPRICED	.00	.00	.00	.00	.00	.00	.00			
Class 248	DRINKS PROMO	.00	.00	.00	95.85	85.65	10.20	10.64			
Class 249	DRINKS PREMIUM	889.73	73.44	8.25	416.14	381.86	34.28	8.24			
Class 250	DRINKS DISCOUNT	1,346.96	123.21	9.15	1,154.91	1,072.72	82.19	7.12			
Class 252	GATOR AID-THIRST DRINK	1,072.29	51.39	4.79	873.61	831.85	41.76	4.78			
Class 274	FRUITS & JUICE, PICKLES	1,441.27	74.96	5.20	1,522.47	1,443.31	79.16	5.20			
Class 288	WATER BOTTLED	52.11	5.70	10.94	108.58	97.82	10.76	9.91			
Class 289	IE BLU NASCAR WATER	217.40	21.20	9.75	.00	.00	.00	.00			
Class 720	RACKS	.00	.00	.00	.00	.00	.00	.00			
Class 888	SPECIAL ORDER ITEMS	59.51	.00	.00	61.50-	61.50-	.00	.00			
Salesman Employee Number 47		57,677.01	2,025.83	3.51	35,301.22	33,687.70	1,613.52	4.57			
Final totals		57,677.01	2,025.83	3.51	35,301.22	33,687.70	1,613.52	4.57			
** END OF REPORT **											

Customer Profitability - Single Sales Representative By Category

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From week 1 of year 1998 to week 52 of year 1998

A/R Balance 4306.90 Customer 111030 BUSY SHOP
 Terms Code 1 NET CASH 214 MAIN STREET
 Salesman 26 RONNIE CURRY
 Start Date 6/03/96

COLUMBIA MS
35601

	Sales	Cost	Profit	Profit%	Qty
Category 1 CIGARETTES	26,468.00	25,334.71	1,133.29	4.28	1839
Category 2 TOBACCO/SNUFF/CIGARS	2,955.72	2,759.24	196.48	6.65	284
Category 3 SNACK ITEMS	2,690.21	2,440.63	249.58	9.28	1117
Category 4 CANDY/GUM	3,458.68	3,259.45	199.23	5.76	429
Category 5 GENERAL MERCHANDISE	1,294.77	1,039.32	255.45	19.73	1006
Category 6 GROCERY	21,813.04	20,717.59	1,095.45	5.02	14269
Category 7 DRUGS/HBC	2,340.42	2,025.51	314.91	13.46	965
Category 9 AUTO SUPPLIES	75.60	58.55	17.05	22.55	72
Category 10 OIL AND LUBE ITEMS	252.19	224.94	27.25	10.81	24
Category 14 STORE SUPPLIES	765.02	687.35	77.67	10.15	74
Category 35 RACK & MERCHANDISE	.00	.00	.00	.00	4
	62,113.65	58,547.29	3,566.36	5.74	20083

Creative Data Research-SUPPORT Customer Profit Analysis JTIPPIN GSR8PFR 4/01/99 13:04:53 Page 2

A/R Balance .00 Customer 111200 BUTTARD MART
 Terms Code 1 NET CASH 564 HWY 90
 Salesman 26 RONNIE CURRY
 Start Date 3/18/93

TUPELO MS
35750

	Sales	Cost	Profit	Profit%	Qty
Category 1 CIGARETTES	17,023.80	16,227.91	795.89	4.68	1152
Category 2 TOBACCO/SNUFF/CIGARS	2,253.89	2,105.94	147.95	6.56	151
Category 3 SNACK ITEMS	144.91	123.45	21.46	14.81	25
Category 4 CANDY/GUM	1,413.78	1,320.90	92.88	6.57	160
Category 5 GENERAL MERCHANDISE	63.10	55.60	7.50	11.89	4
Category 6 GROCERY	274.72	246.14	28.58	10.40	29
Category 7 DRUGS/HBC	43.83	38.85	4.98	11.36	3
Category 10 OIL AND LUBE ITEMS	17.76	13.24	4.52	25.45	2
Category 14 STORE SUPPLIES	20.53	18.44	2.09	10.18	1
	21,256.32	20,150.47	1,105.85	5.20	1527

** END OF REPORT **

Purchase Order Prompting Report

The Purchase Order Prompting report displays reorder point units and days, days to reorder, total available days, quantity available, quantity on order, quantity on-hand, and lead days for each of the vendor's products.

Purchase Order Prompting Report (By Buyer)

Creative Data Research-SUPPORT			Order Prompting by Buyer				JTIPPIN	DSZEPFR	3/31/99 10:22:32		Page	1	
Item Number	WHSE	Item Description	Reorder Units	Point & Days	+/-Dys To ROP	Available Days	On Ord Units	Onhand Units	Lead Days	Forecast Avg.	Service Level	Last Week Lost Sale	
Warehouse Code 1		MAIN WAREHOUSE											
Current Buyer 502		WILLIAM J. ANDERSON											
Vendor PHI100		PHILIP MORRIS INC											
100415	1	BASIC LIGHT KING BOX	53.7	5.0	+ 11.7	16.7	179	180	1-	3.0	75.2	77.91	19
100418	1	BASIC F F MENT KING BOX	10.9	5.0	+ 49.9	54.9	120	120		3.0	15.3	84.62	4
106360	1	MARLBORO MEN 100 BOX	.6	5.0	+ 573.9	578.9	180	180		3.0	.8		
850286	1	BASIC LT KING B8G2F (1 CTN)	10.9	5.0	- 5.0	.0				3.0	15.2	88.89	
860205	1	V S LT B2G1F (15 PK CTN)	3.5	5.0	- 3.6	1.4	1		1	3.0	4.9	100.00	
860206	1	V S LT MEN B2G1F (15 PK CTN)	3.1	5.0	- 1.7	3.3	2		2	3.0	4.3	100.00	
860208	1	V S U L MEN B2G1F (15 PK CTN)	3.1	5.0	- 5.0	.0				3.0	4.3	100.00	
860293	1	BASIC U L 100 B8G2F (1 CTN)	48.1	5.0	- 3.3	1.7	16		16	3.0	67.3	100.00	
860320	1	BASIC LT 100 BOX B8G2F (1 CTN)	44.4	5.0	- 2.3	2.7	24		24	3.0	62.2	100.00	
900120	1	STALE BEST BUY	4.8	5.0	- 5.0	.0				3.0	6.7	96.23	
999901	1	STALE PHILIP MORRIS PREMIUM	32.6	5.0	- 4.8	.2	1		1	3.0	45.7	700.00	
999902	1	STALE PHILIP MORRIS DISCOUNT	25.1	5.0	- 5.0	.0				3.0	35.1	91.39	
Vendor PHI100 Minimum			0		Total Needed	4953			Service Level	99.57	32		
** END OF REPORT **													

Purchase Order Prompting Report (By Vendor)

Creative Data Research-SUPPORT			Order Prompting Report - By Vendor				JTIPPIN	DSJGPFR	3/31/99 10:21:27		Page	1	
Item Number	WHSE	Item Description	Reorder Units	Point & Days	+/-Dys To ROP	Total Available Days	On Order Units	Onhand Units	Lead Days				
Vendor PHI100		PHILIP MORRIS INC											
850286	1	BASIC LT KING B8G2F (1 CTN)	10.9	5.0	- 5.0	.0						3.0	
860205	1	V S LT B2G1F (15 PK CTN)	3.5	5.0	- 3.6	1.4	1.0				1.0	3.0	
860206	1	V S LT MEN B2G1F (15 PK CTN)	3.1	5.0	- 1.7	3.3	2.0				2.0	3.0	
860208	1	V S U L MEN B2G1F (15 PK CTN)	3.1	5.0	- 5.0	.0						3.0	
860293	1	BASIC U L 100 B8G2F (1 CTN)	48.1	5.0	- 3.3	1.7	16.0				16.0	3.0	
860320	1	BASIC LT 100 BOX B8G2F (1 CTN)	44.4	5.0	- 2.3	2.7	24.0				24.0	3.0	
900120	1	STALE BEST BUY	4.8	5.0	- 5.0	.0						3.0	
999901	1	STALE PHILIP MORRIS PREMIUM	32.6	5.0	- 4.8	.2	1.0				1.0	3.0	
999902	1	STALE PHILIP MORRIS DISCOUNT	25.1	5.0	- 5.0	.0						3.0	
Final totals													
** END OF REPORT **													

Buyer Guides

The Work With Vendors application is used to print a standard version and five shortened versions of the buyer guide for a particular vendor. The Purchasing Reports application is used to print a standard version and four shortened versions of the buyer guide for multiple buyers and multiple vendors.

Buyer Guide - Standard Version

V AMERICAN CANDY COMPANY		C	NORMAL		THIS ORDER	1	PAGE	1	PGM:PWORU							
E P O BOX 830769		O	O		-----	TODAYS	DATE	5/05/99								
N DRAWER 150		N	R ORDER CYCLE DAYS		15.0											
D BIRMINGHAM		AL	D			B BARRY DARRIN										
O 3528-30000		A	E MINIMUM QTY- U/M		5 LBS	U										
R		C	R BKTDISC QTY- U/M		\$	Y										
		T	***** UNABLE TO REACH TARGET *****			E										
(800) 822-6398		()	D TARGET QTY- U/M		5 LBS	R										
VENDOR NUMBER: AME150		ASSOC. VENDOR:	A ACTUAL QTY- U/M		LBS											
--- MESSAGE ---		--- MESSAGE ---	A INCREM FACTOR DAYS		1.0	1.0	DELY LEAD TIME		14 DAYS AVG							
MILLER STABLER SMITH -							DELY DATE		___/___/___							
OQ O/R	ITEM#CKDG	UPC#	ITEM DESCRIPTION	UNIT	PACK	NET COST	DEAL SRT	DEAL END	ALLOW\$	ALLOW%	LST	SOLD	MFR #	RTL	PAK	
DYS+/-	CASE	TOTAL	ROP	ROP	LEAD T	SAFSTK	SS O/R	FCST O/R	FCST AVG	LAST FIVE PERIODS	ACTUAL DEMAND	BUY	LOST	QTY		
ROP	PACK	AVAIL	UNITS	DYS	DYS	DYS	DYS	DYS		(1)	(2)	(3)	(4)	(5)	CODE	MTD/YTD
SUG OQ	ON ORD	ON HND	LINE P	LP	MULT Q	MIN Q	EOQ	DEMAND	ITEM ORDER	QUANTITY	EXTENSIONS-	S-CD				
			UNITS	DYS	UNITS	UNITS	UNITS	PTD			EXT.WGT	UNT.WGT				
	200510-6		STARLIGHT MINTS TUB				TUB	180	3.240			98/05/26	7503			
+ 64	12	53	18 34	14	10	20	30	3.8		.0	1.0	5.0	6.0	5.0	1	
		53	27 49					\$:		CS:	WGT:			CUBE:	A	
	201160-2		GIANT POPS				BOX	160	3.200			98/05/25	200			
+ 40	16	33	15 34	14	10	20	27	3.1		.0	3.0	3.0	8.0	1.0	1	
		33	22 49					\$:		CS:	WGT:			CUBE:	A	
	* 202690-5		AMERICAN STK HOREHOUND				BOX	80	2.720			98/03/24	400			
*- 11	1	1	1 34	14	10	20	9	.3		.0	.0	.0	.0	.0	1	
* 9		1	2 49					\$:	24.48	CS:	9 WGT:			CUBE:	A	
	202720-5		AMERICAN STK PEPPERMINT				BOX	80	2.720			97/12/17	400			
+ 268	1	13	1 34	14	10	20	9	.3		.0	.0	.0	.0	.0	1	
		13	2 49					\$:		CS:	WGT:			CUBE:	A	
	203400-1		LONG BOY COCONUT				BOX	48	1.600			98/05/26	07523			
+ 56	16	180	68 34	14	10	20	82	14.0		.0	5.0	12.0	19.0	25.0	1	
		180	98 49					\$:		CS:	WGT:			CUBE:	A	
	204450-3		BIG BO FRUIT STICK **				BOX	36	2.700			98/04/01	BARRY			
+ 82	16	5	1 34	14	10	20	9	.3		.0	.0	.0	.0	.0	1	
		5	2 49					\$:		CS:	WGT:			CUBE:	A	
	204460-0		BIG BO PEPP STICK				BOX	36	2.700			98/05/07	135			
+ 106	16	14	3 34	14	10	20	14	.7		.0	.0	.0	.0	1.0	1	
		14	5 49					\$:		CS:	WGT:			CUBE:	A	
	205687-2		FUN POPS MICKEY				BOX	48	3.120			98/05/20	2030			
+ 107	12	10	2 34	14	10	20	11	.5		.0	.0	1.0	.0	1.0	1	
		10	3 49					\$:		CS:	WGT:			CUBE:	A	
	* 218964-8		MICKEY TWIRL POPS 3OZ				BOX	36	17.580			98/05/13	2060			
*- 1	4	1	1 24	14	10	3		.3		.0	.0	.0	.0	1.0	1	
* 1		1	2 39					\$:	70.32	CS:	1 WGT:			CUBE:	A	
	* 238968-2		PIK A STIK DISPLAY				DIS	240	12.900			98/02/05	42400			
*- 34	4	1	1 34	14	10	20	4	.3		.0	.0	.0	.0	.0	1	
* 1		1	2 49					\$:	51.60	CS:	1 WGT:			CUBE:	A	
													PAGE	2	PGM:PWORU	

Buyer Guide - Standard Version (continued)

QO O/R	ITEM#CKDG	UPC#	ITEM DESCRIPTION	UNIT	PACK	NET COST	DEAL SRT	DEAL END	ALLOW\$	ALLOW%	LST SOLD	MFR #	RTL PAK		
DYS+/-	CASE	TOTAL	ROP	ROP	LEAD T	SAFSTK	SS O/R	FCST O/R	FCST AVG	LAST FIVE PERIODS	ACTUAL DEMAND	BUY	LOST		
QTY	ROP	PACK	AVAIL	UNITS	DYS	DYS	DYS	DYS	(1)	(2)	(3)	(4)	(5)	CODE	MTD/YTD
SUG QO	ON ORD	ON HND	LINE P	LP	MULT Q	MIN Q	EOQ	DEMAND	ITEM ORDER	QUANTITY	EXTENSIONS-	S-CD			
			UNITS	DYS	UNITS	UNITS	UNITS	PTD			EXT.WGT	UNT.WGT			
* 293024-6			HALLOWEEN POP				BOX	48	2.800			97/10/07	8061		
*- 34	12		1	34	14	10	20		.3	.0	.0	.0	.0	.0	1
* 1			2	49			9		\$: 33.60	CS: 1	WGT:		CUBE:	A	
* 294020-7			AMERICAN GIANT STICK				BOX	12	4.680			96/12/05			
*- 34	8		1	34	14	10	20		.3	.0	.0	.0	.0	.0	1
* 1			2	49			7		\$: 37.44	CS: 1	WGT:		CUBE:	A	2
294021-6			GIANT MINT STICK CHIMNEY DISPLA				DIS	48	18.300			97/11/25	120		
+ 222	1	11	1	34	14	10	20		.3	.0	.0	.0	.0	.0	1
		11	2	49			3		\$:	CS:	WGT:		CUBE:	A	
294080-9			AMERICAN STOCKING 7 OZ				EA	1	1.020			97/12/22	1850		
+ 416	36	316	4	34	14	10	20		.9	.0	.0	.0	.0	.0	1
		316	6	49			26		\$:	CS:	WGT:		CUBE:	A	
* 294634-4			CHOCOLATE FILLED CANES				BOX	24	16.170			96/12/04	1251		
*- 34	6		1	34	14	10	20		.3	.0	.0	.0	.0	.0	1
* 1			2	49			3		\$: 97.02	CS: 1	WGT:		CUBE:	A	
TOTALS FOR VENDOR AME150: ITEMS LISTED: 15 ITEMS ORDERED: 6 \$: 314.46 CS: 14 WGT:													CUBE:		
LOST SALES \$ MTD:													LOST SALES \$ YTD:	196.91	

Buyer Guide - Shortened Version - Example 1

(Printed if the value of the Buyer Guide "B" Version field of the SYS008 default system option is 1)

ORDER_ITEM	DESCRIPTION	RET.	PACK	UNIT	MFRP	MANUFACTURER	BOX	CASE	WEIGHT	BASE_COST	NET_COST	ALLCAT	ON-ORD	FULL	EACH	AVLQTY	LOCAT	STATUS	
(-QTY ON HAND-)																			
200510	STARLIGHT MINTS TUB																		
AVE.	4 WKS CURR	(3)					180	12		3.240	3.240			0	53.0		00932	A	
Lost Sales \$	MTD/YTD ->						6.0 (6)	5.0 (7)		3.0 (8)	6.0 (9)			4.0 (10)	6.0 (11)		5.0 TI	A	
YTD Lost Qty	Each/STD Sell						/	/		3.240	3.240			0	53.0		5.0 TI	A	
201160	GIANT POPS																		
AVE.	3 WKS CURR	(3)					160	16		3.200	3.200			0	33.0		00933	A	
Lost Sales \$	MTD/YTD ->						8.0 (6)	1.0 (7)		3.0 (8)	4.0 (9)			3.0 (10)	4.0 (11)		4.0 TI	A	
YTD Lost Qty	Each/STD Sell						/	/		3.200	3.200			0	33.0		4.0 TI	A	
202690	AMERICAN STK HOREHOUND																		
AVE.	WKS CURR	(3)					80	1		2.720	2.720			0	1.0		0010113	A	
Lost Sales \$	MTD/YTD ->						6.0 (6)	/		2.720	2.720			0	1.0		TI	A	
YTD Lost Qty	Each/STD Sell						/	/		2.720	2.720			0	1.0		TI	A	
202720	AMERICAN STK PEPPERMINT																		
AVE.	WKS CURR	(3)					80	1		2.720	2.720			0	13.0		0010213	A	
Lost Sales \$	MTD/YTD ->						6.0 (6)	/		2.720	2.720			0	13.0		TI	A	
YTD Lost Qty	Each/STD Sell						/	/		2.720	2.720			0	13.0		TI	A	
203400	LONG BOY COCONUT																		
AVE.	15 WKS CURR	(3)					48	16		1.600	1.600			0	180.0		01034	A	
Lost Sales \$	MTD/YTD ->						25.0 (6)	25.0 (7)		24.0 (8)	11.0 (9)			26.0 (10)	18.0 (11)		19.0 TI	A	
YTD Lost Qty	Each/STD Sell						/	/		1.600	1.600			0	180.0		19.0 TI	A	
204450	BIG BO FRUIT STICK **																		
AVE.	WKS CURR	(3)					36	16		2.700	2.700			0	5.0		0060501	A	
Lost Sales \$	MTD/YTD ->						6.0 (6)	/		2.700	2.700			0	5.0		TI	A	
YTD Lost Qty	Each/STD Sell						/	/		2.700	2.700			0	5.0		TI	A	
204460	BIG BO PEPP STICK																		
AVE.	WKS CURR	(3)					36	16		2.700	2.700			0	14.0		0050205	A	
Lost Sales \$	MTD/YTD ->						6.0 (6)	1.0 (7)		2.700	2.700			1.0 (10)	3.0 (11)		1.0 TI	A	
YTD Lost Qty	Each/STD Sell						/	/		2.700	2.700			1.0 (10)	3.0 (11)		1.0 TI	A	
205687	FUN POPS MICKEY																		
AVE.	WKS CURR	(3)					48	12		3.120	3.120			0	10.0		0030406	A	
Lost Sales \$	MTD/YTD ->						6.0 (6)	1.0 (7)		3.120	3.120			0	10.0		3.0 TI	A	
YTD Lost Qty	Each/STD Sell						/	/		3.120	3.120			0	10.0		3.0 TI	A	
218964	MICKEY TWIRL POPS 30Z																		
AVE.	WKS CURR	(3)					36	4		17.580	17.580			0	1.0		Q5178	A	
Lost Sales \$	MTD/YTD ->						6.0 (6)	1.0 (7)		17.580	17.580			0	1.0		TI	A	
YTD Lost Qty	Each/STD Sell						/	/		17.580	17.580			0	1.0		TI	A	
238968	EIK A STIK DISPLAY																		
AVE.	WKS CURR	(3)					240	4		12.900	12.900			0			Q5124	A	
Lost Sales \$	MTD/YTD ->						6.0 (6)	/		12.900	12.900			0			TI	A	
YTD Lost Qty	Each/STD Sell						/	/		12.900	12.900			0			TI	A	
293024	HALLOWEEN POP																		
AVE.	WKS CURR	(3)					48	12		2.809	2.809			0			TI	A	
Lost Sales \$	MTD/YTD ->						6.0 (6)	/		2.809	2.809			0			TI	A	
YTD Lost Qty	Each/STD Sell						/	/		2.809	2.809			0			TI	A	
294020	AMERICAN GIANT STICK																		
AVE.	WKS CURR	(3)					12	8		4.680	4.680			0			Q5169	A	
Lost Sales \$	MTD/YTD ->						6.0 (6)	11.07 (11)		4.680	4.680			0			TI	A	
YTD Lost Qty	Each/STD Sell						/	/		4.680	4.680			0			TI	A	

Buyer Guide - Shortened Version (continued)

Creative Data Research-SUPPORT Order Guide 5/05/99 9:41:11 Page 2

Vendor AME150

(-QTY ON HAND-)

ORDER_ITEM	DESCRIPTION	RET_PACK_UNIT	MSRP	MANUFACTURER	BOX	CASE	WEIGHT	BASE_COST	NET_COST	ALLOCAT	ON-ORD	FULL	EACH	AVLQTY	LOCAT	STATUS
294021	GIANT MINT STICK CHIMNEY DISPLAY	DIS	.00	120		48	1	18.300	18.300		0	11.0		11.0	Q5177	A
	AVE. WKS CURR	(2)	(3)	(5)	(6)	(7)	(8)	(9)	(10)	(11)						
	Lost Sales \$ MTD/YTD ->															
294080	AMERICAN STOCKING 7 OZ	EA	1.85	1850		1	36	1.026	1.026		0	316.0		316.0	Q5171	A
	AVE. WKS CURR	(2)	(3)	(5)	(6)	(7)	(8)	(9)	(10)	(11)						
	Lost Sales \$ MTD/YTD ->															
294634	CHOCOLATE FILLED CANES	BOX	.00	1251		24	6	16.177	16.177		0	(11)		(11)	HI	A
	AVE. WKS CURR	(2)	(3)	(5)	(6)	(7)	(8)	(9)	(10)	(11)						
	Lost Sales \$ MTD/YTD ->															

Vendor AME150 Total Items 15 Total Onhand 637.0

** END OF REPORT **

Buyer Guide - Shortened Version - Example 2

(Printed if the value of the Buyer Guide "B" Version field of the SYS008 default system option is 2)

Creative Data Research-SUPPORT		Order Guide		JTTIPPIN		BSZPPFR		5/05/99		9:41:42		Page		1			
Vendor No. AME150		CANCELLATION DATE		P.O. #		P.O. DATE		SHIP DATE		Buyer 503		Whs. 1					
V AMERICAN CANDY COMPANY		Our Customer No.		Vendor Order Cycle		Ave. Lead Time		: 14.0									
E P O BOX 830769		Assoc. Vendor :		MIN. Weight		5 MILLER STABLER SMITH - MIKE T.											
N DRAWER 150		T Terms		25 1% 15 DAYS													
D BIRMINGHAM		AL 35283 - 769 A															
R 800 822-6398		Fax 822-6398															
Vendor AME150	Item	Description	MFG Number	CS Pk	Days OH AVL	On Hand	On Order	Avg Weekly	Week 1	Week 2	Week 3	Week 4	Week 5	Last-Receive Qty - Date	Weekly Short	YTD Qty	
	200510	STARLIGHT MINTS TUB	7503	\$ 12	109	109	53.0	3.4	1.0	1.0	5.0	6.0	5.0	4 4/15/99	171.72	00932	206
	201160	GIANT POPS	200	\$ 16	77	77	33.0	3.0	3.0	3.0	3.0	8.0	1.0	2 4/15/99	105.60	00933	118
9	202690	AMERICAN STK HOREHOUND	400	\$ 1	1	1.0	1.0					2.720	2.720	1 2/24/97	2.72	0010113	11
	202720	AMERICAN STK PEPPERMINT	400	\$ 1	1	13.0	13.0					2.720	2.720	1 11/14/97	35.36	0010213	5
	203400	LONG BOY COCONUT	07523	\$ 16	103	103	180.0	12.2	5.0	5.0	12.0	19.0	25.0	10 4/15/99	288.00	01034	684
	204450	BIG BO FRUIT STICK **	BARRY	\$ 16		5.0	5.0					2.700	2.700	2/07/95	13.50	0060501	7
	204460	BIG BO PEPP STICK	135	\$ 16	483	483	14.0	.2				2.700	1.0	1 4/16/98	37.80	0050205	30
	205687	FUN POPS MICKEY	2030	\$ 12	175	175	10.0	.4			1.0	3.120	1.0	1 4/16/98	31.20	0030406	19
1	218964	MICKEY TWIRL POPS 3OZ	2060	\$ 4	34	34	1.0	.2				17.580	1.0	3 5/23/97	17.58	Q5178	1
1	238968	PIK A STIK DISPLAY	42400	\$ 4								12.900		12/02/96	Q5124		1
1	293024	HALLOWEEN POP	8061	\$ 12								2.809		10/21/96			7
1	294020	AMERICAN GIANT STICK		\$ 8								4.680		10/24/95	Q5169		1
	294021	GIANT MINT STICK CHIMNEY DISPLAY	120	\$ 1		11.0	11.0					18.300		12 11/14/97	201.30	Q5177	1
	294080	AMERICAN STOCKING 7 OZ	1850	\$ 36		316.0	316.0					1.026		20 11/14/97	324.22	Q5171	419
1	294634	CHOCOLATE FILLED CANES	1251	\$ 6								16.177		10/21/96			1
Final totals																	
** END OF REPORT **																	

Buyer Guide - Shortened Version - Example 3

(Printed if the value of the Buyer Guide "B" Version field of the SYS008 default system option is 3)

Creative Data Research-SUPPORT		Order Guide		JTIIPPIN		BSZPPFR		5/05/99		9:42:12		Page		1				
Vendor No. AME150		CANCELLATION DATE		P.O. #		SHIP DATE		Buyer 503		Whs. 1								
V AMERICAN CANDY COMPANY		E P O BOX 830769		N DRAWER 150		D BIRMINGHAM		R 800 822-6398		Fax 822-6398		AL 35283 - 769 A		Ave. Lead Time : 14.0				
T Terms 25 1& 15 DAYS		MIN. Weight		5 MILLER STABLER SMITH - MIKE T.														
Vendor Sugg Qry	AME150	Item	Description	MFG Number	CS Pk	Days OH AVL	On Hand	On Order	Avg Weekly	Week 1	Week 2	Week 3	Week 4	Week 5	Ext. Net	Last-Receive Qty - Date	Weekly Short	YTD Qty
		200510	STARLIGHT MINTS TUB	7503	\$ 12	109 109	53.0		3.4	5.0	1.0	5.0	6.0	5.0	171.72	4 4/15/99	00932	206
		201160	GIANT POPS	200	\$ 16	77 77	33.0		3.0	3.0	3.0	3.0	8.0	1.0	105.60	2 4/15/99	00933	118
9		202690	AMERICAN STK HOREHOUND	400	\$ 1	1	1.0								2.72	1 2/24/97	0010113	11
		202720	AMERICAN STK PEPPERMINT	400	\$ 1	1	13.0								2.72	1 11/14/97	0010213	5
		203400	LONG BOY COCONUT	07523	\$ 16	103 103	180.0		12.2	12.0	5.0	12.0	19.0	25.0	288.00	10 4/15/99	01034	684
		204450	BIG BO FRUIT STICK **	BARRY	\$ 16		5.0								2.700	2/07/95	0060501	7
		204460	BIG BO PEPP STICK	135	\$ 16	483 483	14.0		.2					1.0	37.80	1 4/16/98	0050205	30
		205687	FUN POPS MICKEY	2030	\$ 12	175 175	10.0		.4	1.0		1.0	3.120	1.0	31.20	1 4/16/98	0030406	19
1		218964	MICKEY TWIRL POPS 3OZ	2060	\$ 4	34 34	1.0		.2				17.580	1.0	17.58	3 5/23/97	Q5178	
1		238968	PIK A STIK DISPLAY	42400	\$ 4										12.900	12/02/96	Q5124	1
1		293024	HALLOWEEN POP	8061	\$ 12										2.809	10/21/96		7
1		294020	AMERICAN GIANT STICK		\$ 8										4.680	10/24/95	Q5169	
		294021	GIANT MINT STICK CHIMNEY DISPLAY	120	\$ 1	1	11.0								18.300	12 11/14/97	Q5177	1
		294080	AMERICAN STOCKING 7 OZ	1850	\$ 36		316.0								1.026	20 11/14/97	Q5171	419
1		294634	CHOCOLATE FILLED CANES	1251	\$ 6										16.177	10/21/96		
Final totals																		
** END OF REPORT **																		

Buyer Guide - Shortened Version - Example 4

(Printed if the value of the Buyer Guide "B" Version field of the SYS008 default system option is 4)

Creative Data Research-SUPPORT		Order Guide		JTIPTIN BSZPPFR		5/05/99 9:43:04 Page 1		(-QTY ON HAND-)		STATUS							
ORDER_ITEM	DESCRIPTION	RET_PACK_UNIT	MSPR	MANUFACTURER	BOX	CASE	WEIGHT	BASE_COST	NET_COST	ALLCAT	ON_ORD	FULL	EACH	AVI_QTY	LOCAT	SELL/BUY	
Vendor AME150																	
200510	STARLIGHT MINTS TUB			TUB	.03	7503		\$ 180	3,240		0	53.0		53.0	00932	A	
4	WKS CURR	(2)	(3)	1.0	(4)	5.0	(5)	6.0	(6)	5.0	(7)	3.0	(8)	6.0	TI	HT	Seq. #
	Transfers ->	(1)	(3)	0	(4)	0	(5)	0	(6)	0	(7)	0	(8)	0	Ave.	Weekly	Transfer
	Lost Sales \$	MTD/YTD ->		3.89	MTD	Lost Qty	Each/STD	Sell	/								
201160	GIANT POPS			BOX	.05	200		\$ 160	3,200		0	33.0		33.0	00933	A	
3	WKS CURR	(2)	(3)	3.0	(4)	3.0	(5)	8.0	(6)	1.0	(7)	3.0	(8)	2.0	TI	HT	Seq. #
	Transfers ->	(1)	(3)	0	(4)	0	(5)	0	(6)	0	(7)	0	(8)	0	Ave.	Weekly	Transfer
	Lost Sales \$	MTD/YTD ->		3.76	MTD	Lost Qty	Each/STD	Sell	/								
202690	AMERICAN STR HORSEHOOD			BOX	.10	400		\$ 80	2,720		0	1.0		1.0	0010113	A	
WKS CURR	(2)	(3)	(3)	0	(4)	0	(5)	0	(6)	0	(7)	0	(8)	0	TI	HT	Seq. #
Transfers ->	(1)	(3)	(3)	0	(4)	0	(5)	0	(6)	0	(7)	0	(8)	0	Ave.	Weekly	Transfer
Lost Sales \$	MTD/YTD ->				MTD	Lost Qty	Each/STD	Sell	/								
202720	AMERICAN STR PEPPERMINT			BOX	.10	400		\$ 80	2,720		0	13.0		13.0	0010213	A	
WKS CURR	(2)	(3)	(3)	0	(4)	0	(5)	0	(6)	0	(7)	0	(8)	0	TI	HT	Seq. #
Transfers ->	(1)	(3)	(3)	0	(4)	0	(5)	0	(6)	0	(7)	0	(8)	0	Ave.	Weekly	Transfer
Lost Sales \$	MTD/YTD ->				MTD	Lost Qty	Each/STD	Sell	/								
203400	LONG BOY COCONUT			BOX	.10	07523		\$ 48	1,600		0	180.0		180.0	01034	A	
15	WKS CURR	(2)	(3)	5.0	(4)	12.0	(5)	19.0	(6)	25.0	(7)	24.0	(8)	11.0	TI	HT	Seq. #
Transfers ->	(1)	(3)	(3)	0	(4)	0	(5)	0	(6)	0	(7)	0	(8)	0	Ave.	Weekly	Transfer
Lost Sales \$	MTD/YTD ->				MTD	Lost Qty	Each/STD	Sell	/								
204450	BIG BO FRUIT STICK **			BOX	.15	BARRY		\$ 36	2,700		0	5.0		5.0	0060501	A	
WKS CURR	(2)	(3)	(3)	0	(4)	0	(5)	0	(6)	0	(7)	0	(8)	0	TI	HT	Seq. #
Transfers ->	(1)	(3)	(3)	0	(4)	0	(5)	0	(6)	0	(7)	0	(8)	0	Ave.	Weekly	Transfer
Lost Sales \$	MTD/YTD ->				MTD	Lost Qty	Each/STD	Sell	/								
204460	BIG BO PEPP STICK			BOX	.15	135		\$ 36	2,700		0	14.0		14.0	0050205	A	
WKS CURR	(2)	(3)	(3)	0	(4)	0	(5)	0	(6)	0	(7)	0	(8)	0	TI	HT	Seq. #
Transfers ->	(1)	(3)	(3)	0	(4)	0	(5)	0	(6)	0	(7)	0	(8)	0	Ave.	Weekly	Transfer
Lost Sales \$	MTD/YTD ->				MTD	Lost Qty	Each/STD	Sell	/								
205687	FUN POPS MICKEY			BOX	.15	2030		\$ 48	3,120		0	10.0		10.0	0030406	A	
WKS CURR	(2)	(3)	(3)	0	(4)	1.0	(5)	6.0	(6)	1.0	(7)	0	(8)	0	TI	HT	Seq. #
Transfers ->	(1)	(3)	(3)	0	(4)	0	(5)	0	(6)	0	(7)	0	(8)	0	Ave.	Weekly	Transfer
Lost Sales \$	MTD/YTD ->				MTD	Lost Qty	Each/STD	Sell	/								
218964	MICKEY TWIRL POPS 30Z			BOX	.79	2060		\$ 36	17,580		0	1.0		1.0	Q5178	A	
WKS CURR	(2)	(3)	(3)	0	(4)	0	(5)	6.0	(6)	1.0	(7)	0	(8)	0	TI	HT	Seq. #
Transfers ->	(1)	(3)	(3)	0	(4)	0	(5)	0	(6)	0	(7)	0	(8)	0	Ave.	Weekly	Transfer
Lost Sales \$	MTD/YTD ->				MTD	Lost Qty	Each/STD	Sell	/								

Buyer Guide - Shortened Version (continued)

Vendor	ORDER_ITEM	DESCRIPTION	RET_PACK_UNIT	MSRP	MANUFACTURER	BOX	CASE	WEIGHT	BASE_COST	NET_COST	ALLCAT	ON-ORD	FULL	EACH	AVLQTY	LOCAT	SELL/BUY	STATUS	
Creative Data Research-SUPPORT		Order Guide			JTIFFIN	BSZEPFR		5/05/99	9:43:04	Page	2								
Vendor AME150																			
	238968	PIK A STIK DISPLAY	DIS	.10	42400														
		AVE. WKS CURR	(4)	(5)	(6)	240	4	(7)	12.900	12.900									
		Transfers ->	(1)	(5)	(6)			(7)	(8)	(8)									
		Lost Sales \$ MTD/YTD ->	(2)	(5)	(6)			(7)	0	0									
	293024	HALLOWEEN POP	BOX	.00	8061														
		AVE. WKS CURR	(4)	(5)	(6)	48	12	(7)	2.809	2.809									
		Transfers ->	(1)	(5)	(6)			(7)	(8)	(8)									
		Lost Sales \$ MTD/YTD ->	(2)	(5)	(6)			(7)	0	0									
	294020	AMERICAN GIANT STICK	BOX	.75															
		AVE. WKS CURR	(4)	(5)	(6)	12	8	(7)	4.680	4.680									
		Transfers ->	(1)	(5)	(6)			(7)	(8)	(8)									
		Lost Sales \$ MTD/YTD ->	(2)	(5)	(6)			(7)	0	0									
	294021	GIANT MINT STICK CHIMNEY DISPLAY	DIS	.00	120														
		AVE. WKS CURR	(4)	(5)	(6)	48	1	(7)	18.300	18.300									
		Transfers ->	(1)	(5)	(6)			(7)	(8)	(8)									
		Lost Sales \$ MTD/YTD ->	(2)	(5)	(6)			(7)	0	0									
	294080	AMERICAN STOCKING 7 OZ	EA	1.85	1850														
		AVE. WKS CURR	(4)	(5)	(6)	1	36	(7)	1.026	1.026									
		Transfers ->	(1)	(5)	(6)			(7)	(8)	(8)									
		Lost Sales \$ MTD/YTD ->	(2)	(5)	(6)			(7)	0	0									
	294634	CHOCOLATE FILLED CANES	BOX	.00	1251														
		AVE. WKS CURR	(4)	(5)	(6)	24	6	(7)	16.177	16.177									
		Transfers ->	(1)	(5)	(6)			(7)	(8)	(8)									
		Lost Sales \$ MTD/YTD ->	(2)	(5)	(6)			(7)	0	0									
Vendor AME150		Total Items	15																
		Total Onhand								637.0									

** END OF REPORT **

Buyer Guide - Shortened Version Printed in Location Order

ORDER_ITEM	DESCRIPTION	RET_PACK_UNIT	MSRP	MANUFACTURER	BOX	CASE	WEIGHT	BASE_COST	NET_COST	ALLCAT	ON-ORD	FULL	EACH	AVLQTY	LOCAT	STATUS
293024	HALLOWEEN POP	BOX	.00	8061	48	12	(7)	2.809	2.809	(9)	0	(11)	(11)	TI	HI	A
Lost Sales \$ MTD/YTD ->																
294634	CHOCOLATE FILLED CANES	BOX	.00	1251	24	6	(7)	16.177	16.177	(9)	0	(11)	(11)	TI	HI	A
Lost Sales \$ MTD/YTD ->																
202690	AMERICAN STK HOREHOUND	BOX	.10	400	80	1	(7)	2.720	2.720	(9)	0	1.0	(11)	TI	HI	A
Lost Sales \$ MTD/YTD ->																
202720	AMERICAN STK PEPPERMINT	BOX	.10	400	80	1	(7)	2.720	2.720	(9)	0	13.0	(11)	TI	HI	A
Lost Sales \$ MTD/YTD ->																
205687	FUN POPS MICKEY	BOX	.15	2030	48	12	(7)	3.120	3.120	(9)	0	10.0	(11)	TI	HI	A
Lost Sales \$ MTD/YTD ->																
204460	BIG BO PEPP STICK	BOX	.15	135	36	16	(7)	2.700	2.700	(9)	0	14.0	(11)	TI	HI	A
Lost Sales \$ MTD/YTD ->																
204450	BIG BO FRUIT STICK **	BOX	.15	BARRY	36	16	(7)	2.700	2.700	(9)	0	5.0	(11)	TI	HI	A
Lost Sales \$ MTD/YTD ->																
200510	STARLIGHT MINTS TUB	TUB	.03	7503	180	12	(7)	3.240	3.240	(9)	0	53.0	(11)	TI	HI	A
Lost Sales \$ MTD/YTD ->																
201160	GIANT POPS	BOX	.05	200	160	16	(7)	3.200	3.200	(9)	0	33.0	(11)	TI	HI	A
Lost Sales \$ MTD/YTD ->																
203400	LONG BOY COCONUT	BOX	.10	07523	48	16	(7)	1.600	1.600	(9)	0	180.0	(11)	TI	HI	A
Lost Sales \$ MTD/YTD ->																
238968	PIK A STIK DISPLAY	DIS	.10	42400	240	4	(7)	12.900	12.900	(9)	0	(11)	(11)	TI	HI	A
Lost Sales \$ MTD/YTD ->																
294020	AMERICAN GIANT STICK	BOX	.75	(5)	12	8	(7)	4.680	4.680	(9)	0	(11)	(11)	TI	HI	A
Lost Sales \$ MTD/YTD ->																

Order Books

The Order Books application (option 10 of the Reports screen) is used to print the following order books:

- Multi-Week Order Book - prints with bar codes for scanning and with an index.
- Two and Three Column Order Book - prints in five different formats including one with bar codes.
- Profile Order Form - prints in two formats including one with bar codes and for individual customers.
- 6 Week Tear Strip Book - prints with the prices for one or two customers and with an index.
- Bar Code Order Book (also called Custom Order Book) - prints with EAN8, UPC numbers or Plessey bar codes for a specific customer and with an index.

Multi-Week Order Books

The Multi-Week Order Book application is used to print order books in a format for use for 5 and 10 weeks. The items are printed with bar codes for scanning, and in order by book heading number (also called product heading) and book sequence number.

```

BSDDPVR  ENTER  Creative Data Research-SUPPORT      8/24/99 10:02:45
                        Order Book Selection Pmt.

                        Selection      Criteria:

Beginning Product Heading 0390
Ending Product Heading . 0411

Warehouse code . . . . . 1

Print Wholesale Price? . Y
Output To File? . . . . .

Message . . . . . Canned Foods

Print Information:

Order Book Version 1      Version 1 Has 10 Weeks. No UPC.
                        Version 2 Has 5 Weeks And The UPC.

F3=Exit  F4=Search  F6=Print
    
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Unless designated otherwise, the sample pages of the multi-week order books which follow (and the index below) were produced as a result of the values entered on the Order Book Selection Pmt screen illustrated above.

Below is the index printed for the multi-week order book.

Creative Data Research		Book Index		8/24/99 Page 1	
Description	Start Page	End Page			
CANNED BEANS & PEAS	2	3			
CANNED FRUITS	4	5			
CANNED MEATS	1	2			
CANNED SOUPS	4	4			
CANNED VEGETABLES	3	4			
** END OF REPORT **					

Multi-Week Order Book

(Printed if the value of the Order Book Version field is 1 for 10-week format.)

Creative Data Research Canned Foods

PAGE : 1
 WK1 | WK2 | WK3 | WK4 | WK5
 WK6 | WK7 | WK8 | WK9 | WK10

CANNED MEATS

<p>ARM CHILI W/BN PP99 15 OZ 1/CAN .88 _____</p> <p>ARM DEVILED HAM 3 OZ 1/CAN .64 _____</p> <p>ARM JALAPENO VIENNA 5 OZ 1/CAN .74 _____</p> <p>ARM POTTED MEAT 3 OZ 1/CAN .34 _____</p> <p>ARM POTTED MEAT 5.5 OZ 1/CAN .54 _____</p> <p>ARM PRK BRAIN W/GRVY 5 OZ 1/CAN .76 _____</p> <p>ARM VIENNA SAU BBQ 5 OZ 1/CAN .74 _____</p> <p>ARM VIENNA SAU HT&SP 5 OZ 1/CAN .74 _____</p> <p>ARM VIENNA SAU SMOKE 5 OZ 1/CAN .74 _____</p> <p>ARM VIENNA SAUSAGE 5 OZ 1/CAN .64 _____</p> <p>ARM VIENNA SAUSAGE 9 OZ 1/CAN 1.14 _____</p> <p>ARMOUR CORN BF HASH 15OZ 1/CAN 1.23 _____</p> <p>B'CLIFF FISH STEAKS 3.75 OZ 1/CAN .62 _____</p> <p>BANNER SAUSAGE 100Z CAN 24/CSE 24.16 _____</p>	<p>CAMP BEEF STEW 7.5 OZ** 1/CAN .73 _____</p> <p>CAMP CHILI CON CARNE 7OZ ** 1/CAN .71 _____</p> <p>CASTLBERRY BEEF STEW 7 OZ 1/CAN .68 _____</p> <p>CASTLEBERRY CHILI 7.5 OZ 1/CAN .73 _____</p> <p>CASTLEBRY BRUNS STEW 7 OZ 1/CAN .77 _____</p> <p>CHEF ABC'S/123'S 15 OZ 1/CAN 1.16 _____</p> <p>CHEF BEEF RAVIOLI 15 OZ 1/CAN 1.17 _____</p> <p>CHEF BEEF RAVIOLI 40OZ 1/CAN 2.82 _____</p> <p>CHEF BEEF RAVIOLI 7.5 OZ 1/CAN .65 _____</p> <p>CHEF BEEFARONI 15 OZ 1/CAN 1.17 _____</p> <p>CHEF BEEFARONI 7.5 OZ 1/CAN .65 _____</p> <p>CHEF DINOSAUR 15 OZ 1/CAN .70 _____</p> <p>CHEF LASAGNA 15 OZ 1/CAN 1.17 _____</p> <p>CHEF MINI RAVIOLI 15 OZ 1/CAN 1.16 _____</p> <p>CHEF SPAG MTBALL 15 OZ 1/CAN 1.17 _____</p>	<p>CHEF SPAG MTBALL 39 OZ 1/CAN 2.69 _____</p> <p>CHEF SPAG MTBALL 7.5 OZ 1/CAN .65 _____</p> <p>CHEF SPAG RINGSW/MT 15 OZ 1/CAN 1.17 _____</p> <p>CURE 81 DEVIL HAM 3 OZ. 1/CAN .68 _____</p> <p>DINTY MORE BEEF STEW 7 OZ 1/CAN .78 _____</p> <p>DINTY MORE BEEF STW 15 OZ 1/CAN 1.36 _____</p> <p>DINTY MORE BEEF STW 24 OZ 1/CAN 2.08 _____</p> <p>FA SPAG & MEATBALL 15 OZ 1/CAN 1.14 _____</p> <p>FA SPAG O'S W/MTBAL 15 OZ 1/CAN 1.14 _____</p> <p>FA SPAGHETTI O'S 15 OZ 1/CAN .74 _____</p> <p>GEISHA MACKEREL 15 OZ 1/CAN .81 _____</p> <p>HILTON OYSTER STW 10.5 OZ 1/CAN 1.54 _____</p> <p>HORMEL BEEF TAMALES 15 OZ 1/CAN .99 _____</p> <p>HORMEL CHILI N/BEAN 15 OZ 1/CAN 1.55 _____</p> <p>HORMEL CHILI W/BEAN 15 OZ 1/CAN 1.22 _____</p>
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Multi-Week Order Book

(Printed if the value of the Order Book Version field is 2 for 5-week format.)

Creative Data Research Canned Foods

PAGE : 1
WK1 | WK2 | WK3 | WK4 | WK5

CANNED MEATS

<p>ARM CHILI W/BN PP99 15 OZ 1/CAN .88 01700001465 4040 7500</p> <p>ARM DEVILED HAM 3 OZ 1/CAN .64 01700000955 4040 8002</p> <p>ARM JALAPENO VIENNA 5 OZ 1/CAN .74 01700000952 4041 9305</p> <p>ARM POTTED MEAT 3 OZ 1/CAN .34 01700000946 4041 0005</p> <p>ARM POTTED MEAT 5.5 OZ 1/CAN .54 01700000950 4041 0500</p> <p>ARM PRK BRAIN W/GRVY 5 OZ 1/CAN .76 01700000954 4041 8001</p> <p>ARM VIENNA SAU BBQ 5 OZ 1/CAN .74 01700000936 4041 9008</p> <p>ARM VIENNA SAU HT&SP 5 OZ 1/CAN .74 01700000937 4041 9503</p> <p>ARM VIENNA SAU SMOKE 5 OZ 1/CAN .74 01700000939 4041 9206</p> <p>ARM VIENNA SAUSAGE 5 OZ 1/CAN .64 01700000925 4042 0004</p> <p>ARM VIENNA SAUSAGE 9 OZ 1/CAN 1.14 01700000931 4042 0509</p> <p>ARMOUR CORN BF HASH 15OZ 1/CAN 1.23 01700001926 4053 4008</p> <p>B'CLIFF FISH STEAKS 3.75 OZ 1/CAN .62 02010020211 4051 9005</p> <p>BANNER SAUSAGE 100Z CAN 24/CSE 24.16 4043 6104</p>	<p>CAMP BEEF STEW 7.5 OZ** 1/CAN .73 4042 8000</p> <p>CAMP CHILI CON CARNE 7OZ ** 1/CAN .71 5100003105 4042 9502</p> <p>CASTLBERRY BEEF STEW 7 OZ 1/CAN .68 3030000807 4043 4506</p> <p>CASTLEBERRY CHILI 7.5 OZ 1/CAN .73 3030008407 4043 4704</p> <p>CASTLEBRY BRUNS STEW 7 OZ 1/CAN .77 3030000307 4043 4001</p> <p>CHEF ABC'S/123'S 15 OZ 1/CAN 1.16 06414404164 4049 6801</p> <p>CHEF BEEF RAVIOLI 15 OZ 1/CAN 1.17 06414404315 4046 0000</p> <p>CHEF BEEF RAVIOLI 40OZ 1/CAN 2.82 4045 8601</p> <p>CHEF BEEF RAVIOLI 7.5 OZ 1/CAN .65 06414486090 4045 8007</p> <p>CHEF BEEFARONI 15 OZ 1/CAN 1.17 06414404302 4045 5006</p> <p>CHEF BEEFARONI 7.5 OZ 1/CAN .65 06414486020 4045 4009</p> <p>CHEF DINOSAUR 15 OZ 1/CAN .70 06414404395 4049 7006</p> <p>CHEF LASAGNA 15 OZ 1/CAN 1.17 06414404304 4045 8502</p> <p>CHEF MINI RAVIOLI 15 OZ 1/CAN 1.16 06414404306 4045 9004</p> <p>CHEF SPAG MTBALL 15 OZ 1/CAN 1.17 06414404322 4046 2004</p>	<p>CHEF SPAG MTBALL 39 OZ 1/CAN 2.69 06414404323 4046 3001</p> <p>CHEF SPAG MTBALL 7.5 OZ 1/CAN .65 06414486170 4046 1007</p> <p>CHEF SPAG RINGSW/MT 15 OZ 1/CAN 1.17 06414404160 4045 5808</p> <p>CURE 81 DEVIL HAM 3 OZ. 1/CAN .68 03760000006 4050 4506</p> <p>DINTY MORE BEEF STEW 7 OZ 1/CAN .78 03760008899 4046 5005</p> <p>DINTY MORE BEEF STW 15 OZ 1/CAN 1.36 03760024609 4047 0009</p> <p>DINTY MORE BEEF STW 24 OZ 1/CAN 2.08 03760021583 4047 5004</p> <p>FA SPAG & MEATBALL 15 OZ 1/CAN 1.14 05100012083 4049 0007</p> <p>FA SPAG O'S W/MTBAL 15 OZ 1/CAN 1.14 05100002526 4049 6009</p> <p>FA SPAGHETTI O'S 15 OZ 1/CAN .74 05100002524 4049 5002</p> <p>GEISHA MACKEREL 15 OZ 1/CAN .81 07114030203 4048 5003</p> <p>HILTON OYSTER STW 10.5 OZ 1/CAN 1.54 07154020005 4122 2805</p> <p>HORMEL BEEF TAMALES 15 OZ 1/CAN .99 03760021629 4050 2502</p> <p>HORMEL CHILI N/BEAN 15 OZ 1/CAN 1.55 03760024193 4050 0201</p> <p>HORMEL CHILI W/BEAN 15 OZ 1/CAN 1.22 03760022318 4050 0003</p>
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Two/Three Column Order Books

The Two/Three Column Order Book application is used to print order books in five different formats for a one-time use. The items can be printed in order by book heading number (also called product heading) and book sequence number, or in order by sales class numbers.

```
BSURPVR  ENTER  Creative Data Research  5/28/01 18:48:43
                Two/Three Column Order Book Selection

                Selection      Criteria:

Beginning Sales Class . . .
Ending Sales Class . . .
** OR **
Beginning Prod. Heading . . 0390
Ending Prod. Heading . . . 0411
Print Check Digit(Y/N)? . . N
Order Book Version . . . . 001
Print 'XXX' For Non-Sellable? N

Version Information: Versions 1-4 Are Two-Column Versions.

Version 1: For IPDS Printer (GRAPHICS,NO BARCODES)
Version 2: For NON-IPDS Printer (NO GRAPHICS, NO BARCODES)
Version 3: For IPDS Printer (INFORMATION IS RIGHT JUSTIFIED)
Version 4: For IPDS Printer (GRAPHICS, BARCODES)
Version 5: For IPDS Printer (GRAPHICS, NO BARCODES, 3 COLUMN)
F3=Exit  F4=Search  F6=Print  F8=Edit Item Spacing
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Unless designated otherwise, the sample pages of the two/three column order books which follow were produced as a result of the values entered on the Two/Three Column Order Book Selection screen illustrated above.

Two Column Order Book

(Printed if the value of the Order Book Version field is 1.)

Creative Data Research

PAGE : 1

SOLD TO _____

CUST NO. _____

DATE: ___/___/___

*****	CANNED MEATS	409420	VAN CAMP BNE WNE BBQ 8 OZ	1
404075	ARM CHILI W/BN PP99 15 OZ	409575	VAN CAMP BNEE WNE BK 8 OZ	1
404080	ARM DEVILED HAM 3 OZ	409410	VAN CAMP BNEE WNEE 10 OZ	1
404193	ARM JALAPENO VIENNA 5 OZ	409400	VAN CAMP BNEE WNEE 8 OZ	1
404100	ARM POTTED MEAT 3 OZ	405750	VAN CAMP CHILI W/BN 15 OZ	1
404105	ARM POTTED MEAT 5.5 OZ	409500	VAN CAMP CHILI WNEE 8 OZ	1
404180	ARM PRK BRAIN W/GRVY 5 OZ	405810	VIETTI CHILI NO/BN 15 OZ	1
404190	ARM VIENNA SAU BBQ 5 OZ	405790	VIETTI CHILI W/BN 15OZ	1
404195	ARM VIENNA SAU HT&SP 5 OZ	405795	VIETTI CHILI W/BN 7 OZ	1
404192	ARM VIENNA SAU SMOKE 5 OZ	405800	VIETTI HOT DOG CHILI 10OZ	1
404200	ARM VIENNA SAUSAGE 5 OZ	404300	VIETTI PORK BBQ 10 OZ	1
404205	ARM VIENNA SAUSAGE 9 OZ	*****	CANNED BEANS & PEAS	
405340	ARMOUR CORN BF HASH 15OZ	408310	BUSH BABY BUTR BN 16 OZ	1
405190	B'CLIFF FISH STEAKS 3.75 OZ	408200	BUSH BAKED BEANS 16 OZ	1
404361	BANNER SAUSAGE 10OZ CAN	408225	BUSH BAKED BNS 28 OZ	1
404280	CAMP BEEF STEW 7.5 OZ**	408300	BUSH BLACKEYE PEAS 16 OZ	1
404295	CAMP CHILI CON CARNE 7OZ **	408400	BUSH CHILI HOT BEAN 15 OZ	1
404345	CASTLBERRY BEEF STEW 7 OZ	408405	BUSH CHILI HOT BEAN 29 OZ	1
404347	CASTLEBERRY CHILI 7.5 OZ	408500	BUSH CUT GR BEANS 15 OZ	1
404340	CASTLEBRY BRUNS STEW 7 OZ	409302	BUSH CUT GRN BNS 29 OZ	1
404968	CHEF ABC'S/123'S 15 OZ	408600	BUSH GREAT NORTH BN 16 OZ	1
404600	CHEF BEEF RAVIOLI 15 OZ	408700	BUSH KIDNEY BEANS 15 OZ	1
404586	CHEF BEEF RAVIOLI 40OZ	408800	BUSH PINTO BEANS 15 OZ	1
404580	CHEF BEEF RAVIOLI 7.5 OZ	410205	BUSH MIXED BEANS 16 OZ.	1
404550	CHEF BEEFARONI 15 OZ	409010	GREEN GIANT PEAS 15 OZ	1
404540	CHEF BEEFARONI 7.5 OZ	409020	LESUER PEAS 8 OZ	1
404970	CHEF DINOSAUR 15 OZ	409206	LUCKS BLACKEYE PEAS 15 OZ	1
404585	CHEF LASAGNA 15 OZ	409100	LUCKS LIMA BEANS 15 OZ	1
404590	CHEF MINI RAVIOLI 15 OZ	409200	LUCKS PINTO BEANS 15 OZ	1
404620	CHEF SPAG MTBALL 15 OZ	409208	LUCKS PINTO BEANS 26 OZ	1
404630	CHEF SPAG MTBALL 39 OZ	409290	OLD EP REFRIED BEAN 16 OZ	1
404610	CHEF SPAG MTBALL 7.5 OZ	409235	PARADE BEETS SLIC 15.2 OZ	1
404558	CHEF SPAG RINGSW/MT 15 OZ	409300	STOKLEY CT GRN BEAN 14 OZ	1
405045	CURE 81 DEVIL HAM 3 OZ.	409305	STOKLY FR CT GRN BN 14 OZ	1
404650	DINTY MORE BEEF STEW 7 OZ	409670	VAN CAMP PORK&BEAN 31 OZ	1
404700	DINTY MORE BEEF STW 15 OZ	409650	VAN CAMP PORK&BEANS 15 OZ	1
404750	DINTY MORE BEEF STW 24 OZ	409550	VAN CAMP PORK&BEANS 8 OZ	1
404900	FA SPAG & MEATBALL 15 OZ	*****	CANNED VEGETABLES	
404960	FA SPAG O'S W/MTBAL 15 OZ	410510	B V WHOLE POTATOES 15 OZ	1
404950	FA SPAGHETTI O'S 15 OZ	410172	B&B MUSHROOM STM&PIE 3 OZ	1
404850	GEISHA MACKEREL 15 OZ	410170	B&B MUSHROOM, SLICED 3 OZ	1
412228	HILTON OYSTER STW 10.5 OZ	411750	BRUCE YAMS CUT 29 OZ	1
405025	HORMEL BEEF TAMALES 15 OZ	410190	BUSH KRAUT CHOPPED 10 OZ	1
405002	HORMEL CHILI N/BEAN 15 OZ	410200	BUSH KRAUT SHREDDED 14.5 OZ	1
405000	HORMEL CHILI W/BEAN 15 OZ	410400	BUSH TURNIP GRN CHP 15 OZ	1
405040	HORMEL PIGS FEET 9 OZ	410502	BUSH WHITE HOMINY 15 OZ	1
405050	HORMEL POTTED MEAT 3 OZ	410700	D M WK GOLD CORN 15.25 OZ	1
405150	HORMEL VIENNA SAU 5 OZ	410800	GG MUSHROOM STM&PIECE 4 OZ	1
404475	KELLY CHILI N/B 15OZ PP99	411553	GREEN GNT MEXICORN 11 OZ	1
404450	KELLY CHILI W/B 15OZ PP89	410790	GREEN GNT MUSHRM PCE 4 OZ	1
405175	KELLY VIENNA SAUSAGE 5 OZ	410802	GREEN GT MSHROOM WHL 4.5 OZ	1
404060	LIBBY CORNED BEEF 12 OZ	411155	HUNT CRSHD TOMATOES 28 OZ	1
404855	LIBBY PINK SALMON 7.5 OZ	411150	HUNT STEWD TOMATO 14.5 OZ	1
404152	MORTON H. STK/GRAVY 12OZ	410900	HUNTS MANWICH SAUCE 15 OZ	1
404155	MORTON HOUS BF STEW 24 OZ	411304	HUNTS TOMATO PASTE 12 OZ	1
404150	MORTON HOUSE BF/GRVY 12OZ	411300	HUNTS TOMATO PASTE 6 OZ	1
404870	OYSTERS GEISHA SMOKE 3 OZ	411405	HUNTS TOMATO SAUCE 15 OZ	1
404250	OYSTERS, GEISHA 8 OZ	411400	HUNTS TOMATO SAUCE 8 OZ	1
404860	PARADE PINK SALMON 14.75 OZ	411100	HUNTS TOMATOES WH 15 OZ	1
405205	POSSUM SARD/CHILIES 3.75	411200	HUNTS TOMATOES WH 28 OZ	1
405202	POSSUM SARDINE/HOT 3.75OZ	411555	NIBLET WK CORN 11 OZ	1
405200	POSSUM SARDINES 3.75 OZ	411550	NIBLET WK CORN 7 OZ	1
405270	RED BIRD VIENNA SAUS 4 OZ	411620	PARADE SLI CARROTS 15 OZ	1
405380	SPAM DEVILED SPREAD 3 OZ	411650	PRIDE IL CR GLD CORN 17OZ	1
405360	SPAM LUNCH MEAT 12 OZ	411600	PRIDE IL CR WHT CORN 17OZ	1
405350	SPAM LUNCHEON MEAT 7 OZ	411655	PRIDE IL WK GLD CORN 17OZ	1
405610	SPREAD CHICKEN SALAD 7 OZ	411659	ROTEL TOM/GRN CHILI 10 OZ	1
405453	STARKIST LT TUNA OP 3CT	410100	STOKLEY WK GOLD CRN 15 OZ	1
405452	STARKIST LT TUNA WP 3CT	408250	V C SPANISH RICE 15 OZ	1
405500	STARKIST TUNA CK OP 6 OZ	411900	VEG ALL MIXED VEG 15 OZ	1
405456	STARKST CH LT LUN KT 5 OZ	*****	CANNED SOUPS	
405450	STARKST TUNA CK WP 6 OZ	412890	CAMP BEAN W/BACON 11.5 OZ	1
405600	SWEET SU CHIC DUMPL 24 OZ	412900	CAMP CELERY 10.5 OZ	1
405550	SWEET SUE CHIC DUMPL 8 OZ	412750	CAMP CH CHK/NOOD/PAS 10OZ	1
405530	SWEET SUE CHIC STEW 24 OZ			
405405	TREET LUNCH MEAT 12 OZ			
405650	UNDERWOOD DEVIL HAM 3 OZ			
405675	UNDERWOOD DEVIL HAM 4.25 OZ			

Two Column Order Book

(Printed if the value of the Order Book Version field is 2.)

Creative Data Research		PAGE : 1
SOLD TO _____	CUST NO. _____	DATE: ___/___/___
*****]	409420]	VAN CAMP BNE WNE BBQ 8 OZ 1
*****]	409575]	VAN CAMP BNEE WNE BK 8 OZ 1
*****]	409410]	VAN CAMP BNEE WNEE 10 OZ 1
404075]	1 409400]	VAN CAMP BNEE WNEE 8 OZ 1
404080]	1 405750]	VAN CAMP CHILI W/BN 15 OZ 1
404193]	1 409500]	VAN CAMP CHILI WNEE 8 OZ 1
404100]	1 405810]	VIETTI CHILI NO/BN 15 OZ 1
404105]	1 405790]	VIETTI CHILI W/BN 15OZ 1
404180]	1 405795]	VIETTI CHILI W/BN 7 OZ 1
404190]	1 405800]	VIETTI HOT DOG CHILI 10OZ 1
404195]	1 404300]	VIETTI PORK BBQ 10 OZ 1
404192]	1]]
404200]	1 *****]	CANNED BEANS & PEAS]
404205]	1]]
405340]	1 408310]	BUSH BABY BUTR BN 16 OZ 1
405190]	1 408200]	BUSH BAKED BEANS 16 OZ 1
404361]	24 408225]	BUSH BAKED BNS 28 OZ 1
404280]	1 408300]	BUSH BLACKEYE PEAS 16 OZ 1
404295]	1 408400]	BUSH CHILI HOT BEAN 15 OZ 1
404345]	1 408405]	BUSH CHILI HOT BEAN 29 OZ 1
404347]	1 408500]	BUSH CUT GR BEANS 15 OZ 1
404340]	1 409302]	BUSH CUT GRN BNS 29 OZ 1
404968]	1 408600]	BUSH GREAT NORTH BN 16 OZ 1
404600]	1 408700]	BUSH KIDNEY BEANS 15 OZ 1
404586]	1 408800]	BUSH PINTO BEANS 15 OZ 1
404580]	1 410205]	BUSHS MIXED BEANS 16 OZ. 1
404550]	1 409010]	GREEN GIANT PEAS 15 OZ 1
404540]	1 409020]	LESUER PEAS 8 OZ 1
404970]	1 409206]	LUCKS BLACKEYE PEAS 15 OZ 1
404585]	1 409100]	LUCKS LIMA BEANS 15 OZ 1
404590]	1 409200]	LUCKS PINTO BEANS 15 OZ 1
404620]	1 409208]	LUCKS PINTO BEANS 26 OZ 1
404630]	1 409290]	OLD EP REFRIED BEAN 16 OZ 1
404610]	1 409235]	PARADE BEETS SLIC 15.2 OZ 1
404558]	1 409300]	STOKLEY CT GRN BEAN 14 OZ 1
405045]	1 409305]	STOKLY FR CT GRN BN 14 OZ 1
404650]	1 409670]	VAN CAMP PORK&BEAN 31 OZ 1
404700]	1 409650]	VAN CAMP PORK&BEANS 15 OZ 1
404750]	1 409550]	VAN CAMP PORK&BEANS 8 OZ 1
404900]	1]]
404960]	1 *****]	CANNED VEGETABLES]
404950]	1]]
404850]	1 410510]	B V WHOLE POTATOES 15 OZ 1
412228]	1 410172]	B&B MUSHROOM STM&PIE 3 OZ 1
405025]	1 410170]	B&B MUSHROOM, SLICED 3 OZ 1
405002]	1 411750]	BRUCE YAMS CUT 29 OZ 1
405000]	1 410190]	BUSH KRAUT CHOPPED 10 OZ 1
405040]	1 410200]	BUSH KRAUT SHREDDED 14.5 OZ 1
405050]	1 410400]	BUSH TURNIP GRN CHP 15 OZ 1
405150]	1 410502]	BUSH WHITE HOMINY 15 OZ 1
404475]	24 410700]	D M WK GOLD CORN 15.25 OZ 1
404450]	1 410800]	GG MUSHROOM STM&PIECE 4 OZ 1
405175]	48 411553]	GREEN GNT MEXICORN 11 OZ 1
404060]	1 410790]	GREEN GNT MUSHRM PCE 4 OZ 1
404855]	1 410802]	GREEN GT MSHROOM WHL 4.5 OZ 1
404152]	1 411155]	HUNT CRSHD TOMATOES 28 OZ 1
404155]	1 411150]	HUNT STEWD TOMATO 14.5 OZ 1
404150]	1 410900]	HUNTS MANWICH SAUCE 15 OZ 1
404870]	1 411304]	HUNTS TOMATO PASTE 12 OZ 1
404250]	1 411300]	HUNTS TOMATO PASTE 6 OZ 1
404860]	1 411405]	HUNTS TOMATO SAUCE 15 OZ 1
405205]	1 411400]	HUNTS TOMATO SAUCE 8 OZ 1
405202]	1 411100]	HUNTS TOMATOES WH 15 OZ 1
405200]	1 411200]	HUNTS TOMATOES WH 28 OZ 1
405270]	1 411555]	NIBLET WK CORN 11 OZ 1
405380]	1 411550]	NIBLET WK CORN 7 OZ 1
405360]	1 411620]	PARADE SLI CARROTS 15 OZ 1
405350]	1 411650]	PRIDE IL CR GLD CORN 17OZ 1
405610]	1 411600]	PRIDE IL CR WHT CORN 17OZ 1
405453]	1 411655]	PRIDE IL WK GLD CORN 17OZ 1
405452]	1 411659]	ROTEL TOM/GRN CHILI 10 OZ 1
405500]	1 410100]	STOKLEY WK GOLD CRN 15 OZ 1
405456]	1 408250]	V C SPANISH RICE 15 OZ 1
405450]	1 411900]	VEG ALL MIXED VEG 15 OZ 1
405600]	1]]
405550]	1 *****]	CANNED SOUPS]
405530]	1]]
405405]	1 412890]	CAMP BEAN W/BACON 11.5 OZ 1
405650]	1 412900]	CAMP CELERY 10.5 OZ 1
405675]	1 412750]	CAMP CH CHK/NOOD/PAS 10OZ 1

Two Column Order Book

(Printed if the value of the Order Book Version field is 3.)

Creative Data Research		PAGE : 1
SOLD TO _____	CUST NO. _____	DATE: ___/___/___

	***** CANNED MEATS		
404075	ARM CHILI W/BN PP99 15 OZ	1	409420 VAN CAMP BNE WNE BBQ 8 OZ 1
404080	ARM DEVILED HAM 3 OZ	1	409575 VAN CAMP BNEE WNE BK 8 OZ 1
404193	ARM JALAPENO VIENNA 5 OZ	1	409410 VAN CAMP BNEE WNEE 10 OZ 1
404100	ARM POTTED MEAT 3 OZ	1	409400 VAN CAMP BNEE WNEE 8 OZ 1
404105	ARM POTTED MEAT 5.5 OZ	1	405750 VAN CAMP CHILI W/BN 15 OZ 1
404180	ARM PRK BRAIN W/GRVY 5 OZ	1	409500 VAN CAMP CHILI WNEE 8 OZ 1
404190	ARM VIENNA SAU BBQ 5 OZ	1	405810 VIETTI CHILI NO/BN 15 OZ 1
404195	ARM VIENNA SAU HT&SP 5 OZ	1	405790 VIETTI CHILI W/BN 15OZ 1
404192	ARM VIENNA SAU SMOKE 5 OZ	1	405795 VIETTI CHILI W/BN 7 OZ 1
404200	ARM VIENNA SAUSAGE 5 OZ	1	405800 VIETTI HOT DOG CHILI 10OZ 1
404205	ARM VIENNA SAUSAGE 9 OZ	1	404300 VIETTI PORK BBQ 10 OZ 1
405340	ARMOUR CORN BF HASH 15OZ	1	
405190	B'CLIFF FISH STEAKS 3.75 OZ	1	***** CANNED BEANS & PEAS
404361	BANNER SAUSAGE 10OZ CAN	24	408310 BUSH BABY BUTR BN 16 OZ 1
404280	CAMP BEEF STEW 7.5 OZ**	1	408200 BUSH BAKED BEANS 16 OZ 1
404295	CAMP CHILI CON CARNE 7OZ **	1	408225 BUSH BAKED BNS 28 OZ 1
404345	CASTLBERRY BEEF STEW 7 OZ	1	408300 BUSH BLACKEYE PEAS 16 OZ 1
404347	CASTLBERRY CHILI 7.5 OZ	1	408400 BUSH CHILI HOT BEAN 15 OZ 1
404340	CASTLBERRY BRUNS STEW 7 OZ	1	408405 BUSH CHILI HOT BEAN 29 OZ 1
404968	CHEF ABC'S/123'S 15 OZ	1	408500 BUSH CUT GR BEANS 15 OZ 1
404600	CHEF BEEF RAVIOLI 15 OZ	1	409302 BUSH CUT GRN BNS 29 OZ 1
404586	CHEF BEEF RAVIOLI 40OZ	1	408600 BUSH GREAT NORTH BN 16 OZ 1
404580	CHEF BEEF RAVIOLI 7.5 OZ	1	408700 BUSH KIDNEY BEANS 15 OZ 1
404550	CHEF BEEFARONI 15 OZ	1	408800 BUSH PINTO BEANS 15 OZ 1
404540	CHEF BEEFARONI 7.5 OZ	1	410205 BUSH MIXED BEANS 16 OZ. 1
404970	CHEF DINOSAUR 15 OZ	1	409010 GREEN GIANT PEAS 15 OZ 1
404585	CHEF LASAGNA 15 OZ	1	409020 LESUER PEAS 8 OZ 1
404590	CHEF MINI RAVIOLI 15 OZ	1	409206 LUCKS BLACKEYE PEAS 15 OZ 1
404620	CHEF SPAG MTBALL 15 OZ	1	409100 LUCKS LIMA BEANS 15 OZ 1
404630	CHEF SPAG MTBALL 39 OZ	1	409200 LUCKS PINTO BEANS 15 OZ 1
404610	CHEF SPAG MTBALL 7.5 OZ	1	409208 LUCKS PINTO BEANS 26 OZ 1
404558	CHEF SPAG RINGSW/MT 15 OZ	1	409290 OLD EF REFRIED BEAN 16 OZ 1
405045	CURE 81 DEVIL HAM 3 OZ.	1	409235 PARADE BEETS SLIC 15.2 OZ 1
404650	DINTY MORE BEEF STEW 7 OZ	1	409300 STOKLEY CT GRN BEAN 14 OZ 1
404700	DINTY MORE BEEF STW 15 OZ	1	409305 STOKLY FR CT GRN BN 14 OZ 1
404750	DINTY MORE BEEF STW 24 OZ	1	409670 VAN CAMP PORK&BEAN 31 OZ 1
404900	FA SPAG & MEATBALL 15 OZ	1	409650 VAN CAMP PORK&BEANS 15 OZ 1
404960	FA SPAG O'S W/MTBAL 15 OZ	1	409550 VAN CAMP PORK&BEANS 8 OZ 1
404950	FA SPAGHETTI O'S 15 OZ	1	
404850	GEISHA MACKEREL 15 OZ	1	***** CANNED VEGETABLES
412228	HILTON OYSTER STW 10.5 OZ	1	410510 B V WHOLE POTATOES 15 OZ 1
405025	HORMEL BEEF TAMALES 15 OZ	1	410172 B&B MUSHROOM STM&PIE 3 OZ 1
405002	HORMEL CHILI N/BEAN 15 OZ	1	410170 B&B MUSHROOM, SLICED 3 OZ 1
405000	HORMEL CHILI W/BEAN 15 OZ	1	411750 BRUCE YAMS CUT 29 OZ 1
405040	HORMEL PIGS FEET 9 OZ	1	410190 BUSH KRAUT CHOPPED 10 OZ 1
405050	HORMEL POTTED MEAT 3 OZ	1	410200 BUSH KRAUT SHREDDED 14.5 OZ 1
405150	HORMEL VIENNA SAU 5 OZ	1	410400 BUSH TURNIP GRN CHP 15 OZ 1
404475	KELLY CHILI N/B 15OZ PP99	24	410502 BUSH WHITE HOMINY 15 OZ 1
404450	KELLY CHILI W/B 15OZ PP99	1	410700 D M WK GOLD CORN 15.25 OZ 1
405175	KELLY VIENNA SAUSAGE 5 OZ	48	410800 GG MUSHROOM STM&PIECE 4 OZ 1
404060	LIBBY CORNED BEEF 12 OZ	1	411553 GREEN GNT MEXICORN 11 OZ 1
404855	LIBBY PINK SALMON 7.5 OZ	1	410790 GREEN GNT MUSHRM PCE 4 OZ 1
404152	MORTON H. STK/GRVY 12OZ	1	410802 GREEN GT MSHROOM WHL 4.5 OZ 1
404155	MORTON HOUS BF STEW 24 OZ	1	411155 HUNT CRSHD TOMATOES 28 OZ 1
404150	MORTON HOUSE BF/GRVY 12OZ	1	411150 HUNT STEWD TOMATO 14.5 OZ 1
404870	OYSTERS GEISHA SMOKE 3 OZ	1	410900 HUNTS MANWICH SAUCE 15 OZ 1
404250	OYSTERS, GEISHA 8 OZ	1	411304 HUNTS TOMATO PASTE 12 OZ 1
404860	PARADE PINK SALMON 14.75 OZ	1	411300 HUNTS TOMATO PASTE 6 OZ 1
405205	POSSUM SARD/CHILIES 3.75	1	411405 HUNTS TOMATO SAUCE 15 OZ 1
405202	POSSUM SARDINE/HOT 3.75OZ	1	411400 HUNTS TOMATO SAUCE 8 OZ 1
405200	POSSUM SARDINES 3.75 OZ	1	411100 HUNTS TOMATOES WH 15 OZ 1
405270	RED BIRD VIENNA SAUS 4 OZ	1	411200 HUNTS TOMATOES WH 28 OZ 1
405380	SPAM DEVILED SPREAD 3 OZ	1	411555 NIBLET WK CORN 11 OZ 1
405360	SPAM LUNCH MEAT 12 OZ	1	411550 NIBLET WK CORN 7 OZ 1
405350	SPAM LUNCHEON MEAT 7 OZ	1	411620 PARADE SLI CARROTS 15 OZ 1
405610	SPREAD CHICKEN SALAD 7 OZ	1	411650 PRIDE IL CR GLD CORN 17OZ 1
405453	STARKIST LT TUNA OP 3CT	1	411600 PRIDE IL CR WHT CORN 17OZ 1
405452	STARKIST LT TUNA WP 3CT	1	411655 PRIDE IL WK GLD CORN 17OZ 1
405500	STARKIST TUNA CK OP 6 OZ	1	411659 ROTEL TOM/GRN CHILI 10 OZ 1
405456	STARKST CH LT LUN KT 5 OZ	1	410100 STOKLEY WK GOLD CRN 15 OZ 1
405450	STARKST TUNA CK WP 6 OZ	1	408250 V C SPANISH RICE 15 OZ 1
405600	SWEET SU CHIC DUMPL 24 OZ	1	411900 VEG ALL MIXED VEG 15 OZ 1
405550	SWEET SUE CHIC DUMPL 8 OZ	1	
405530	SWEET SUE CHIC STEW 24 OZ	1	***** CANNED SOUPS
405405	TREET LUNCH MEAT 12 OZ	1	412890 CAMP BEAN W/BACON 11.5 OZ 1
405650	UNDERWOOD DEVIL HAM 3 OZ	1	412900 CAMP CELERY 10.5 OZ 1
405675	UNDERWOOD DEVIL HAM 4.25 OZ	1	412750 CAMP CH CHK/NOOD/PAS 10OZ 1

Two Column Order Book

(Printed if the value of the Order Book Version field is 4.)

Creative Data Research

PAGE : 1

SOLD TO _____

CUST NO. _____

DATE: ___/___/___

<p>***** CANNED MEATS</p>		<p>4045 8007 CHEF BEEF RAVIOLI 7.5 OZ 1</p>
		4045 5006 CHEF BEEFARONI 15 OZ 1
		4045 4009 CHEF BEEFARONI 7.5 OZ 1
4040 7500 ARM CHILI W/BN PP99 15 OZ 1		4049 7006 CHEF DINOSAUR 15 OZ 1
4040 8002 ARM DEVEILED HAM 3 OZ 1		4045 8502 CHEF LASAGNA 15 OZ 1
4041 9305 ARM JALAPENO VIENNA 5 OZ 1		4045 9004 CHEF MINI RAVIOLI 15 OZ 1
4041 0005 ARM POTTED MEAT 3 OZ 1		4046 2004 CHEF SPAG MTBALL 15 OZ 1
4041 0500 ARM POTTED MEAT 5.5 OZ 1		4046 3001 CHEF SPAG MTBALL 39 OZ 1
4041 8001 ARM PRK BRAIN W/GRVY 5 OZ 1		4046 1007 CHEF SPAG MTBALL 7.5 OZ 1
4041 9008 ARM VIENNA SAU BBQ 5 OZ 1		4045 5808 CHEF SPAG RINGSW/MT 15 OZ 1
4041 9503 ARM VIENNA SAU HT&SP 5 OZ 1		4050 4506 CURE 81 DEVIL HAM 3 OZ. 1
4041 9206 ARM VIENNA SAU SMOKE 5 OZ 1		4046 5005 DINTY MORE BEEF STEW 7 OZ 1
4042 0004 ARM VIENNA SAUSAGE 5 OZ 1		4047 0009 DINTY MORE BEEF STW 15 OZ 1
4042 0509 ARM VIENNA SAUSAGE 9 OZ 1		4047 5004 DINTY MORE BEEF STW 24 OZ 1
4053 4008 ARMOUR CORN BF HASH 15OZ 1		4049 0007 FA SPAG & MEATBALL 15 OZ 1
4051 9005 B'CLIFF FISH STEAKS 3.75 OZ 1		4049 6009 FA SPAG O'S W/MTBAL 15 OZ 1
4043 6104 BANNER SAUSAGE 10OZ CAN 24		4049 5002 FA SPAGHETTI O'S 15 OZ 1
4042 8000 CAMP BEEF STEW 7.5 OZ** 1		4048 5003 GEISHA MACKEREL 15 OZ 1
4042 9502 CAMP CHILI CON CARNE 7OZ ** 1		4122 2805 HILTON OYSTER STW 10.5 OZ 1
4043 4506 CASTLBERRY BEEF STEW 7 OZ 1		4050 2502 HORMEL BEEF TAMALES 15 OZ 1
4043 4704 CASTLEBERRY CHILI 7.5 OZ 1		4050 0201 HORMEL CHILI N/BEAN 15 OZ 1
4043 4001 CASTLEBRY BRUNS STEW 7 OZ 1		4050 0003 HORMEL CHILI W/BEAN 15 OZ 1
4049 6801 CHEF ABC'S/123'S 15 OZ 1		4050 4001 HORMEL PIGS FEET 9 OZ 1
4046 0000 CHEF BEEF RAVIOLI 15 OZ 1		4050 5008 HORMEL POTTED MEAT 3 OZ 1
4045 8601 CHEF BEEF RAVIOLI 4OZ 1		4051 5007 HORMEL VIENNA SAU 5 OZ 1

Profile Order Forms

The Profile Order Form application is used to print order forms for individual customers for a one-time use. The items are printed in order by book heading number (also called product heading) and book sequence number.

The order forms list only items which the customer has purchased, and contains the customer's final billing price for the standard selling unit of measure, the average quantity ordered by the customer year-to-date, and the last date of purchase. Users designate one or all of the following types of item for printing in the order forms:

- All items that the customer has purchased.
- Items that are designated in the customer/item record for printing in the customer's price book.
- Items that are designated in the customer/item record as authorized for purchase.

Profile order forms can be printed with or without bar codes. If bar codes are printed, an **N** can be printed for items that are not guaranteed to be returnable.











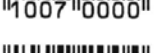
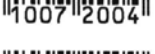







Profile Order Form

(Printed if the value of the Barcode Version field is N.)

JTIPPIN		BSG1PFR		P R O F I L E O R D E R F O R M				8/25/99		Page 1	
Customer No. 121745 DISCOUNT SERVICES				Salesman: OUTLET AND SPECIALTY SALES				Last Order 5/25/98			
Sugg. Retail	U/M	Pack	Description	Item Number	Last Bought	Order Qty	Avg. Qty	Unit Price	Eaches Qty YTD	Full Qty YTD	
16.49	CTN	10	LUCKY STRIKE REGULAR	100220	5/25/98	___ ___	1	16.67		50	
1.65	CTN	10	BEST BUY FULL FLAVOR KING	100350	4/18/95	___ ___	3	13.17			
16.49	CTN	10	BARCLAY KING	100390	5/25/98	___ ___	2	16.67		20	
16.49	CTN	10	BELAIR FILTER KING	100500	2/23/98	___ ___		16.67		2	
16.49	CTN	10	B&H MULTIFILTER KING	100590	12/08/97	___ ___	1	16.67		1	
16.49	CTN	10	CAMEL SPECIAL LIGHT KING	100685	2/23/98	___ ___	1-	16.67		8	
16.49	CTN	10	CAMEL SPEC LIGHT KING BOX	100686	5/20/98	___ ___	3	16.67		39	
16.49	CTN	10	CAMEL FILTER KING	100690	5/18/98	___ ___	4	16.67		133	
16.49	CTN	10	CAMEL F F MENT KING BOX	100693	5/25/98	___ ___	3	16.67		48	
16.49	CTN	10	CAMEL FILTER KING BOX	100700	5/25/98	___ ___	3	16.67		170	
16.49	CTN	10	RED KAMEL KING BOX	100720	12/04/97	___ ___	2	16.67		1	
16.49	CTN	10	RED KAMEL LIGHT KING BOX	100725	12/04/97	___ ___		16.67		1	
16.49	CTN	10	CAMEL LIGHT KING	100750	5/25/98	___ ___	3	16.67		96	
16.49	CTN	10	CAMEL LT MENT KING BOX	100753	5/25/98	___ ___	1	16.67		16	
16.49	CTN	10	CAMEL LIGHT KING BOX	100760	5/25/98	___ ___	2	16.67		172	
16.49	CTN	10	CAMEL ULTRA LT KING BOX	100763	3/09/98	___ ___	1	16.67		8	
16.49	CTN	10	CAMEL WIDES KING BOX	100765	5/18/98	___ ___	2	16.67		16	
16.49	CTN	10	CAMEL WIDES LT KING BOX	100767	2/11/98	___ ___	1	16.67		5	
16.49	CTN	10	CARLTON KING	100830	5/11/98	___ ___	1	16.67		20	
16.49	CTN	10	CARLTON KING BOX	100833	5/18/98	___ ___	1	16.67		16	
16.49	CTN	10	CARLTON MENTHOL KING	100900	4/29/98	___ ___	2	16.67		3	
16.49	CTN	10	KENT GOLDEN LIGHT KING	101200	5/18/98	___ ___	2	16.67		16	
16.49	CTN	10	KENT GOLDEN LT MEN KING	101260	12/30/97	___ ___	2	16.67		17	
16.49	CTN	10	KENT KING	101390	5/11/98	___ ___	1	16.67		9	
16.49	CTN	10	KENT III ULTRA LT KING	101430	5/06/98	___ ___	1	16.67		5	
16.49	CTN	10	KOOL MEN KING	101520	5/25/98	___ ___	13	16.67		724	
16.49	CTN	10	KOOL LT MEN KING	101570	1/26/98	___ ___	2	16.67		14	
16.49	CTN	10	KOOL MEN KING BOX	101580	5/25/98	___ ___	7	16.67		185	

Profile Order Form

(Printed if the value of the **Barcode Version** field is Y.)

Customer No. 121745 DISCOUNT SERVICES			Salesman: OUTLET AND SPECIALTY SALES			Last Order 5/25/98		
Sugg. Retail	Buy Unit	Pack	Description	Item Number	Last Purchase	Unit Price	Order Qty	Avg. Units YTD Qty
16.49	CTN	10	LUCKY STRIKE REGULAR		5/25/98	16.67	1	50
1.65	CTN	10	BEST BUY FULL FLAVOR KING		4/18/95	13.17	3	
16.49	CTN	10	BARCLAY KING		5/25/98	16.67	2	20
16.49	CTN	10	BELAIR FILTER KING		2/23/98	16.67		2
16.49	CTN	10	B&H MULTIFILTER KING		12/08/97	16.67	1	1
16.49	CTN	10	CAMEL SPECIAL LIGHT KING		2/23/98	16.67	1	8
16.49	CTN	10	CAMEL SPEC LIGHT KING BOX		5/20/98	16.67	3	39
16.49	CTN	10	CAMEL FILTER KING		5/18/98	16.67	4	133
16.49	CTN	10	CAMEL F F MENT KING BOX		5/25/98	16.67	3	48
16.49	CTN	10	CAMEL FILTER KING BOX		5/25/98	16.67	3	170
16.49	CTN	10	RED KAMEL KING BOX		12/04/97	16.67	2	1
16.49	CTN	10	RED KAMEL LIGHT KING BOX		12/04/97	16.67		1
16.49	CTN	10	CAMEL LIGHT KING		5/25/98	16.67	3	96
16.49	CTN	10	CAMEL LT MENT KING BOX		5/25/98	16.67	1	16
16.49	CTN	10	CAMEL LIGHT KING BOX		5/25/98	16.67	2	172
16.49	CTN	10	CAMEL ULTRA LT KING BOX		3/09/98	16.67	1	8
16.49	CTN	10	CAMEL WIDES KING BOX		5/18/98	16.67	2	16
16.49	CTN	10	CAMEL WIDES LT KING BOX		2/11/98	16.67	1	5
16.49	CTN	10	CARLTON KING		5/11/98	16.67	1	20

6 Week Tear Strip Books

The 6 Week Tear Strip Book application is used to print order books on perforated paper that can be used for six weeks. The items are printed in order by book heading number (also called product heading) and book sequence number.

Users can designate that one of the following types of items are included in an order book:

- All items including those never previously purchased by the customer.
- Only items that are designated in the customer/item record as authorized for purchase including those never previously purchased.
- Only items that are designated in the customer/item record for printing in the customer's price book including those never previously purchased.
- Only items previously purchased by the customer.

An item's final billing price, as designated for one or two customers can be printed for each item rather than its list price.

6 Week Tear Strip Order Book

(Printed if values are entered for the Customer Number and Alternate Customer fields.)

8/25/99	6 Week Tear Strip Book #4	Page	1	Week - 6	Week - 5	Week - 4	Week - 3	Week - 2	Week - 1					
Description	U/M	Pack	Size	DCT	SER	DCT	INC	Retail	Item	Qty	Item	Qty	Item	Qty
Product Heading 0390 CANNED MEATS														
ARM CHILI W/EN PP99 15 OZ	CAN	1		.84	.99	404075	0	404075	0	404075	0	404075	0	404075
ARM DEVILED HAM 3 OZ	CAN	1		.63	.71	404080	2	404080	2	404080	2	404080	2	404080
ARM JALAPENO VIENNA 5 OZ	CAN	1		.73	.71	404193	5	404193	5	404193	5	404193	5	404193
ARM POTTED MEAT 3 OZ	CAN	1		.33	.55	404100	5	404100	5	404100	5	404100	5	404100
ARM POTTED MEAT 5.5 OZ	CAN	1		.53	.85	404105	0	404105	0	404105	0	404105	0	404105
ARM PRK BRAIN W/GRVY 5 OZ	CAN	1		.74	.73	404180	1	404180	1	404180	1	404180	1	404180
ARM VIENNA SAU BQ 5 OZ	CAN	1		.73	.71	404190	8	404190	8	404190	8	404190	8	404190
ARM VIENNA SAU HT4SP 5 OZ	CAN	1		.73	.71	404193	3	404193	3	404193	3	404193	3	404193
ARM VIENNA SAU SMOKE 5 OZ	CAN	1		.73	.71	404192	6	404192	6	404192	6	404192	6	404192
ARM VIENNA SAUSAGE 5 OZ	CAN	1		.63	.61	404200	4	404200	4	404200	4	404200	4	404200
ARM VIENNA SAUSAGE 9 OZ	CAN	1		1.12	1.09	404205	9	404205	9	404205	9	404205	9	404205
ARMOUR CORN BF HASH 15OZ	CAN	1		1.21	1.18	405340	8	405340	8	405340	8	405340	8	405340
B'CLIFF FISH STEAKS 3.75 OZ	CAN	1		.61	.60	405190	5	405190	5	405190	5	405190	5	405190
BANNER SAUSAGE 10OZ CAN	CSE	24		23.68	23.19	404361	4	404361	4	404361	4	404361	4	404361
CAMP BEEF STEW 7.5 OZ**	CAN	1		.72	.70	404280	0	404280	0	404280	0	404280	0	404280
CAMP CHILI CON CARNE 7OZ **	CAN	1		.70	.68	404295	2	404295	2	404295	2	404295	2	404295
CASITBERRY BEEF STEW 7 OZ	CAN	1		.67	.65	404345	6	404345	6	404345	6	404345	6	404345
CASITBERRY CHILI 7.5 OZ	CAN	1		.72	.70	404347	4	404347	4	404347	4	404347	4	404347
CASITBERRY BRUNS STEW 7 OZ	CAN	1		.75	.74	404340	1	404340	1	404340	1	404340	1	404340
CHEF ABC'S/123'S 15 OZ	CAN	1		1.14	1.11	404968	1	404968	1	404968	1	404968	1	404968
CHEF BEEF RAVIOLI 15 OZ	CAN	1		1.15	1.12	404600	0	404600	0	404600	0	404600	0	404600
CHEF BEEF RAVIOLI 40OZ	CAN	1		2.76	2.71	404586	1	404586	1	404586	1	404586	1	404586
CHEF BEEF RAVIOLI 7.5 OZ	CAN	1		.64	.62	404580	7	404580	7	404580	7	404580	7	404580
CHEF BEEFARONI 15 OZ	CAN	1		1.15	1.12	404550	6	404550	6	404550	6	404550	6	404550
CHEF BEEFARONI 7.5 OZ	CAN	1		.64	.62	404540	9	404540	9	404540	9	404540	9	404540
CHEF DINGSOUR 15 OZ	CAN	1		.69	.67	404970	6	404970	6	404970	6	404970	6	404970
CHEF LASAGNA 15 OZ	CAN	1		1.15	1.12	404585	2	404585	2	404585	2	404585	2	404585
CHEF MINI RAVIOLI 15 OZ	CAN	1		1.15	1.12	404590	4	404590	4	404590	4	404590	4	404590
CHEF SPAG MTRBALL 15 OZ	CAN	1		1.15	1.12	404620	4	404620	4	404620	4	404620	4	404620
CHEF SPAG MTRBALL 39 OZ	CAN	1		2.64	2.58	404630	1	404630	1	404630	1	404630	1	404630
CHEF SPAG MTRBALL 7.5 OZ	CAN	1		.64	.62	404610	7	404610	7	404610	7	404610	7	404610
CHEF SPAG RINGSW/MT 15 OZ	CAN	1		1.15	1.12	404558	8	404558	8	404558	8	404558	8	404558
CORE 81 DEVIL HAM 3 OZ.	CAN	1		.67	.65	405045	6	405045	6	405045	6	405045	6	405045
DINTY MORE BEEF STEW 7 OZ	CAN	1		.76	.75	404650	5	404650	5	404650	5	404650	5	404650
DINTY MORE BEEF STEW 15 OZ	CAN	1		1.33	1.31	404700	9	404700	9	404700	9	404700	9	404700
DINTY MORE BEEF STEW 24 OZ	CAN	1		2.04	2.00	404750	4	404750	4	404750	4	404750	4	404750
DINTY MORE BEEF STEW 40 OZ	CAN	1		1.12	1.09	404900	7	404900	7	404900	7	404900	7	404900
FA SPAG O'S W/MTRBALL 15 OZ	CAN	1		1.12	1.09	404960	9	404960	9	404960	9	404960	9	404960
FA SPAGHETTI O'S 15 OZ	CAN	1		.73	.71	404950	2	404950	2	404950	2	404950	2	404950
GEISHA MACKEREL 15 OZ	CAN	1		.79	.78	404850	3	404850	3	404850	3	404850	3	404850
HILTON OYSTER STW 10.5 OZ	CAN	1		1.51	1.48	412228	5	412228	5	412228	5	412228	5	412228
HORNEL BEEF TMALES 15 OZ	CAN	1		.97	.95	405025	2	405025	2	405025	2	405025	2	405025
HORNEL CHILI N/BEAN 15 OZ	CAN	1		1.52	1.49	405002	1	405002	1	405002	1	405002	1	405002
HORNEL CHILI W/BEAN 15 OZ	CAN	1		1.20	1.17	405000	3	405000	3	405000	3	405000	3	405000
HORNEL FIGS FEET 9 OZ	JAR	1		1.45	1.42	405040	1	405040	1	405040	1	405040	1	405040
HORNEL POTTED MEAT 3 OZ	CAN	1		.36	.55	405050	8	405050	8	405050	8	405050	8	405050
HORNEL VIENNA SAU 5 OZ	CAN	1		.64	.62	405150	7	405150	7	405150	7	405150	7	405150
KELLY CHILI N/B 15OZ PF99	CSE	24		20.77	20.34	404475	6	404475	6	404475	6	404475	6	404475
KELLY CHILI W/B 15OZ PF89	CSE	1		.76	.75	404450	7	404450	7	404450	7	404450	7	404450
KELLY VIENNA SAUSAGE 5 OZ	CSE	48		25.11	24.60	405175	6	405175	6	405175	6	405175	6	405175
LIBBY CORNED BEEF 12 OZ	CAN	1		1.85	1.81	404060	8	404060	8	404060	8	404060	8	404060
LIBBY PINK SALMON 7.5 OZ	CAN	1		1.60	1.56	404855	8	404855	8	404855	8	404855	8	404855
MORTON H. STK/GRVY 12OZ	CAN	1		1.45	1.42	404152	8	404152	8	404152	8	404152	8	404152
MORTON HUS BF STEW 24 OZ	CAN	1		1.54	1.51	404155	5	404155	5	404155	5	404155	5	404155
MORTON HOUSE BF/GRVY 12OZ	CAN	1		1.45	1.42	404150	0	404150	0	404150	0	404150	0	404150

6 Week Tear Strip Order Book

(Printed if no values are entered for the Customer Number and Alternate Customer fields.)

8/25/99 6 Week Tear Strip Book		Page 1	Week - 1		Week - 2		Week - 3		Week - 4		Week - 5		Week - 6		Week - 7		Week - 8		
Heading 0390 - 0411			Price	Retail	Build	Item	Qty	Item	Qty	Item	Qty	Item	Qty	Item	Qty	Item	Qty	Item	
Description	U/M	Pack	Size																
Product Heading 0390 CANNED MEATS																			
ARM CHILI W/BN PP99 15 OZ	CAN	1	.88	.99		404075 0		404075 0		404075 0		404075 0		404075 0		404075 0		404075 0	
ARM DEVILED HAM 3 OZ	CAN	1	.64	.99		404080 2		404080 2		404080 2		404080 2		404080 2		404080 2		404080 2	
ARM JALAPENO VIENNA 5 OZ	CAN	1	.74	1.15		404193 5		404193 5		404193 5		404193 5		404193 5		404193 5		404193 5	
ARM POTTED MEAT 3 OZ	CAN	1	.34	.55		404100 5		404100 5		404100 5		404100 5		404100 5		404100 5		404100 5	
ARM POTTED MEAT 5.5 OZ	CAN	1	.54	.85		404105 0		404105 0		404105 0		404105 0		404105 0		404105 0		404105 0	
ARM FRK BRAIN W/GRVY 5 OZ	CAN	1	.76	1.19		404180 1		404180 1		404180 1		404180 1		404180 1		404180 1		404180 1	
ARM VIENNA SAU BBQ 5 OZ	CAN	1	.74	1.15		404190 8		404190 8		404190 8		404190 8		404190 8		404190 8		404190 8	
ARM VIENNA SAU HT&SP 5 OZ	CAN	1	.74	1.15		404195 3		404195 3		404195 3		404195 3		404195 3		404195 3		404195 3	
ARM VIENNA SAU SMOKE 5 OZ	CAN	1	.74	1.15		404192 6		404192 6		404192 6		404192 6		404192 6		404192 6		404192 6	
ARM VIENNA SAUSAGE 5 OZ	CAN	1	.64	.99		404200 4		404200 4		404200 4		404200 4		404200 4		404200 4		404200 4	
ARM VIENNA SAUSAGE 9 OZ	CAN	1	1.14	1.75		404205 9		404205 9		404205 9		404205 9		404205 9		404205 9		404205 9	
ARMOUR CORN BF HASH 15OZ	CAN	1	1.23	1.89		405340 8		405340 8		405340 8		405340 8		405340 8		405340 8		405340 8	
B' CLIFF FISH STEAKS 3.75 OZ	CAN	1	.62	.95		405190 5		405190 5		405190 5		405190 5		405190 5		405190 5		405190 5	
BANNER SAUSAGE 10OZ CAN	CSE	24	24.16	1.49		404361 4		404361 4		404361 4		404361 4		404361 4		404361 4		404361 4	
CAMP BEEF STEW 7.5 OZ**	CAN	1	.73	1.15		404280 0		404280 0		404280 0		404280 0		404280 0		404280 0		404280 0	
CAMP CHILI CON CARNE 7OZ **	CAN	1	.71	1.05		404295 2		404295 2		404295 2		404295 2		404295 2		404295 2		404295 2	
CASTLEBERRY BEEF STEW 7 OZ	CAN	1	.68	1.05		404345 6		404345 6		404345 6		404345 6		404345 6		404345 6		404345 6	
CASTLEBERRY CHILI 7.5 OZ	CAN	1	.77	1.15		404347 4		404347 4		404347 4		404347 4		404347 4		404347 4		404347 4	
CASTLEBERRY BRUNS STEW 7 OZ	CAN	1	.73	1.09		404340 1		404340 1		404340 1		404340 1		404340 1		404340 1		404340 1	
CHEF ABC'S/123'S 15 OZ	CAN	1	1.16	1.79		404968 1		404968 1		404968 1		404968 1		404968 1		404968 1		404968 1	
CHEF BEEF RAVIOLI 15 OZ	CAN	1	1.17	1.79		404600 0		404600 0		404600 0		404600 0		404600 0		404600 0		404600 0	
CHEF BEEF RAVIOLI 40OZ	CAN	1	2.82			404586 1		404586 1		404586 1		404586 1		404586 1		404586 1		404586 1	
CHEF BEEF RAVIOLI 7.5 OZ	CAN	1	.65	1.09		404580 7		404580 7		404580 7		404580 7		404580 7		404580 7		404580 7	
CHEF BEEFARONI 15 OZ	CAN	1	1.17	1.79		404550 6		404550 6		404550 6		404550 6		404550 6		404550 6		404550 6	
CHEF BEEFARONI 7.5 OZ	CAN	1	.65	1.09		404540 9		404540 9		404540 9		404540 9		404540 9		404540 9		404540 9	
CHEF DINOSAUR 15 OZ	CAN	1	.70	1.09		404970 6		404970 6		404970 6		404970 6		404970 6		404970 6		404970 6	
CHEF LASAGNA 15 OZ	CAN	1	1.17	1.79		404585 2		404585 2		404585 2		404585 2		404585 2		404585 2		404585 2	
CHEF MINI RAVIOLI 15 OZ	CAN	1	1.16	1.79		404590 4		404590 4		404590 4		404590 4		404590 4		404590 4		404590 4	
CHEF SPAG MTBALL 15 OZ	CAN	1	1.17	1.79		404620 4		404620 4		404620 4		404620 4		404620 4		404620 4		404620 4	
CHEF SPAG MTBALL 39 OZ	CAN	1	2.69	4.14		404630 1		404630 1		404630 1		404630 1		404630 1		404630 1		404630 1	
CHEF SPAG MTBALL 7.5 OZ	CAN	1	.65	1.09		404610 7		404610 7		404610 7		404610 7		404610 7		404610 7		404610 7	
CHEF SPAG RINGSW/MT 15 OZ	CAN	1	1.17	1.79		404558 8		404558 8		404558 8		404558 8		404558 8		404558 8		404558 8	
CURE 81 DEVIL HAM 3 OZ.	CAN	1	.68	1.05		405045 6		405045 6		405045 6		405045 6		405045 6		405045 6		405045 6	
DINTY MORE BEEF STEW 7 OZ	CAN	1	.78	1.19		404650 5		404650 5		404650 5		404650 5		404650 5		404650 5		404650 5	
DINTY MORE BEEF STEW 15 OZ	CAN	1	1.36	2.09		404700 9		404700 9		404700 9		404700 9		404700 9		404700 9		404700 9	
DINTY MORE BEEF STEW 24 OZ	CAN	1	2.08	3.20		404750 4		404750 4		404750 4		404750 4		404750 4		404750 4		404750 4	
FA SPAG & MEATBALL 15 OZ	CAN	1	1.14	1.75		404900 7		404900 7		404900 7		404900 7		404900 7		404900 7		404900 7	
FA SPAG O'S W/MTBALL 15 OZ	CAN	1	1.14	1.75		404960 9		404960 9		404960 9		404960 9		404960 9		404960 9		404960 9	
FA SPAGHETTI O'S 15 OZ	CAN	1	.74	1.13		404950 2		404950 2		404950 2		404950 2		404950 2		404950 2		404950 2	
GEISHA MACARELL 15 OZ	CAN	1	.81	1.25		404850 3		404850 3		404850 3		404850 3		404850 3		404850 3		404850 3	
HILTON OYSTER STW 10.5 OZ	CAN	1	1.54	2.35		412228 5		412228 5		412228 5		412228 5		412228 5		412228 5		412228 5	
HORMEL BEEF TAMALES 15 OZ	CAN	1	.99	1.55		405025 2		405025 2		405025 2		405025 2		405025 2		405025 2		405025 2	
HORMEL CHILI N/BEAN 15 OZ	CAN	1	1.55	2.39		405002 1		405002 1		405002 1		405002 1		405002 1		405002 1		405002 1	
HORMEL CHILI W/BEAN 15 OZ	CAN	1	1.22	1.89		405000 3		405000 3		405000 3		405000 3		405000 3		405000 3		405000 3	
HORMEL FIGS FEET 9 OZ	JAR	1	1.48	2.29		405040 1		405040 1		405040 1		405040 1		405040 1		405040 1		405040 1	
HORMEL POTTED MEAT 3 OZ	CAN	1	.37	.59		405050 8		405050 8		405050 8		405050 8		405050 8		405050 8		405050 8	
HORMEL VIENNA SAU 5 OZ	CAN	1	.65	.99		405150 7		405150 7		405150 7		405150 7		405150 7		405150 7		405150 7	
KELLY CHILI N/B 15OZ PP99	CSE	24	21.19	.99		404475 6		404475 6		404475 6		404475 6		404475 6		404475 6		404475 6	
KELLY CHILI W/B 15OZ PP89	CAN	1	.78	.89		404450 7		404450 7		404450 7		404450 7		404450 7		404450 7		404450 7	
KELLY VIENNA SAUSAGE 5 OZ	CSE	48	25.62	.89		405175 6		405175 6		405175 6		405175 6		405175 6		405175 6		405175 6	
LIBBY CORNED BEEF 12 OZ	CAN	1	1.89	2.91		404060 8		404060 8		404060 8		404060 8		404060 8		404060 8		404060 8	
LIBBY PINK SALMON 7.5 OZ	CAN	1	1.63	2.49		404855 8		404855 8		404855 8		404855 8		404855 8		404855 8		404855 8	
MORTON H. STK/GRVY 12OZ	CAN	1	1.48	2.28		404152 8		404152 8		404152 8		404152 8		404152 8		404152 8		404152 8	
MORTON HOUS BF STEW 24 OZ	CAN	1	1.57	2.45		404155 5		404155 5		404155 5		404155 5		404155 5		404155 5		404155 5	
MORTON HOUSE BF/GRVY 12OZ	CAN	1	1.48	2.28		404150 0		404150 0		404150 0		404150 0		404150 0		404150 0		404150 0	

Bar Code Order Books

The Bar Code Order Book application is used to print a bar code order book (also called custom order book) for a specific customer to use. The items are printed with bar codes for scanning, and in order by book heading number (also called product heading) and book sequence number.

Users can designate that one of the following types of items are included in an order book:

- All items including those never previously purchased by the customer.
- Only items that are designated in the customer/item record as authorized for purchase including those never previously purchased.
- Only items that are designated in the customer/item record for printing in the customer's price book including those never previously purchased.
- Only items previously purchased by the customer.

Users select one of the following to print as bar codes:

- EAN8 - European article number (8 digits)
- UPC - universal product code
- Plessey bar codes.

A **Y** is printed next to the item number of the items which are sold at both the first selling unit of measure, which is usually eaches, and another selling level. This flag indicates that an item is sold in broken quantities.

An **N** can be printed under the *Guar.* heading for items that are not guaranteed to be returnable. Refer to Working With Items of the Item File Maintenance document for additional information about the **Guarantee Return** field of item records.





















Bar Code Order Book

(Printed if value are entered for the Barcode Option field is E.)

DISCOUNT SERVICES		121745		Creative Data Research		8/26/99		PAGE 1						
Description	UPC	U/M	Retail Price	Prof %	Item #	Bar Code	WK1	WK2	WK3	WK4	WK5	WK6	WK7	WK8
=====														
0390 CANNED MEATS														
ARM CHILI W/BN PP99 15 OZ	01700001465	CAN	1	Case Pk 24	.86	.99	.13	404075	0					
ARM DEVILED HAM 3 OZ	01700000955	CAN	1	Case Pk 24	.63	.99	.36	404080	2					
ARM JALAPENO VIENNA 5 OZ	01700000952	CAN	1	Case Pk 24	.73	1.15	.36	404193	5					
ARM POTTED MEAT 3 OZ	01700000946	CAN	1	Case Pk 48	.33	.55	.40	404100	5					
ARM POTTED MEAT 5.5 OZ	01700000950	CAN	1	Case Pk 24	.53	.85	.37	404105	0					
ARM PRK BRAIN W/GRVY 5 OZ	01700000954	CAN	1	Case Pk 24	.74	1.15	.35	404180	1					
ARM VIENNA SAU BEQ 5 OZ	01700000936	CAN	1	Case Pk 24	.73	1.15	.36	404190	8					
ARM VIENNA SAU HT&SP 5 OZ	01700000937	CAN	1	Case Pk 24	.73	1.15	.36	404195	3					
ARM VIENNA SAU SMOKE 5 OZ	01700000939	CAN	1	Case Pk 24	.73	1.15	.36	404192	6					
ARM VIENNA SAUSAGE 5 OZ	01700000925	CAN	1	Case Pk 48	.63	.99	.36	404200	4					
ARM VIENNA SAUSAGE 9 OZ	01700000931	CAN	1	Case Pk 24	1.12	1.75	.36	404205	9					
ARMOUR CORN BF HASH 15OZ	01700001926	CAN	1	Case Pk 24	1.21	1.89	.35	405340	8					
CLIFF FISH STEAKS 3.75 OZ	02010020211	CAN	1	Case Pk 24	.61	.95	.35	405190	5					
ANNER SAUSAGE 10OZ CAN		CSE	24	Case Pk 24	23.68	1.55	.36	404361	4					
AMP BEEF STEW 7.5 OZ**	5100003105	CAN	1	Case Pk 24	.72	1.15	.37	404280	0					
AMP CHILI CON CARNE 7OZ **	3030000807	CAN	1	Case Pk 24	.70	1.09	.35	404295	2					
ASTLBERRY BEEF STEW 7 OZ	30300008407	CAN	1	Case Pk 24	.67	1.05	.36	404345	6					
ASTLBERRY CHILI 7.5 OZ	3030000307	CAN	1	Case Pk 24	.72	1.15	.37	404347	4					
ASTLBERRY BRUNS STEW 7 OZ	0641440164	CAN	1	Case Pk 24	.75	1.15	.34	404340	1					
HEF ABC'S/123'S 15 OZ		CAN	1	Case Pk 24	1.14	1.75	.34	404968	1					

Bar Code Order Book

(Printed if value are entered for the Barcode Option field is U.)

DISCOUNT SERVICES		121745		Creative Data Research		8/26/99		PAGE 1					
=====													
Description	UPC	U/M	Retail PK	Price	Retail	Prof %	UPC Barcode	WEEK 1	WEEK 2	WEEK 3	WEEK 4	WEEK 5	WEEK 6
0390 CANNED MEATS													
Item # 404075 0	01700001465	CAN	1	Case Pk	24	.13							
ARM CHILI W/BN PP99 15 OZ													
Item # 404080 2	01700000955	CAN	1	Case Pk	24	.36							
ARM DEVILED HAM 3 OZ													
Item # 404193 5	01700000952	CAN	1	Case Pk	48	.36							
ARM JALAPENO VIENNA 5 OZ													
Item # 404100 5	01700000946	CAN	1	Case Pk	48	.40							
ARM POTTED MEAT 3 OZ													
Item # 404105 0	01700000950	CAN	1	Case Pk	24	.37							
ARM POTTED MEAT 5.5 OZ													
Item # 404180 1	01700000954	CAN	1	Case Pk	24	.35							
ARM PRK BRAIN W/GRVY 5 OZ													
Item # 404190 8	01700000936	CAN	1	Case Pk	24	.36							
ARM VIENNA SAU BBQ 5 OZ													
Item # 404195 3	01700000937	CAN	1	Case Pk	24	.36							
ARM VIENNA SAU HT&SP 5 OZ													
Item # 404192 6	01700000939	CAN	1	Case Pk	24	.36							
ARM VIENNA SAU SHORE 5 OZ													
Item # 404200 4	01700000925	CAN	1	Case Pk	48	.36							
ARM VIENNA SAUSAGE 5 OZ													
Item # 404205 9	01700000931	CAN	1	Case Pk	24	.36							
ARM VIENNA SAUSAGE 9 OZ													
Item # 405340 8	01700001926	CAN	1	Case Pk	24	.35							
ARMOUR CORN BF HASH 15OZ													
Item # 405190 5	02010020211	CAN	1	Case Pk	24	.35							
B'CLIFF FISH STEAKS 3.75 OZ													
Item # 404361 4		CSE	24	Case Pk	24	.36							
BANNER SAUSAGE 100Z CAN													
Item # 404280 0		CAN	1	Case Pk	24	.37							
BAMP BEEF STEW 7.5 OZ**													
Item # 404295 2	5100003105	CAN	1	Case Pk	24	.35							
BAMP CHILI CON CARNE 7OZ **													
Item # 404345 6	3030000807	CAN	1	Case Pk	24	.36							
BASTLEBERRY BEEF STEW 7 OZ													
Item # 404347 4	30300008407	CAN	1	Case Pk	24	.37							
BASTLEBERRY CHILI 7.5 OZ													
Item # 404340 1	3030000307	CAN	1	Case Pk	24	.34							
BASTLEBERRY BRUNS STEW 7 OZ													
Item # 404968 1	06414404164	CAN	1	Case Pk	24	.34							
B'HEF ABC'S/123'S 15 OZ													

Vendor Tracking Reports

Deal Tracking Report

The Deal Tracking Report details the customer orders of items to which vendor deals apply. The information appearing on the report is limited to posted customer orders contained in the history files after end of day closing is run.

Creative Data Research		Deal Tracking Report			JTIPPIN	CVOHPFR	2/08/00	9:47:00	Page	1
From	2/07/00 - 2/07/00		*Only Vendor*	BAY100	*Only Jurisdiction*		*Only Deal*			
Cust#	Item #	Description	Inv Date	Invoice	Customer	Name	Qty Sold	Promo	\$	Total Amount
Vendor BAY100 BAYER CORPORATION										
100407	510060	ALKA SELTZER TUBE 2 CT	2/07/00	177246	DANIEL'S	GROCERY	6			
100407	510062	ALEVE CAPLETS 24 CT	2/07/00	177246	DANIEL'S	GROCERY	20	.25		5.00
Total for 510062							*	20	*	5.00
100407	510105	ALKA SELTZER TAB 12 6CT	2/07/00	177246	DANIEL'S	GROCERY	20	.25		5.00
Total for 510105							*	20	*	5.00
100407	516580	MIDOL MAX CAPLETS PEG 8CT	2/07/00	177246	DANIEL'S	GROCERY	20	.25		5.00
Total for 516580							*	20	*	5.00
** END OF REPORT **										

Deal Activity Recap

The Deal Activity Recap report lists vendor deals according to a range of dates, and limited to a specific vendor. The information appearing on the report can also be limited to a designated customer and vendor deal.

Creative Data Research		Deal Activity Recap				JTIPPIN	CVRNPF	6/29/00 13:08:35		Page 1
SELECTION CRITERIA: From 6/01/00 - 7/31/00										
Deal #	Description	From	To	Distributor		Retailer				
				\$ Incentive	% Incentive	Deal Total	Fixed Price	Cents Off	% Off	
Deal Type B Buydown Allowance										
Vendor CHA200 CHALLENGER CANDY COMPANY										
51	Challenger Buydown	6/15/00	7/15/00	.30		25.50			.25	
	Date	Invoice	Item	Item Description		Distributor \$	Qty 1	Qty 2	Retailer \$	
Customer	107300	BILTON GAS								
	6/26/00	177260	210750	COTTON CANDY STRAW 1OZ		3.00		10	2.50	
	6/26/00	177260	218966	COTTON CANDY STRAW 3OZ		4.50		15	3.75	
Totals for Customer 107300						7.50		25	6.25	
Deal	51	Challenger Buydown		6/15/00 - 7/15/00		7.50		25	6.25	
Vendor PHI100 PHILIP MORRIS INC										
45	Buydown - Philip Morris	6/15/00	7/15/00						.15	
	Date	Invoice	Item	Item Description		Distributor \$	Qty 1	Qty 2	Retailer \$	
Customer	107300	BILTON GAS								
	6/26/00	177259	100401	BASIC LIGHT KING		.00		15	2.25	
Totals for Customer 107300						.00		15	2.25	
Deal	45	Buydown - Philip Morris		6/15/00 - 7/15/00		.00		15	2.25	
Deal Type N Rebate Based on Net Cost										
Vendor BAY100 BAYER CORPORATION										
30	Bayer rebate on net	3/01/00	6/30/00	5.00		21.76				4.00
	Date	Invoice	Item	Item Description		Distributor \$	Qty 1	Qty 2	Retailer \$	
Customer	107300	BILTON GAS								
	6/23/00	177252	510060	ALKA SELTZER TUBE 2 CT		1.04		2	.83	
	6/26/00	177256	510060	ALKA SELTZER TUBE 2 CT		5.18		10	4.14	
	6/26/00	177259	510060	ALKA SELTZER TUBE 2 CT		10.36		20	8.29	
Totals for Customer 107300						16.58		32	13.26	
Deal	30	Bayer rebate on net		3/01/00 - 6/30/00		16.58		32	13.26	
48	Bayer - rebate on net	6/15/00	7/15/00	5.00		15.54				4.00
	Date	Invoice	Item	Item Description		Distributor \$	Qty 1	Qty 2	Retailer \$	
Customer	107300	BILTON GAS								
	6/26/00	177259	510060	ALKA SELTZER TUBE 2 CT		10.36		20	8.29	
Totals for Customer 107300						10.36		20	8.29	
Deal	48	Bayer - rebate on net		6/15/00 - 7/15/00		10.36		20	8.29	

Vendor Sales Report

The Vendor Sales Report details the quantities sold of specific items to designated customers during a user-specified date range. The information appearing on the report is limited to posted customer orders contained in the history files after end of day closing is run. This report can be run interactively by the user, or automatically during end of week or end of period closing.

Vendor Sales Report CVO1PFR 9/24/01 Page 1			
From 9/01/01 To 9/22/01			
Vendor	Item #	Description	Quantity
BAY100	BAYER CORPORATION		
Customer 100407	DANIEL'S GROCERY		
	515560	BAYER TABLETS 24 CT	55
Category Total	7	*	55
Customer Total 100407		**	55

Vendor Sales Report CVO1PFR 9/24/01 Page 2			
From 9/01/01 To 9/22/01			
Vendor	Item #	Description	Quantity
BAY100	BAYER CORPORATION		
Customer 100815	CASEY'S STOP		
	510060	ALKA SELTZER TUBE 2 CT	3
Category Total	7	*	3
Customer Total 100815		**	3

Vendor Sales Report CVO1PFR 9/24/01 Page 3			
From 9/01/01 To 9/22/01			
Vendor	Item #	Description	Quantity
BAY100	BAYER CORPORATION		
Customer 107300	BILTON GAS		
	510060	ALKA SELTZER TUBE 2 CT	30
Category Total	7	*	30
Customer Total 107300		**	30

Vendor Sales Report CVO1PFR 9/24/01 Page 4			
From 9/01/01 To 9/22/01			
Vendor	Item #	Description	Quantity
BOR050	BORDEN INC		
Customer 100407	DANIEL'S GROCERY		
	210800	CRACKER JACKS	5
Category Total	3	*	5
Customer Total 100407		**	5

Vendor Weekly Movement Report

The Vendor Weekly Movement report details 12 weeks of sales activity for a designated vendor's items at the standard selling level. This report does not include lost sales.

Creative Data Research-SUPPORT		Vendor Weekly Movement			JTIPPIN	GSA9PFR	8/21/99 14:58:01		Page	1
***** Movement Over Past 12 Weeks *****										
Item #	Description	Week 1 Week 7	Week 2 Week 8	Week 3 Week 9	Week 4 Week 10	Week 5 Week 11	Week 6 Week 12			
Vendor Number	FAN100 FUENTE & NEWMAN PREMIUM CIGARS LIMT	Start Date: 8/20/99								
111056	A F CHURCHILL NAT	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	Total:	0
111061	A F CORONA EMPERIAL NAT	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	Total:	0
111051	A F DOUBLE CHATEAU NAT	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	Total:	0
112273	A F HEMINGWAY CLASSIC BOX	0 BOX 2 BOX	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	1 BOX 0 BOX	0 BOX 0 BOX	Total:	3
111063	A F HEMINGWAY MASTERPIECE NAT	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	Total:	0
111059	A F ROTHSCHILDS MAD	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	Total:	0
111058	A F ROTHSCHILDS NAT	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	Total:	0
112266	A FUE FL FINA 8-5-8 MAD	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	Total:	0
112262	A FUEN FL FINA 8-5-8 NAT	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	1 BOX 0 BOX	1 BOX 2 BOX	0 BOX 0 BOX	0 BOX 0 BOX	Total:	4
112260	A FUENT SPAN LONSDLE NAT	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	Total:	0
111050	A FUENTE CUBAN COR NAT	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	Total:	0
112272	A FUENTE HEM SHORT STRY BX	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 2 BOX	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	Total:	2
111054	A FUENTE HEM SIG NAT	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 3 BOX	0 BOX 0 BOX	0 BOX 0 BOX	Total:	3
112259	A FUENTE PAN FINA MAD BX	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	Total:	0
112258	A FUENTE PAN FINA NAT BX	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	2 BOX 0 BOX	0 BOX 0 BOX	Total:	2
111052	A FUENTE PETIT COR NAT	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	Total:	0
112256	A FUENTE SEL PRIVADA # 1 NAT	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 3 BOX	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	Total:	3
112257	A FUENTE SEL PRIVADA #1 MAD	2 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	Total:	2
112264	MONTESINO CESAR #2 NAT BX	1 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	Total:	1
112250	MONTESINO DIPLOMATICO NAT BOX	0 BOX 0 BOX	1 BOX 0 BOX	1 BOX 2 BOX	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	Total:	4
112254	MONTESINO GRAN COR NAT BX	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	Total:	0
112270	MONTESINO GRAN CORONA MAD	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	Total:	0
112252	MONTESINO NUMERO 1 BX	2 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	0 BOX 0 BOX	Total:	2
Final totals									Final Qty:	26
** END OF REPORT **										

Velocity Reports

The Velocity Report application is primarily used to print a velocity report by sales class or item category for use by the distributor's customers. It can also be used by the distributor to analyze product sales to customers according to account type.

The items of the velocity report can be sorted by profit amount, retail amount, or units sold. Users have the option of printing the velocity report with the items ranked according to the total quantity purchased by the retailer, or the total quantity sold by the wholesaler. A variety of summary reports can also be printed with the velocity report.

GNDTPVR	ENTER	CDR Customer Conference		4/05/13 12:25:30	
Velocity By Date Range					
Beg Corp. #	** O R **	Beg Cust. #	320033	** O R **	Salesman
End Corp. #		End Cust. #	320033		Cust. Collection
Account Type .				Print Cust/Item Velocity?	Y
Warehouse . . .	1			Print Cust/Class *OR*	
Beg Sales Class	00100			Print Cust/Group Summary?	C (C,G)
End Sales Class	00101				
Item Collection:				Print Corp/Class Summary?	N
Vendor Number .				Print Acct. Type/Item *OR*	
Start Date . . .	10113			Print Corp/Item Summary?	(A,C)
End Date . . .	33113			Print Item Summary?	(Y,N,Blank)
Print Item/UPC	I (? For Values)			Print Item/Cust Summary?	(Y,N,Blank)
Rank Option . .	R (? For Values)				
Item Sort Option	1 (? For Values)	U/M For Price .	SSU (SSU, EA.)		
Version	1 (? For Values)	Job Queue . . .	BOOK		
Use Custom Cat?	(Y,N,Blank)	Output To PDF?	(Y,N,Blank)		
		Output To CSV?	(Y,N,Blank)		
F2=Load Sel. F3=Exit F4=Search F6=Print F7=Toggle Class F10=Save Sel.					

Refer to Printing A Velocity Report of the Customer File Maintenance document for information about using the Velocity By Date Range screen illustrated above.

Velocity Report - Version 1

CDR Customer Conference		V E L O C I T Y R E P O R T		JEANNINE BSKMPFF		4/05/13 12:26:49 Page 1		MS		Cust #: 320033	
From: 01/01/13 To: 03/31/13		For -- KINGS GROCERY		BLOXI		39350 -		MS		39350 -	
Warehouse: 1 MAIN WAREHOUSE		-Packed- Unit		Unit Rank Item % Cumm %		Each		Net Retail		Retail	
Item Number	Description	Unit	Price	Price	Units	Units	Dollars	Price	Dollars	Dollars	Profit Pct.
111700	Class 100 PREMIUM CIGARETTES	CTN	31.37	1 32.55	32.55	1503	47149.11	5.95	89428.50	42279.39	47.28
120200	COOL MENT 100 MILD	CTN	31.37	2 28.23	60.78	1201	37675.37	6.19	74341.90	36666.53	49.32
100500	WINSTON 100 LIGHT	CTN	31.37	3 18.52	79.30	855	26821.35	5.95	50872.50	24051.15	47.28
108300	CAMEL FILTER 85 BOX	CTN	33.90	4 13.00	92.30	603	20441.70	6.19	37325.70	16884.00	45.23
118800	B&H MENT 100 LT.	CTN	33.43	5 7.49	99.79	253	8457.79	7.19	18190.70	9732.91	53.50
115401	VANTAGE MENT 100	CTN	27.76	6 1.88	101.67	151	4191.76	4.39	6628.90	2437.14	36.77
100058	PALL MALL 100 BOX	CTN	36.60	7 .03	101.70	3	109.80	9.98	149.70	39.90	26.65
100056	MARLBORO BLACK BOX 100 B2G\$2	CTN	43.38	8 .00	101.70	1	43.38	4.21	42.10	1.28-	3.04-
100055	VIRGINIA SLIMS MENTHOL 100	CTN	43.38	9 .00	101.70	1	43.38	4.21	42.10	1.28-	3.04-
100057	VIRGINIA SLIMS MENTHOL BOX 100	CTN	43.38	10 .00	101.70	1	43.38	4.21	42.10	1.28-	3.04-
100054	VIRGINIA SLIM SILVER BOX 100	CTN	43.38	11 .00	101.70	1	43.38	4.21	42.10	1.28-	3.04-
100053	VIRGINIA SLIM GOLD 120	CTN	43.38	12 .00	101.70	1	43.38	4.21	42.10	1.28-	3.04-
100052	VIRGINIA SLIM GOLD MEN 120	CTN	43.38	13 .00	101.70	1	43.38	4.21	42.10	1.28-	3.04-
100051	VIRGINIA SLIM GOLD MEN BOX 100	CTN	43.38	14 .00	101.70	1	43.38	4.21	42.10	1.28-	3.04-
100017	VIRGINIA SLIM GOLD BOX 100	CTN	43.38	15 .00	101.70	1	43.38	4.21	42.10	1.28-	3.04-
100014	MARLBORO RED LABEL BOX KING	CTN	41.60	16 .00	101.70	1	41.60	4.03	40.30	1.30-	3.23-
100011	MARLBORO GREEN MEN 72	CTN	41.60	17 .00	101.70	1	41.60	4.03	40.30	1.30-	3.23-
100012	MARLBORO GOLD MEN BOX 100	CTN	41.60	18 .00	101.70	1	41.60	4.03	40.30	1.30-	3.23-
100011	MARLBORO GOLD KING	CTN	41.60	19 .00	101.70	1	41.60	4.03	40.30	1.30-	3.23-
100009	MARLBORO GOLD BOX KING	CTN	41.60	20 .00	101.70	1	41.60	4.03	40.30	1.30-	3.23-
100015	MARLBORO BLUE MEN 72	CTN	41.60	21 .00	101.70	1	41.60	4.03	40.30	1.30-	3.23-
100013	MARLBORO BLUE MEN 72	CTN	41.60	22 .00	101.70	1	41.60	4.03	40.30	1.30-	3.23-
100010	MARLBORO BLUE MEN BOX 100	CTN	41.60	23 .00	101.70	1	41.60	4.03	40.30	1.30-	3.23-
100007	MARLBORO BLEND BOX 100 #54	CTN	41.60	24 .00	101.70	1	41.60	4.03	40.30	1.30-	3.23-
100006	MARLBORO BLEND BOX KING #54	CTN	41.60	25 .00	101.70	1	41.60	4.03	40.30	1.30-	3.23-
100005	MARLBORO BLEND BOX KING #27	CTN	41.60	26 .00	101.70	1	41.60	4.03	40.30	1.30-	3.23-
100027	MARLBORO BLACK SPEC BLEND BOX 100	CTN	41.60	27 .00	101.70	1	41.60	4.03	40.30	1.30-	3.23-
100024	MARLBORO BLACK SPEC BLEND BOX KING	CTN	41.60	28 .00	101.70	1	41.60	4.03	40.30	1.30-	3.23-
100026	MARLBORO BLACK MEN SPEC BLEND BX KS 20PK	CTN	41.60	29 .00	101.70	1	41.60	4.03	40.30	1.30-	3.23-
100028	MARLBORO BLACK MEN SPEC BLEND B 100 20PK	CTN	41.60	30 .00	101.70	1	41.60	4.03	40.30	1.30-	3.23-
100001	MARLBORO BLEND BOX K/S SOFTPACK	CTN	41.60	31 .00	101.70	1	41.60	3.02	30.20	1.40-	4.64-
100031	MARLBORO VIRGINIA BLEND BOX KING	CTN	41.60	32 .00	101.70	2	83.20	4.03	80.60	2.60-	3.23-
100029	MARLBORO SPEC BLEND RED BOX KING	CTN	41.60	33 .00	101.70	2	83.20	4.03	80.60	2.60-	3.23-
100022	MARLBORO SILVER MENTHOL BOX KING	CTN	41.60	34 .00	101.70	2	83.20	4.03	80.60	2.60-	3.23-
100020	MARLBORO SILVER BOX 100	CTN	41.60	35 .00	101.70	2	83.20	4.03	80.60	2.60-	3.23-
100018	MARLBORO RED LABEL BOX 100	CTN	41.60	36 .00	101.70	2	83.20	4.03	80.60	2.60-	3.23-
100008	MARLBORO RED LABEL BOX K/S	CTN	41.60	37 .00	101.70	2	83.20	4.03	80.60	2.60-	3.23-
100004	MARLBORO BLUE MEN BOX K/S	CTN	36.60	38 .00	101.70	2	73.20	3.53	70.60	2.60-	3.68-
100032	MARLBORO VIRGINIA BLEND BOX 100	CTN	41.60	39 .00	101.70	3	124.80	4.03	120.90	3.90-	3.23-

Velocity Report - Version 1 (continued)

CDR Customer Conference V E L O C I T Y R E P O R T JEANNINE BSKMPFR 4/05/13 12:26:49 Page 2 MS Cust #: 320033
 From: 01/01/13 To: 03/31/13 For: -- KINGS GROCERY BILOXI 39350 -
 Warehouse: 1 MAIN WAREHOUSE 319 CAILLAVEL ST

Item Number	Description	-Packed- Unit	Unit Price	Rank	Item %	Cumm %	Whole Units	Each Units	Net Dollars	Retail Price	Retail Dollars	Profit Dollars	Profit Pot.
100030	MARLBORO SPEC BLEND RED BOX 100	20PK CTN	41.60	39	.00	101.70	3	124.80	124.80	4.03	120.90	3.90	3.23-
100023	MARLBORO SILVER MENTHOL BOX 100	20PK CTN	41.60	40	.00	101.70	3	124.80	124.80	4.03	120.90	3.90	3.23-
100021	MARLBORO SILVER BOX 72	20PK CTN	41.60	41	.00	101.70	3	124.80	124.80	4.03	120.90	3.90	3.23-
100019	MARLBORO SILVER BOX KING	20PK CTN	41.60	42	.00	101.70	3	124.80	124.80	4.03	120.90	3.90	3.23-
100003	MARLBORO BLACK BOX 100	20PK CTN	36.60	43	.00	101.70	3	109.80	109.80	3.53	105.90	3.90	3.68-
100002	MARLBORO BLACK BOX K/S SOFTPACK	20PK CTN	36.60	44	.00	101.70	3	109.80	109.80	3.53	105.90	3.90	3.68-
113200	MARLBORO GOLD BOX 100	20PK CTN	41.60	45	.20	101.50	271	11179.10	11179.10	4.03	10921.30	257.80	2.36-
100016	MARLBORO GOLD 100	20PK CTN	41.60	46	.60	100.90	601	25001.60	25001.60	4.03	24220.30	781.30	3.23-
119526	VIRGINIA SLIM SILVER MEN BOX 100	20PK CTN	43.38	47	.83	100.07	841	36482.58	36482.58	4.21	35406.10	1076.48	3.04-
*** Class Totals ***									219885.42		349785.50	129900.08	
101 DISCOUNT CIGARETTES													
131200	BEST VALUE MENT 100 LT	20PK CTN	18.50	1	29.30	29.30	2523	46675.50	46675.50	3.69	93098.70	46423.20	49.86
125800	DOBAL FF MENT 100	20PK CTN	27.76	2	20.39	49.69	2001	55547.76	55547.76	4.39	87843.90	32296.14	36.77
131761	BASIC FF 100 BOX	20PK CTN	28.79	3	20.03	69.72	1503	43271.37	43271.37	4.99	74999.70	31728.33	42.30
130585	GPC 100 ULTRA BOX	20PK CTN	22.49	4	12.32	82.04	1455	32722.95	32722.95	3.59	52234.50	19511.55	37.35
101300	CARLTON MENTHOL	20PK CTN	34.90	5	8.18	90.22	864	30153.60	30153.60	4.99	43113.60	12960.00	30.06
102811	LIGGETT SELECT FF MENTH BOX 100	20PK CTN	17.69	6	7.02	97.24	783	13851.27	13851.27	3.19	24977.70	11126.43	44.55
102815	LIGGETT SELECT ULTRA 100 BX	20PK CTN	17.69	7	2.98	100.22	332	5873.08	5873.08	3.19	10590.80	4717.72	44.55
100039	BASIC GOLD MENTHOL BOX 100	20PK CTN	39.00	8	.00	100.22	3	117.00	117.00	3.77	113.10	3.90	3.45-
100038	BASIC GOLD MENTHOL BOX KING	20PK CTN	39.00	9	.00	100.22	3	117.00	117.00	3.77	113.10	3.90	3.45-
100037	BASIC GOLD BOX 100	20PK CTN	39.00	10	.00	100.22	3	117.00	117.00	3.77	113.10	3.90	3.45-
100036	BASIC GOLD BOX KING	20PK CTN	39.00	11	.00	100.22	3	117.00	117.00	3.77	113.10	3.90	3.45-
100035	BASIC BLUE 100	20PK CTN	39.00	12	.00	100.22	3	117.00	117.00	3.77	113.10	3.90	3.45-
100034	BASIC BLUE BOX 100	20PK CTN	39.00	13	.00	100.22	3	117.00	117.00	3.77	113.10	3.90	3.45-
100033	BASIC BLUE BOX KING	20PK CTN	39.00	14	.00	100.22	3	117.00	117.00	3.77	113.10	3.90	3.45-
100048	MERIT SILVER MENTHOL K/S	20PK CTN	50.54	15	.02	100.20	2	101.08	101.08	3.77	75.40	25.68	34.06-
100046	MERIT GOLD MENTHOL 100	20PK CTN	50.54	16	.02	100.18	2	101.08	101.08	3.77	75.40	25.68	34.06-
100044	MERIT BRONZE BOX 100	20PK CTN	50.54	17	.02	100.16	2	101.08	101.08	3.77	75.40	25.68	34.06-
100042	MERIT BLUE 100	20PK CTN	50.54	18	.02	100.14	2	101.08	101.08	3.77	75.40	25.68	34.06-
100040	MERIT BLUE BOX KING	20PK CTN	50.54	19	.02	100.12	2	101.08	101.08	3.77	75.40	25.68	34.06-
100049	MERIT SILVER MENTHOL 100	20PK CTN	50.54	20	.02	100.10	3	151.62	151.62	3.77	113.10	38.52	34.06-
100047	MERIT GOLD 100	20PK CTN	50.54	21	.02	100.08	3	151.62	151.62	3.77	113.10	38.52	34.06-
100045	MERIT GOLD BOX KING	20PK CTN	50.54	22	.02	100.06	3	151.62	151.62	3.77	113.10	38.52	34.06-
100043	MERIT BRONZE BOX KING	20PK CTN	50.54	23	.02	100.04	3	151.62	151.62	3.77	113.10	38.52	34.06-
100041	MERIT BLUE BOX 100	20PK CTN	50.54	24	.02	100.02	3	151.62	151.62	3.77	113.10	38.52	34.06-
*** Class Totals ***									230178.03		388593.10	158415.07	
*** Customer Totals ***									450063.45		738378.60	288315.15	

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CDR Customer Conference		V E L O C I T Y R E P O R T		JEANNINE GSKKPPF		4/05/13 14:10:12 Page 1		MS		Cust # : 320033					
From: 01/01/13 To: 03/31/13		For -- KINGS GROCERY		BILOXI											
Warehouse: 1 MAIN WAREHOUSE															
Item Number	Description	-Packed-	Unit	Price	Unit Rank	Whole Units	Each Units	W Units	E Units	Last Yr	Net Dollars	Retail Price	Retail Dollars	Profit Dollars	Profit Pct.
Vendor LIQ001 LIGGETT & MEYERS TOBACCO															
Class 101 DISCOUNT CIGARETTES															
102811	LIGGETT SELECT FF MENTH BOX 100	20PK	CTN	17.69	1	783					13851.27	3.19	24977.70	11126.43	44.55
102815	LIGGETT SELECT ULTRA 100 BX	20PK	CTN	17.69	2	332					5873.08	3.19	10590.80	4717.72	44.55
*** Class Totals ***															
						1115					19724.35		35568.50	15844.15	
						1115					19724.35		35568.50	15844.15	
Vendor PHI001 PHILLIP MORRIS INC.															
Class 100 PREMIUM CIGARETTES															
108300	B&H MENT 100 LT.	20PK	CTN	33.90	1	603					20441.70	6.19	37325.70	16884.00	45.23
100058	MARLBORO BLACK BOX 100 B2G\$2	20PK	CTN	36.60	2	3					109.80	9.98	149.70	39.90	26.65
100056	VIRGINIA SLIMS MENTHOL 100	20PK	CTN	43.38	3	1					43.38	4.21	42.10	1.28-	3.04-
100055	VIRGINIA SLIMS MENTHOL BOX 100	20PK	CTN	43.38	4	1					43.38	4.21	42.10	1.28-	3.04-
100057	VIRGINIA SLIM SILVER BOX 100	20PK	CTN	43.38	5	1					43.38	4.21	42.10	1.28-	3.04-
100054	VIRGINIA SLIM GOLD 120	20PK	CTN	43.38	6	1					43.38	4.21	42.10	1.28-	3.04-
100053	VIRGINIA SLIM GOLD MEN 120	20PK	CTN	43.38	7	1					43.38	4.21	42.10	1.28-	3.04-
100052	VIRGINIA SLIM GOLD MEN BOX 100	20PK	CTN	43.38	8	1					43.38	4.21	42.10	1.28-	3.04-
100051	VIRGINIA SLIM GOLD BOX 100	20PK	CTN	43.38	9	1					43.38	4.21	42.10	1.28-	3.04-
100017	MARLBORO RED LABEL BOX KING	20PK	CTN	41.60	10	1					41.60	4.03	40.30	1.30-	3.23-
100014	MARLBORO GREEN MEN 72	20PK	CTN	41.60	11	1					41.60	4.03	40.30	1.30-	3.23-
100012	MARLBORO GOLD MEN BOX 100	20PK	CTN	41.60	12	1					41.60	4.03	40.30	1.30-	3.23-
100011	MARLBORO GOLD KING	20PK	CTN	41.60	13	1					41.60	4.03	40.30	1.30-	3.23-
100009	MARLBORO GOLD BOX KING	20PK	CTN	41.60	14	1					41.60	4.03	40.30	1.30-	3.23-
100015	MARLBORO BLUE MEN 72	20PK	CTN	41.60	15	1					41.60	4.03	40.30	1.30-	3.23-
100013	MARLBORO BLUE MEN 72	20PK	CTN	41.60	16	1					41.60	4.03	40.30	1.30-	3.23-
100010	MARLBORO BLUE MEN BOX 100	20PK	CTN	41.60	17	1					41.60	4.03	40.30	1.30-	3.23-
100007	MARLBORO BLEND BOX 100 #54	20PK	CTN	41.60	18	1					41.60	4.03	40.30	1.30-	3.23-
100006	MARLBORO BLEND BOX KING #54	20PK	CTN	41.60	19	1					41.60	4.03	40.30	1.30-	3.23-
100005	MARLBORO BLEND BOX KING #27	20PK	CTN	41.60	20	1					41.60	4.03	40.30	1.30-	3.23-
100027	MARLBORO BLACK SPEC BLEND BOX 100	20PK	CTN	41.60	21	1					41.60	4.03	40.30	1.30-	3.23-
100024	MARLBORO BLACK SPEC BLEND BOX KING	20PK	CTN	41.60	22	1					41.60	4.03	40.30	1.30-	3.23-
100026	MARLBORO BLACK MEN SPEC BLEND BX KS 20PK	20PK	CTN	41.60	23	1					41.60	4.03	40.30	1.30-	3.23-
100028	MARLBORO BLACK MEN SPEC BLEND B 100 20PK	20PK	CTN	41.60	24	1					41.60	4.03	40.30	1.30-	3.23-
100001	MARLBORO BLEND BOX K/S SOFTPACK	20PK	CTN	31.60	25	1					31.60	3.02	30.20	1.40-	4.64-
100031	MARLBORO VIRGINIA BLEND BOX KING	20PK	CTN	41.60	26	2					83.20	4.03	80.60	2.60-	3.23-
100029	MARLBORO SPEC BLEND RED BOX KING	20PK	CTN	41.60	27	2					83.20	4.03	80.60	2.60-	3.23-
100022	MARLBORO SILVER MENTHOL BOX KING	20PK	CTN	41.60	28	2					83.20	4.03	80.60	2.60-	3.23-
100020	MARLBORO SILVER BOX 100	20PK	CTN	41.60	29	2					83.20	4.03	80.60	2.60-	3.23-

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CDR Customer Conference		V E L O C I T Y R E P O R T		JEANNINE GSKKPPR		4/05/13 14:10:12 Page 2		MS		Cust #: 320033		
From: 01/01/13 To: 03/31/13		For -- KINGS GROCERY		BILOXI								
Warehouse: 1 MAIN WAREHOUSE												
Item Number	Description	-Packed- Unit	Unit Rank	Whole Units	Each Units	W Units	E Units	Net Retail Dollars	Retail Price	Retail Dollars	Profit Dollars	Profit Pct
100016	MARLBORO RED LABEL BOX 100	20PK CTN	30	2				83.20	4.03	80.60	2.60	3.23-
100008	MARLBORO BLUE MEN BOX K/S	20PK CTN	31	2				83.20	4.03	80.60	2.60	3.23-
100004	MARLBORO BLACK MEN BOX 100	20PK CTN	32	2				73.60	3.53	70.60	2.60	3.68-
100032	MARLBORO VIRGINIA BLEND BOX 100	20PK CTN	33	3				124.80	4.03	120.90	3.90	3.23-
100030	MARLBORO SPEC BLEND RED BOX 100	20PK CTN	34	3				124.80	4.03	120.90	3.90	3.23-
100023	MARLBORO SILVER MENTHOL BOX 100	20PK CTN	35	3				124.80	4.03	120.90	3.90	3.23-
100021	MARLBORO SILVER BOX 72	20PK CTN	36	3				124.80	4.03	120.90	3.90	3.23-
100019	MARLBORO SILVER BOX KING	20PK CTN	37	3				124.80	4.03	120.90	3.90	3.23-
100003	MARLBORO BLACK BOX 100	20PK CTN	38	3				109.80	3.53	105.90	3.90	3.68-
100002	MARLBORO BLACK BOX K/S SOFTPACK	20PK CTN	39	3				109.80	3.53	105.90	3.90	3.68-
113200	MARLBORO GOLD BOX 100	20PK CTN	40	271				11179.10	4.03	10921.30	257.80	2.36-
100016	MARLBORO GOLD 100	20PK CTN	41	601				25001.60	4.03	24220.30	781.30	3.23-
119526	VIRGINIA SLIM SILVER MEN BOX 100	20PK CTN	42	841				36482.58	4.21	35406.10	1076.48	3.04-
		*** Class Totals ***		2377				95590.04		110323.00	14732.96	
Class 101 DISCOUNT CIGARETTES				1503				43271.37	4.99	74999.70	31728.33	42.30
131761	BASIC FF 100 BOX	20PK CTN	1	1				117.00	3.77	113.10	3.90	3.45-
100039	BASIC GOLD MENTHOL BOX 100	20PK CTN	2	3				117.00	3.77	113.10	3.90	3.45-
100038	BASIC GOLD MENTHOL BOX KING	20PK CTN	3	3				117.00	3.77	113.10	3.90	3.45-
100037	BASIC GOLD BOX 100	20PK CTN	4	3				117.00	3.77	113.10	3.90	3.45-
100036	BASIC GOLD BOX KING	20PK CTN	5	3				117.00	3.77	113.10	3.90	3.45-
100035	BASIC BLUE 100	20PK CTN	6	3				117.00	3.77	113.10	3.90	3.45-
100034	BASIC BLUE BOX 100	20PK CTN	7	3				117.00	3.77	113.10	3.90	3.45-
100033	BASIC BLUE BOX KING	20PK CTN	8	3				117.00	3.77	113.10	3.90	3.45-
100048	MERIT SILVER MENTHOL K/S	20PK CTN	9	2				101.08	3.77	75.40	25.68	34.06-
100046	MERIT GOLD MENTHOL 100	20PK CTN	10	2				101.08	3.77	75.40	25.68	34.06-
100044	MERIT BRONZE BOX 100	20PK CTN	11	2				101.08	3.77	75.40	25.68	34.06-
100042	MERIT BLUE 100	20PK CTN	12	2				101.08	3.77	75.40	25.68	34.06-
100040	MERIT BLUE BOX KING	20PK CTN	13	2				101.08	3.77	75.40	25.68	34.06-
100049	MERIT SILVER MENTHOL 100	20PK CTN	14	3				151.62	3.77	113.10	38.52	34.06-
100047	MERIT GOLD 100	20PK CTN	15	3				151.62	3.77	113.10	38.52	34.06-
100045	MERIT GOLD BOX KING	20PK CTN	16	3				151.62	3.77	113.10	38.52	34.06-
100043	MERIT BRONZE BOX KING	20PK CTN	17	3				151.62	3.77	113.10	38.52	34.06-
100041	MERIT BLUE BOX 100	20PK CTN	18	3				151.62	3.77	113.10	38.52	34.06-
		*** Class Totals ***		1549				45353.87		76733.90	31380.03	
		*** Vendor Totals ***		3926				140943.91		187056.90	46112.99	

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CDR Customer Conference		V E L O C I T Y R E P O R T		JENNINE GSKKPPR		4/05/13 14:10:12		Page 3						
From: 01/01/13 To: 03/31/13		For -- KINGS GROCERY		BILOXI		MS		Cust #: 320033						
Warehouse: 1 MAIN WAREHOUSE		-Packed- Unit		Unit Rank Price		Whole Units		Each W Units E Units						
Item Number	Description					Units	Units	Last Yr	Last Yr	Net Dollars	Retail Price	Retail Dollars	Profit Dollars	Profit Pct.
Vendor RJR100 R.J. REYNOLDS TOBACCO INC.														
Class 100 PREMIUM CIGARETTES														
111700	KOOL MENT 100 MILD	20PK	CTN	31.37	1	1503				47149.11	5.95	89428.50	42279.39	47.28
120200	WINSTON 100 LIGHT	20PK	CTN	31.37	2	1201				37675.37	6.19	74341.90	36666.53	49.32
100500	CAMEL FILTER 85 BOX	20PK	CTN	31.37	3	855				26821.35	5.95	50872.50	24051.15	47.28
118800	VANTAGE MENT 100	20PK	CTN	33.43	4	253				8457.79	7.19	18190.70	9732.91	53.50
115401	FALL MALL 100 BOX	20PK	CTN	27.76	5	151				4191.76	4.39	6628.90	2437.14	36.77
*** Class Totals ***														
						3963				124295.38		239462.50	115167.12	
Class 101 DISCOUNT CIGARETTES														
131200	BEST VALUE MENT 100 LT	20PK	CTN	18.50	1	2523				46675.50	3.69	93098.70	46423.20	49.86
125800	DORAL FF MENT 100	20PK	CTN	27.76	2	2001				55547.76	4.39	87843.90	32296.14	36.77
130585	GPC 100 ULTRA BOX	20PK	CTN	22.49	3	1455				32722.95	3.59	52234.50	19511.55	37.35
101300	CARLTON MENTHOL	20PK	CTN	34.90	4	864				30153.60	4.99	43113.60	12960.00	30.06
*** Class Totals ***														
						6843				165099.81		276290.70	111190.89	
						10806				289395.19		515753.20	226358.01	
						15847				450063.45		738378.60	288315.15	
*** Vendor Totals ***														
						15847				450063.45		738378.60	288315.15	
*** Customer Totals ***														

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CDR Customer Conference		V E L O C I T Y R E P O R T		JEANNINE		GSKRPF		4/05/13 14:10:12 Page		4	
From: 01/01/13 To: 03/31/13		(Customer Vendor/Class Summary)		For -- KINGS GROCERY		BILOXI		MS		Cust: 320033	
Class	Description	Purchases	% of Total	Retail							
Vendor LIG001	LIGGETT & MEYERS TOBACCO										
Class	101 DISCOUNT CIGARETTES	19724.35	4.38	35568.50							
	*** Vendor Totals ***	19724.35	4.38	35568.50							
Vendor PHI001	PHILLIP MORRIS INC.										
Class	100 PREMIUM CIGARETTES	95590.04	21.24	110323.00							
Class	101 DISCOUNT CIGARETTES	45353.87	10.08	76733.90							
	*** Vendor Totals ***	140943.91	31.32	187056.90							
Vendor RJR100	R.J. REYNOLDS TOBACCO INC.										
Class	100 PREMIUM CIGARETTES	124295.38	27.62	239462.50							
Class	101 DISCOUNT CIGARETTES	165099.81	36.68	276290.70							
	*** Vendor Totals ***	289395.19	64.30	515753.20							
	*** Final totals ***	450,063.45		738,378.60							
** END OF REPORT **											

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CDR Customer Conference V E L O C I T Y R E P O R T JEANNINE GSWBFFR 4/05/13 16:27:51 Page 1
 Salesman: 20 JOE BADEAUX
 From: 01/01/13 To: 03/31/13 For -- B & D FOOD STORE Cust #: 771230
 Warehouse: 1 MAIN WAREHOUSE

Class	Description	-Packed-	Unit	Unit Price	Unit Rank	Item %	Cumm %	Whole Units	Each Units	Net Retail Dollars	Retail Dollars	Profit Dollars	Profit Pct.
100017	100 PREMIUM CIGARETTES	20PK	CTN	53.90	1	.03	.03	2		107.80	12.55	143.20	57.05
100014	MARLBORO RED LABEL BOX KING	20PK	CTN	53.90	2	.03	.06	2		107.80	12.55	143.20	57.05
100012	MARLBORO GOLD MEN BOX 100	20PK	CTN	53.90	3	.03	.09	2		107.80	12.55	143.20	57.05
100011	MARLBORO GOLD KING	20PK	CTN	53.90	4	.03	.12	2		107.80	12.55	143.20	57.05
100009	MARLBORO GOLD BOX KING	20PK	CTN	53.90	5	.03	.15	2		107.80	12.55	143.20	57.05
100015	MARLBORO BLUE MEN 72	20PK	CTN	53.90	6	.03	.18	2		107.80	12.55	143.20	57.05
100013	MARLBORO BLUE MEN 72	20PK	CTN	53.90	7	.03	.21	2		107.80	12.55	143.20	57.05
100010	MARLBORO BLUE MEN BOX 100	20PK	CTN	53.90	8	.03	.24	2		107.80	12.55	143.20	57.05
100058	MARLBORO BLACK BOX 100 B2G\$2	20PK	CTN	48.90	9	.04	.28	3		146.70	22.75	194.55	57.01
100003	MARLBORO BLACK BOX 100	20PK	CTN	48.90	10	.04	.32	3		146.70	11.39	195.00	57.07
100002	MARLBORO BLACK BOX K/S SOFTPACK	20PK	CTN	48.90	11	.04	.36	3		146.70	11.39	195.00	57.07
100006	MARLBORO BLEND BOX KING #54	20PK	CTN	53.90	12	.04	.40	3		161.70	12.55	214.80	57.05
100005	MARLBORO BLEND BOX KING #27	20PK	CTN	53.90	13	.04	.44	3		161.70	12.55	214.80	57.05
100024	MARLBORO BLACK SPEC BLEND BOX KING	20PK	CTN	53.90	14	.04	.48	3		161.70	12.55	214.80	57.05
100026	MARLBORO BLACK MEN SPEC BLEND BX KS	20PK	CTN	53.90	15	.04	.52	3		161.70	12.55	214.80	57.05
100028	MARLBORO BLACK MEN SPEC BLEND B 100	20PK	CTN	53.90	16	.04	.56	3		161.70	12.55	214.80	57.05
100057	VIRGINIA SLIM SILVER BOX 100	20PK	CTN	55.68	17	.04	.60	3		167.04	12.95	221.46	57.00
100054	VIRGINIA SLIM GOLD 120	20PK	CTN	55.68	18	.04	.64	3		167.04	12.95	221.46	57.00
100053	VIRGINIA SLIM GOLD MEN 120	20PK	CTN	55.68	19	.04	.68	3		167.04	12.95	221.46	57.00
100052	VIRGINIA SLIM GOLD MEN BOX 100	20PK	CTN	55.68	20	.04	.72	3		167.04	12.95	221.46	57.00
100051	VIRGINIA SLIM GOLD BOX 100	20PK	CTN	55.68	21	.04	.76	3		167.04	12.95	221.46	57.00
100001	MARLBORO BLEND BOX K/S SOFTPACK	20PK	CTN	43.90	22	.06	.82	5		219.50	10.25	293.00	57.17
100004	MARLBORO BLACK MEN BOX 100	20PK	CTN	48.90	23	.06	.88	5		244.50	11.39	325.00	57.07
100056	VIRGINIA SLIMS MENTHOL 100	20PK	CTN	55.68	24	.07	.95	5		278.40	12.95	369.10	57.00
100055	VIRGINIA SLIMS MENTHOL BOX 100	20PK	CTN	55.68	25	.07	1.02	5		278.40	12.95	369.10	57.00
100020	MARLBORO SILVER BOX 100	20PK	CTN	53.90	26	.08	1.10	6		323.40	12.55	429.60	57.05
100018	MARLBORO RED LABEL BOX 100	20PK	CTN	53.90	27	.08	1.18	6		323.40	12.55	429.60	57.05
100007	MARLBORO BLEND BOX 100 #54	20PK	CTN	53.90	28	.08	1.26	6		323.40	12.55	429.60	57.05
100008	MARLBORO BLUE MEN BOX K/S	20PK	CTN	53.90	29	.08	1.34	6		323.40	12.55	429.60	57.05
100027	MARLBORO BLACK SPEC BLEND BOX 100	20PK	CTN	53.90	30	.10	1.44	7		377.30	12.55	501.20	57.05
100032	MARLBORO VIRGINIA BLEND BOX 100	20PK	CTN	53.90	31	.11	1.55	8		431.20	12.55	572.80	57.05
100031	MARLBORO VIRGINIA BLEND BOX KING	20PK	CTN	53.90	32	.11	1.66	8		431.20	12.55	572.80	57.05
100029	MARLBORO SPEC BLEND RED BOX KING	20PK	CTN	53.90	33	.12	1.78	9		485.10	12.55	644.40	57.05
100022	MARLBORO SILVER MENTHOL BOX KING	20PK	CTN	53.90	34	.12	1.90	9		485.10	12.55	644.40	57.05
100021	MARLBORO SILVER BOX 72	20PK	CTN	53.90	35	.12	2.02	9		485.10	12.55	644.40	57.05
100019	MARLBORO SILVER BOX KING	20PK	CTN	53.90	36	.12	2.14	9		485.10	12.55	644.40	57.05

Velocity Report - Version 3 (continued)

CDR Customer Conference

V E L O C I T Y R E P O R T

J E A N N I N E G S W B P F R

4/05/13 16:27:51 Page 2

From: 01/01/13 To: 03/31/13
Warehouse: 1 MAIN WAREHOUSE

For -- B & D FOOD STORE

Cust #: 771230

Description	-Packed-	Unit	Unit Rank	Item %	Cumm %	Whole Units	Each Units	Net Dollars	Retail Price	Retail Dollars	Profit Dollars	Profit Pct.
100030	20PK	CTN	53.90	37	.15	2.29	11	592.90	12.55	1380.50	787.60	57.05
100023	20PK	CTN	53.90	38	.15	2.44	11	592.90	12.55	1380.50	787.60	57.05
108300	20PK	CTN	46.20	39	1.54	3.98	516	23839.20	6.19	31940.40	8101.20	25.36
115401	20PK	CTN	40.06	40	1.56	5.54	153	6129.18	9.35	14305.50	8176.32	57.16
100016	20PK	CTN	53.90	41	8.20	13.74	602	32447.80	12.55	75551.00	43103.20	57.05
100500	20PK	CTN	43.67	42	9.47	23.21	855	37337.85	12.95	87124.50	49786.65	57.14
119526	20PK	CTN	55.68	43	11.84	35.05	843	46938.24	12.95	109168.50	62230.26	57.00
113200	20PK	CTN	53.90	44	11.87	46.92	872	47000.80	12.55	109436.00	62435.20	57.05
120200	20PK	CTN	43.67	45	13.32	60.24	1203	52535.01	10.19	122585.70	70050.69	57.14
111700	20PK	CTN	43.67	46	16.65	76.89	1503	65636.01	10.19	153155.70	87519.69	57.14
118800	20PK	CTN	45.73	47	23.13	100.02	2001	91505.73	10.65	213106.50	121600.77	57.06
								8728	412996.32	938785.95	525789.63	

*** Class Totals ***

101 DISCOUNT CIGARETTES

Class	-Packed-	Unit	Unit Rank	Item %	Cumm %	Whole Units	Each Units	Net Dollars	Retail Price	Retail Dollars	Profit Dollars	Profit Pct.
100037	20PK	CTN	51.30	1	.03	.03	2	102.60	7.35	147.00	44.40	30.20
100036	20PK	CTN	51.30	2	.04	.07	3	153.90	7.35	220.50	66.60	30.20
100035	20PK	CTN	51.30	3	.04	.11	3	153.90	7.35	220.50	66.60	30.20
100034	20PK	CTN	51.30	4	.04	.15	3	153.90	7.35	220.50	66.60	30.20
100039	20PK	CTN	51.30	5	.06	.21	5	256.50	7.35	367.50	111.00	30.20
100038	20PK	CTN	51.30	6	.06	.27	5	256.50	7.35	367.50	111.00	30.20
100048	20PK	CTN	62.84	7	.11	.38	7	439.88	8.99	629.30	189.42	30.10
100042	20PK	CTN	62.84	8	.11	.49	7	439.88	8.99	629.30	189.42	30.10
100040	20PK	CTN	62.84	9	.11	.60	7	439.88	8.99	629.30	189.42	30.10
100044	20PK	CTN	62.84	10	.12	.72	8	502.72	8.99	719.20	216.48	30.10
100046	20PK	CTN	62.84	11	.14	.86	9	565.56	8.99	809.10	243.54	30.10
100045	20PK	CTN	62.84	12	.14	1.00	9	565.56	8.99	809.10	243.54	30.10
100049	20PK	CTN	62.84	13	.15	1.15	10	628.40	8.99	899.00	270.60	30.10
100047	20PK	CTN	62.84	14	.15	1.30	10	628.40	8.99	899.00	270.60	30.10
100043	20PK	CTN	62.84	15	.15	1.45	10	628.40	8.99	899.00	270.60	30.10
100041	20PK	CTN	62.84	16	.15	1.60	10	628.40	8.99	899.00	270.60	30.10
100033	20PK	CTN	51.30	17	.18	1.78	14	718.20	7.35	1029.00	310.80	30.20
102811	20PK	CTN	29.99	18	5.70	7.48	783	23482.17	4.29	33590.70	10108.53	30.09
125800	20PK	CTN	40.06	19	5.93	13.41	603	24156.18	5.75	34672.50	10516.32	30.33
102815	20PK	CTN	29.99	20	10.81	24.22	1485	44535.15	4.29	63706.50	19171.35	30.09
130585	20PK	CTN	34.79	21	12.40	36.62	1455	50619.45	4.99	72604.50	21985.05	30.28
101300	20PK	CTN	47.20	22	20.66	57.28	1805	85196.00	6.75	121837.50	36641.50	30.07
131761	20PK	CTN	41.09	23	42.73	100.01	1503	61758.27	9.15	137524.50	75766.23	55.09
								7756	297009.80	474330.00	177320.20	

*** Class Totals ***

*** Customer Totals ***

1413115.95 703109.83

710006.12

16484

297009.80

474330.00

177320.20

Velocity Report - Version 3 (continued)

CDR Customer Conference		V E L O C I T Y R E P O R T		JEANNINE GSWBPPF		4/05/13 16:27:51 Page 3	
From: 01/01/13 To: 03/31/13		(Customer By Class Summary)		For -- B & D FOOD STORE		HOUSTON TX Cust #: 771230	
Class	Description	Purchases	% Of Total	Retail			
100	PREMIUM CIGARETTES	412996.32	58.17	938785.95			
101	DISCOUNT CIGARETTES	297009.80	41.83	474330.00			
Final totals		710,006.12		1,413,115.95			

Customer By Class Summary

(Value of *C* entered for **Print Cust/Class *OR* Print Cust/Group Summary?** field.)

CDR Customer Conference		V E L O C I T Y R E P O R T	JEANNINE	BSKMPFR	4/08/13 10:58:55	Page 1
(Customer By Class Summary)						
From: 01/01/13 To: 03/31/13		For -- B & D FOOD STORE		HOUSTON	TX	Cust #: 771230
Class	Description	Purchases	% Of Total	Retail		
100	PREMIUM CIGARETTES	412996.32	52.78	938785.95		
101	DISCOUNT CIGARETTES	297009.80	37.96	474330.00		
200	CHEWING TOBACCO	4872.24	.62	5849.10		
201	SMOKING TOBACCO	41570.10	5.31	90478.08		
202	MOIST SNUFF	25800.00	3.30	4257.00		
300	CIGARS	185.97	.02	250.95		
Final totals		782,434.43		1,513,951.08		
** END OF REPORT **						

Corporate By Class Summary

(Value of *C* entered for **Print Cust/Class *OR* Print Cust/Group Summary?** field.)

CDR Customer Conference		V E L O C I T Y R E P O R T	JEANNINE	BSKMPFR	4/08/13 15:11:38	Page 13
(Corporate By Class Summary)						
From: 01/01/13 To: 03/31/13		For -- USA CONVENIENCE HEADQUARTERS		BATON ROUGE	LA	Corp #: 900100
Class	Description	Purchases	% Of Total	Retail		
100	PREMIUM CIGARETTES	1880233.12	84.35	2711193.60		
200	CHEWING TOBACCO	16880.08	.76	1850.64		
201	SMOKING TOBACCO	144818.70	6.50	31066.20		
202	MOIST SNUFF	187175.84	8.40	35336.40		
300	CIGARS	14.59	.00	19.70		
Final totals		2,229,122.33		2,779,466.54		
** END OF REPORT **						

Customer By Category Summary

(Value of *G* entered for **Print Cust/Class *OR* Print Cust/Group Summary?** field.)

CDR Customer Conference		V E L O C I T Y R E P O R T	JEANNINE	BSKMPFR	4/08/13 12:09:36	Page 1
(Customer By Category Summary)						
From: 01/01/13 To: 03/31/13		For -- B & D FOOD STORE		HOUSTON	TX	Cust #: 771230
Category	Description	Purchases	% Of Total	Retail		
1	CIGARETTES	710006.12	90.74	1413115.95		
2	TOBACCO	72242.34	9.23	100584.18		
3	CIGARS	185.97	.02	250.95		
Final totals		782,434.43		1,513,951.08		
** END OF REPORT **						

Velocity Item Summary

(Value of Y entered for Print Corp/Class Summary? and

C entered for Print Acct. Type/Item *OR* Print Corp/Item Summary? field.)

CDR Customer Conference		V E L O C I T Y (ITEM SUMMARY)		JEANNINE BSLHFFR		4/08/13 12:29:58 Page 1		BAYON ROUGE		LA CORP. #		900100	
From: 01/01/13 To: 03/31/13		For: -- USA CONVENIENCE HEADQUARTERS		JEANNINE BSLHFFR		4/08/13 12:29:58 Page 1		BAYON ROUGE		LA CORP. #		900100	
Category	Description	-Packed-	Unit	Rank	Item %	Cumm %	Whole Units	Each Units	Net Dollars	Retail Dollars	Profit Dollars	Profit Pct.	
111700	1 CIGARETTES												
119526	KOOL MENT 100 MILD	20PK	CTN	1	24.76	24.76	13114	461743.94	667502.60	205758.66	30.83		
120200	VIRGINIA SLIM SILVER MEN BOX 100	20PK	CTN	2	14.21	38.97	5886	269814.24	387887.40	118073.16	30.44		
115401	WINSTON 100 LIGHT	20PK	CTN	3	13.23	52.20	7007	246716.47	356656.30	109939.83	30.83		
113200	PALL MALL 100 BOX	20PK	CTN	4	12.73	64.93	7873	239811.58	345624.70	105813.12	30.62		
100500	MARLBORO GOLD BOX 100	20PK	CTN	5	9.59	74.52	4063	182267.08	261948.70	79681.62	30.42		
108300	CAMEL FILTER 85 BOX	20PK	CTN	6	8.99	83.51	4989	164237.88	238973.10	74735.22	31.27		
100016	B&H MENT 100 LT.	20PK	CTN	7	7.80	91.31	4209	149419.50	214238.10	64818.60	30.26		
118800	MARLBORO GOLD 100	20PK	CTN	8	5.32	96.63	2340	103006.80	147186.00	44179.20	30.02		
100008	VANTAGE MENT 100	20PK	CTN	9	2.94	99.57	1475	55061.75	79502.50	24440.75	30.74		
100009	MARLBORO BLUE MEN BOX K/S	20PK	CTN	10	.03	99.60	12	528.24	754.80	226.56	30.02		
100006	MARLBORO GOLD BOX KING	20PK	CTN	11	.03	99.63	12	528.24	754.80	226.56	30.02		
100011	MARLBORO BLEND BOX KING #54	20PK	CTN	12	.02	99.65	10	440.20	629.00	188.80	30.02		
100015	MARLBORO GOLD KING	20PK	CTN	13	.02	99.67	9	396.18	566.10	169.92	30.02		
100024	MARLBORO BLUE MEN 72	20PK	CTN	14	.02	99.69	9	396.18	566.10	169.92	30.02		
100028	MARLBORO BLACK SPEC BLEND BOX KING	20PK	CTN	15	.02	99.71	9	396.18	566.10	169.92	30.02		
100017	MARLBORO BLACK MEN SPEC BLEND B 100	20PK	CTN	16	.02	99.73	9	396.18	566.10	169.92	30.02		
100053	MARLBORO BLEND BOX K/S SOFTPACK	20PK	CTN	17	.02	99.75	11	370.92	537.90	166.98	31.04		
100014	MARLBORO RED LABEL BOX KING	20PK	CTN	18	.02	99.77	8	352.16	503.20	151.04	30.02		
100054	VIRGINIA SLIM GOLD 120	20PK	CTN	19	.02	99.79	7	320.88	461.30	140.42	30.44		
100055	MARLBORO BLACK BOX 100	20PK	CTN	20	.02	99.81	8	312.64	447.20	134.56	30.09		
100010	VIRGINIA SLIM GOLD MEN 120	20PK	CTN	21	.01	99.82	6	275.04	395.40	120.36	30.44		
100056	VIRGINIA SLIMS MENTHOL BOX 100	20PK	CTN	22	.01	99.83	6	275.04	395.40	120.36	30.44		
100013	MARLBORO GREEN MEN 72	20PK	CTN	23	.01	99.84	6	264.12	377.40	113.28	30.02		
100057	VIRGINIA SLIM GOLD BOX 100	20PK	CTN	24	.01	99.85	5	229.20	329.50	100.30	30.44		
100010	VIRGINIA SLIM SILVER BOX 100	20PK	CTN	25	.01	99.86	5	229.20	329.50	100.30	30.44		
100056	MARLBORO BLUE MEN BOX 100	20PK	CTN	26	.01	99.87	5	220.10	314.50	94.40	30.02		
100007	VIRGINIA SLIMS MENTHOL 100	20PK	CTN	27	.01	99.88	4	183.36	263.60	80.24	30.44		
100027	MARLBORO BLEND BOX 100 #54	20PK	CTN	28	.01	99.89	4	176.08	251.60	75.52	30.02		
100052	MARLBORO BLUE MEN 72	20PK	CTN	29	.01	99.90	4	176.08	251.60	75.52	30.02		
100052	MARLBORO BLACK SPEC BLEND BOX 100	20PK	CTN	30	.01	99.91	4	176.08	251.60	75.52	30.02		
100052	MARLBORO BLACK MEN BOX 100	20PK	CTN	31	.01	99.92	4	156.32	223.60	67.28	30.09		
100052	VIRGINIA SLIM GOLD MEN BOX 100	20PK	CTN	32	.01	99.93	3	137.52	197.70	60.18	30.44		
100012	MARLBORO GOLD MEN BOX 100	20PK	CTN	33	.01	99.94	3	132.06	188.70	56.64	30.02		
100026	MARLBORO BLACK MEN SPEC BLEND BX KS	20PK	CTN	34	.01	99.95	2	88.04	188.70	56.64	30.02		
100002	MARLBORO BLACK BOX K/S SOFTPACK	20PK	CTN	35	.01	99.96	2	88.04	167.70	50.46	30.09		
100005	MARLBORO BLEND BOX KING #27	20PK	CTN	36	.00	99.96	2	88.04	125.80	37.76	30.02		
100018	MARLBORO RED LABEL BOX 100	20PK	CTN	37	.00	99.96	2	88.04	125.80	37.76	30.02		
100019	MARLBORO SILVER BOX KING	20PK	CTN	38	.00	99.96	2	88.04	125.80	37.76	30.02		
100020	MARLBORO SILVER BOX 100	20PK	CTN	39	.00	99.96	2	88.04	125.80	37.76	30.02		

Velocity Item Summary (continued)

CDR Customer Conference V E L O C I T Y (ITEM SUMMARY) JEANNINE BSLHPR 4/08/13 12:29:58 Page 2

From: 01/01/13 To: 03/31/13

Description	For -- USA CONVENIENCE HEADQUARTERS		BATON ROUGE		Net Dollars	CORP. #	900100 Profit Dollars	900100 Profit Pct.		
	-Packed- Unit	Rank	Item %	Cumm %					Wholes Units	Each Units
100021 MARLBORO SILVER BOX 72	20PK	CTN	40	.00	99.96	2	88.04	125.80	37.76	30.02
100023 MARLBORO SILVER MENTHOL BOX 100	20PK	CTN	41	.00	99.96	2	88.04	125.80	37.76	30.02
100030 MARLBORO SPEC BLEND RED BOX 100	20PK	CTN	42	.00	99.96	2	88.04	125.80	37.76	30.02
100031 MARLBORO VIRGINIA BLEND BOX KING	20PK	CTN	43	.00	99.96	2	88.04	125.80	37.76	30.02
100022 MARLBORO SILVER MENTHOL BOX KING	20PK	CTN	44	.00	99.96	1	44.02	62.90	18.88	30.02
100029 MARLBORO SPEC BLEND RED BOX KING	20PK	CTN	45	.00	99.96	1	44.02	62.90	18.88	30.02
100032 MARLBORO VIRGINIA BLEND BOX 100	20PK	CTN	46	.00	99.96	1	44.02	62.90	18.88	30.02
*** Category Totals ***							51144	1880233.12	2711193.60	830960.48
*** Corporate Totals ***							51144	1880233.12	2711193.60	830960.48

Final totals
** END OF REPORT **

Velocity Summary By Item

(Value of Y entered for Print Item Summary? field.)

CDR Customer Conference		VELOCITY SUMMARY (BY ITEM)			JEANNINE	CVFZPFR	4/08/13 12:56:37		Page	1
From: 01/01/13 To: 03/31/13										
Item/UPC	Description	-Packed-	U/M	Whole Units	Each Units	Net Dollars	Retail Dollars	Profit Dollars	Profit Pct.	
Category 1 CIGARETTES										
108300	B&H MENT 100 LT.	20PK	CTN	516		23839.20	31940.40	8101.20	.25	
100033	BASIC BLUE BOX KING	20PK	CTN	14		718.20	1029.00	310.80	.30	
100034	BASIC BLUE BOX 100	20PK	CTN	3		153.90	220.50	66.60	.30	
100035	BASIC BLUE 100	20PK	CTN	3		153.90	220.50	66.60	.30	
131761	BASIC FF 100 BOX	20PK	CTN	1503		61758.27	137524.50	75766.23	.55	
100036	BASIC GOLD BOX KING	20PK	CTN	3		153.90	220.50	66.60	.30	
100037	BASIC GOLD BOX 100	20PK	CTN	2		102.60	147.00	44.40	.30	
100038	BASIC GOLD MENTHOL BOX KING	20PK	CTN	5		256.50	367.50	111.00	.30	
100039	BASIC GOLD MENTHOL BOX 100	20PK	CTN	5		256.50	367.50	111.00	.30	
100500	CAMEL FILTER 85 BOX	20PK	CTN	855		37337.85	87124.50	49786.65	.57	
101300	CARLTON MENTHOL	20PK	CTN	1805		85196.00	121837.50	36641.50	.30	
125800	DORAL FF MENT 100	20PK	CTN	603		24156.18	34672.50	10516.32	.30	
130585	GPC 100 ULTRA BOX	20PK	CTN	1455		50619.45	72604.50	21985.05	.30	
111700	KOOL MENT 100 MILD	20PK	CTN	1503		65636.01	153155.70	87519.69	.57	
102811	LIGGETT SELECT FF MENTH BOX 100	20PK	CTN	783		23482.17	33590.70	10108.53	.30	
102815	LIGGETT SELECT ULTRA 100 BX	20PK	CTN	1485		44535.15	63706.50	19171.35	.30	
100002	MARLBORO BLACK BOX K/S SOFTPACK	20PK	CTN	3		146.70	341.70	195.00	.57	
100003	MARLBORO BLACK BOX 100	20PK	CTN	3		146.70	341.70	195.00	.57	
100058	MARLBORO BLACK BOX 100 B2G\$2	20PK	CTN	3		146.70	341.25	194.55	.57	
100004	MARLBORO BLACK MEN BOX 100	20PK	CTN	5		244.50	569.50	325.00	.57	
100028	MARLBORO BLACK MEN SPEC BLEND B 100	20PK	CTN	3		161.70	376.50	214.80	.57	
100026	MARLBORO BLACK MEN SPEC BLEND BX KS	20PK	CTN	3		161.70	376.50	214.80	.57	
100024	MARLBORO BLACK SPEC BLEND BOX KING	20PK	CTN	3		161.70	376.50	214.80	.57	
100027	MARLBORO BLACK SPEC BLEND BOX 100	20PK	CTN	7		377.30	878.50	501.20	.57	
100001	MARLBORO BLEND BOX K/S SOFTPACK	20PK	CTN	5		219.50	512.50	293.00	.57	
100005	MARLBORO BLEND BOX KING #27	20PK	CTN	3		161.70	376.50	214.80	.57	
100006	MARLBORO BLEND BOX KING #54	20PK	CTN	3		161.70	376.50	214.80	.57	
100007	MARLBORO BLEND BOX 100 #54	20PK	CTN	6		323.40	753.00	429.60	.57	
100008	MARLBORO BLUE MEN BOX K/S	20PK	CTN	6		323.40	753.00	429.60	.57	
100010	MARLBORO BLUE MEN BOX 100	20PK	CTN	2		107.80	251.00	143.20	.57	
100013	MARLBORO BLUE MEN 72	20PK	CTN	4		215.60	502.00	286.40	.57	
100009	MARLBORO GOLD BOX KING	20PK	CTN	2		107.80	251.00	143.20	.57	
113200	MARLBORO GOLD BOX 100	20PK	CTN	872		47000.80	109436.00	62435.20	.57	
100011	MARLBORO GOLD KING	20PK	CTN	2		107.80	251.00	143.20	.57	
100012	MARLBORO GOLD MEN BOX 100	20PK	CTN	2		107.80	251.00	143.20	.57	
100016	MARLBORO GOLD 100	20PK	CTN	602		32447.80	75551.00	43103.20	.57	
100014	MARLBORO GREEN MEN 72	20PK	CTN	2		107.80	251.00	143.20	.57	
100017	MARLBORO RED LABEL BOX KING	20PK	CTN	2		107.80	251.00	143.20	.57	
100018	MARLBORO RED LABEL BOX 100	20PK	CTN	6		323.40	753.00	429.60	.57	
100019	MARLBORO SILVER BOX KING	20PK	CTN	9		485.10	1129.50	644.40	.57	
100020	MARLBORO SILVER BOX 100	20PK	CTN	6		323.40	753.00	429.60	.57	

CDR Customer Conference		VELOCITY SUMMARY (BY ITEM)			JEANNINE	CVFZPFR	4/08/13 12:56:37		Page	2
From: 01/01/13 To: 03/31/13										
Item/UPC	Description	-Packed-	U/M	Whole Units	Each Units	Net Dollars	Retail Dollars	Profit Dollars	Profit Pct.	
100021	MARLBORO SILVER BOX 72	20PK	CTN	9		485.10	1129.50	644.40	.57	
100022	MARLBORO SILVER MENTHOL BOX KING	20PK	CTN	9		485.10	1129.50	644.40	.57	
100023	MARLBORO SILVER MENTHOL BOX 100	20PK	CTN	11		592.90	1380.50	787.60	.57	
100029	MARLBORO SPEC BLEND RED BOX KING	20PK	CTN	9		485.10	1129.50	644.40	.57	
100030	MARLBORO SPEC BLEND RED BOX 100	20PK	CTN	11		592.90	1380.50	787.60	.57	
100031	MARLBORO VIRGINIA BLEND BOX KING	20PK	CTN	8		431.20	1004.00	572.80	.57	
100032	MARLBORO VIRGINIA BLEND BOX 100	20PK	CTN	8		431.20	1004.00	572.80	.57	
100040	MERIT BLUE BOX KING	20PK	CTN	7		439.88	629.30	189.42	.30	
100041	MERIT BLUE BOX 100	20PK	CTN	10		628.40	899.00	270.60	.30	
100042	MERIT BLUE 100	20PK	CTN	7		439.88	629.30	189.42	.30	
100043	MERIT BRONZE BOX KING	20PK	CTN	10		628.40	899.00	270.60	.30	
100044	MERIT BRONZE BOX 100	20PK	CTN	8		502.72	719.20	216.48	.30	
100045	MERIT GOLD BOX KING	20PK	CTN	9		565.56	809.10	243.54	.30	
100046	MERIT GOLD MENTHOL 100	20PK	CTN	9		565.56	809.10	243.54	.30	
100047	MERIT GOLD 100	20PK	CTN	10		628.40	899.00	270.60	.30	
100048	MERIT SILVER MENTHOL K/S	20PK	CTN	7		439.88	629.30	189.42	.30	
100049	MERIT SILVER MENTHOL 100	20PK	CTN	10		628.40	899.00	270.60	.30	
115401	FALL MALL 100 BOX	20PK	CTN	153		6129.18	14305.50	8176.32	.57	
118800	VANTAGE MENT 100	20PK	CTN	2001		91505.73	213106.50	121600.77	.57	
100051	VIRGINIA SLIM GOLD BOX 100	20PK	CTN	3		167.04	388.50	221.46	.57	
100052	VIRGINIA SLIM GOLD MEN BOX 100	20PK	CTN	3		167.04	388.50	221.46	.57	
100053	VIRGINIA SLIM GOLD MEN 120	20PK	CTN	3		167.04	388.50	221.46	.57	
100054	VIRGINIA SLIM GOLD 120	20PK	CTN	3		167.04	388.50	221.46	.57	
100057	VIRGINIA SLIM SILVER BOX 100	20PK	CTN	3		167.04	388.50	221.46	.57	
119526	VIRGINIA SLIM SILVER MEN BOX 100	20PK	CTN	843		46938.24	109168.50	62230.26	.57	
100055	VIRGINIA SLIMS MENTHOL BOX 100	20PK	CTN	5		278.40	647.50	369.10	.57	
100056	VIRGINIA SLIMS MENTHOL 100	20PK	CTN	5		278.40	647.50	369.10	.57	
120200	WINSTON 100 LIGHT	20PK	CTN	1203		52535.01	122585.70	70050.69	.57	
*** Category Totals ***				16484		710006.12	1413115.95	703109.83		
Final totals				16484		710006.12	1413115.95	703109.83		
** END OF REPORT **										

Veloc. Item/Cust Summary

(Value of Y entered for Print Item/Cust Summary? field.)

Cust #		Name	Full	Eaches	Dollars
CDR Customer Conference Veloc. Item/Cust Summary JEANNINE GWR6PFR 4/08/13 13:37:03 Page 1					
From: 01/01/13 To: 03/31/13					
Item/UPC: 306557 WHITE OWL BLUNT GRAPE					
99000	99	MART PLUS	3		48.75
100001	STOP 'N SHOP		1		16.25
100003	BOB'S SHELL		5		81.25
100222	TODD'S COUNTRY CORNER		1		16.25
100301	THREE RIVERS CHEVRON		1		16.25
100801	BARON EXPRESS #2 BP		2		32.50
100802	CRANKY CORNER QUICK STOP		3		48.75
100850	EXPRESS WAY FOOD MART		2		29.18
100857	JR FOOD MART - FOLSOM		1		16.25
100900	JR FOOD MART - ABITA		1		16.25
300133	SAIA'S SUPERMARKET		26		422.50
320033	KINGS GROCERY		1		16.25
320055	OCEAN SPRINGS QUICK STOP		13		211.25
320091	LIL SHORT STOP - VANCLEVE		1		16.25
320092	LIL SHORT STOP - OCEAN SPRINGS		1		16.25
380100	MISSISSIPPI STOP N GO		1		16.25
380110	MISS STOP N GO #110		2		32.50
500101	UNION GROVE GROCERY		2		32.50
700180	L & M GROCERY		5		81.25
770005	PARK IT MARKET		1		16.25
771230	B & D FOOD STORE		3		48.75
800237	DANNY & CLYDE'S FOOD STORE #20		1		16.25
800333	KINGS FOREST EXXON		1		16.25
900600	USA CONVENIENCE STORE #600		1		14.59
Totals For: 306557 WHITE OWL BLUNT GRAPE			79		1278.77

Cust #		Name	Full	Eaches	Dollars
CDR Customer Conference Veloc. Item/Cust Summary JEANNINE GWR6PFR 4/08/13 13:37:03 Page 2					
From: 01/01/13 To: 03/31/13					
Item/UPC: 303778 WINCHESTER LITTLE CIGAR					
99000	99	MART PLUS	3		137.22
100001	STOP 'N SHOP		1		39.70
100003	BOB'S SHELL		5		198.50
100222	TODD'S COUNTRY CORNER		1		39.70
100301	THREE RIVERS CHEVRON		1		39.70
100801	BARON EXPRESS #2 BP		2		79.40
100802	CRANKY CORNER QUICK STOP		3		119.10
100850	EXPRESS WAY FOOD MART		2		72.80
100857	JR FOOD MART - FOLSOM		1		39.70
100900	JR FOOD MART - ABITA		1		39.70
300133	SAIA'S SUPERMARKET		25		992.50
320033	KINGS GROCERY		1		38.26
320055	OCEAN SPRINGS QUICK STOP		13		497.38
320091	LIL SHORT STOP - VANCLEVE		1		38.26
320092	LIL SHORT STOP - OCEAN SPRINGS		1		38.26
380100	MISSISSIPPI STOP N GO		1		38.26
380110	MISS STOP N GO #110		2		76.52
500101	UNION GROVE GROCERY		2		79.40
700180	L & M GROCERY		5		198.50
770005	PARK IT MARKET		1		45.74
771230	B & D FOOD STORE		3		137.22
800237	DANNY & CLYDE'S FOOD STORE #20		1		39.70
800333	KINGS FOREST EXXON		1		39.70
Totals For: 303778 WINCHESTER LITTLE CIGAR			77		3065.22
Final totals			156		4343.99
** END OF REPORT **					

Customer Monthly Movement Report

The Customer Monthly Movement application is used to detail the sales activity of an individual customer or a corporate customer for one or more months within a year.

```

User: JEANNINE          Menu: RPCV1          Date: 3/19/10
=====
> R E P O R T S <=====
=====
|||||||
THE  || 1. Customer Reports
DAC  || 2. Item Reports
SYSTEM || 3. A/R Reports
||||||| 4. Billing Reports
||||||| 5. Inventory Reports
||||||| 6. Purchasing Reports
||||||| 7. Tax Reports
||||||| 8. Sales Analysis Reports
||||||| 9. Labels
||||||| 10. Order Books

M E N U   C A L L S
19. Credit Reports    20. Salesman Reports    21.
22.                  23. Dac Main Menu     90. Sign Off
=====
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```

1. Select option 8 (Sales Analysis Reports) from the Reports screen. The Sales Analysis screen appears.

```

User: JEANNINE          Menu: SARCV1          Date: 3/19/10
=====
> S A L E S   A N A L Y S I S <=====
=====
||||||| 1. Customer Sales/Cost PTD & YTD  11. Cust Monthly Sales Report
THE  || 2. WTD/YTD Company Profile          12. Cust Monthly Unit Sales
DAC  || 3. DAILY/PTD Company Profile      13. Vendor Monthly Analysis
SYSTEM || 4. WTD/YTD Salesman Profile      14. Delivery Route Profitability
||||||| 5. DAILY/PTD Salesman Profile     15. Customer Profit Ranking
||||||| 6. Customer Profitability        16. Company Profile Avg Cost M/Y
||||||| 7. Work with Cust/Class Analysis  17. Salesman Analysis
||||||| 8. Cust/Category Sales By Date   18. Customer Profitability #2
||||||| 9. Customer Monthly Movement
||||||| 10. Customer Ranking Report

M E N U   C A L L S
19.                20.                21. Reports
22.                23. Dac Main Menu    90. Sign Off
=====
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```

2. Select option 9 (Customer Monthly Movement) from the Sales Analysis screen. The Customer Monthly Movement screen appears.

```

CVVWPVR  ENTER  CDR Customer Conference          3/19/10  9:05:14
                Customer Monthly Movement

Type choices, press Enter.

                Year (20xx)  2010
                Period (1-12)

                Corporate Number
                ** OR **
                Customer Number
                ** OR **
                Salesman
                ** OR **
                Billing Matrix

F3=Exit  F4=Search  F6=Print

```

Customer Monthly Movement Report

Creative Data Research		Customer Monthly Movement		CDRL	CVVVFFR	9/19/02 16:02:49 Page 37				*****					
Item Number	Description	Sell Unit	U/M Retail Avg. Pft % Usage	01	02	03	04	05	06	07	08	09	10	11	12
Corporate # 711000 7-ELEVEN															
Period 8 2002															

U S A G E P E R P E R I O D *****															
Total 1312 MISCELLANEOUS SANDWICHES 18 12920 10395 9563 10367 12839 15117 14053 15513 15504 0 0 0 0 0 0															
800910	BAR-S SLICED BACON 24/12 OZ.	24 CSE	31.89	57	54	58	53	55	50	60	67	0	0	0	0
808378	O/M LUNCHABLE HAM&SWISS 16/4.5 OZ.	16 CSE	25.64	230	193	238	240	287	219	222	232	0	0	0	0
808402	O/M LUNCHABLE TKY/CHEDDAR 16/4.5 OZ	16 CSE	25.66	297	248	283	321	372	285	319	306	0	0	0	0
809723	O/M ALL MEAT BOLOGNA 12/8 OZ.	12 CSE	34.94	36	28	36	31	47	37	39	36	0	0	0	0
809730	O/M BEEF BOLOGNA 12/8 OZ.	12 CSE	27.44	30	25	26	26	36	34	41	30	0	0	0	0
809947	O/M SLICED CHOPPED HAM 12/8 OZ.	12 CSE	37.24	41	31	53	35	37	48	38	39	0	0	0	0
809970	O/M SLICED COTTO SALAMI 12/8 OZ.	12 CSE	24.56	35	26	31	32	36	35	40	40	0	0	0	0
809988	O/M SMOKED COOKED HAM 15/6 OZ.	15 CSE	34.77	47	36	41	47	58	46	53	48	0	0	0	0
810700	DECKER MEAT BOLOGNA 24/12OZ.	24 CSE	.00	0	0	0	0	0	0	0	0	0	0	0	0
810990	BAR-S MEAT BOLOGNA 16/12 OZ.	16 CSE	38.07	50	46	47	46	56	39	58	59	0	0	0	0
811307	BAR-S JUMBO MEAT FRANKS 12/1#	12 CSE	32.90	115	99	106	112	125	129	124	123	0	0	0	0
816680	BUDDIG SLICED BEEF 24/2.5 OZ. BAGS	24 BOX	36.71	29	37	22	18	19	41	27	46	0	0	0	0
816682	BUDDIG SLICED CHICKEN 24/2.5OZBAGS	24 BOX	36.68	32	22	25	27	44	24	35	47	0	0	0	0
816684	BUDDIG SLICED HAM 24/2.5 OZ. BAGS	24 BOX	36.70	32	33	25	26	42	31	32	45	0	0	0	0
816686	BUDDIG SLICED TURKEY 24/2.5OZ BAGS	24 BOX	36.64	33	29	27	27	47	30	34	47	0	0	0	0
816688	BUDDIG SLI OV/RST TURKEY 24/2.5OZ	24 BOX	36.71	30	26	26	23	46	23	33	40	0	0	0	0
865058	SCHWAB'S SMOKED HOT LINKS 10/12 OZ.	10 CSE	28.28	139	162	139	133	158	115	135	136	0	0	0	0
Total 1320 LUNCH MEAT * RETAIL PACKS 17 1233 1119 1096 1165 1187 1499 1153 1298 1341 0 0 0 0 0 0															
602710	PINATA CORN TORTILLAS 6.5" 12/9OZ.	12 CSE	.00	0	1	0	0	0	0	0	0	0	0	0	0
602715	PINATA FLOUR TORTILLAS 8" 12/12.5OZ	12 CSE	.00	0	1	0	2	0	0	0	0	0	0	0	0
608463	P/B BIG CNTRY BM BISC 12/10CT 85370	12 CSE	40.25	77	75	68	92	55	71	55	100	100	0	0	0
Total 1325 BISCUITS/TORTILLAS 3 77 77 68 95 55 71 55 100 100 0 0 0 0 0 0															
600627	KR PARKAY OLEO QUARTERS 30/1LB	30 CSE	41.14	16	13	17	15	15	12	19	16	0	0	0	0
600690	SHEDD'S MINI CROCK 18/2-8 OZ.	18 CSE	37.17	57	59	56	53	61	52	65	55	0	0	0	0
603423	KRAFT FRENCH ONION DIP 12/8 OZ.	12 CSE	40.25	51	49	47	51	61	52	51	50	0	0	0	0
604074	KRAFT CHEEZ WHIZ 12/15 OZ.	12 CSE	34.17	9	8	7	7	9	10	13	8	0	0	0	0
604074	KRAFT PHIL CREAM CHEESE 6/3 OZ.	6 BOX	33.96	64	56	33	64	80	73	88	70	0	0	0	0
604350	PHILLY STRAW/CHEESECAKE BAR 6/1.5OZ	6 BOX	35.99	354	0	409	480	583	399	503	454	0	0	0	0
604355	PHILLY CLSC CHEESECAKE BAR 6/1.5OZ.	6 BOX	35.99	272	0	422	378	415	282	341	338	0	0	0	0
604365	PHILLY WHITE-CHOC RASP BAR 6/1.5OZ.	6 BOX	35.99	266	0	410	379	396	271	338	333	0	0	0	0
904384	PHILLY SNACK BAR HI-VIS RACK#904384	1 EA	.00	26	0	206	0	0	0	0	0	0	0	0	0
604611	KRAFT VELVEETA CHEESE 12/8 OZ.	12 CSE	34.50	19	17	17	18	22	16	24	19	0	0	0	0
605022	KRAFT I/W AMERICAN SINGLES 12/8 OZ.	12 CSE	34.41	67	58	68	77	71	69	74	63	0	0	0	0
605240	KRAFT DLX SLICED AMERICAN 12/8 OZ.	12 CSE	31.93	24	24	20	18	22	29	24	26	0	0	0	0
605400	KRAFT MILD CHEDDAR CUBES 12/1.5OZ.	12 BOX	33.95	27	0	0	0	1	102	53	60	0	0	0	0
605850	KRAFT MILD CHEDDAR CUBES 12/8 OZ.	12 CSE	.00	13	18	19	26	23	0	0	0	0	0	0	0
605860	KRAFT NAT MILD CHEDDAR 12/8OZ #194	12 CSE	32.93	33	30	37	35	38	31	33	34	0	0	0	0
605865	KRAFT HALFMOON CHEDDAR 12/10OZ #205	12 CSE	35.14	33	34	31	35	40	26	32	40	0	0	0	0
606236	KRAFT GRATED PARMESAN 24/3 OZ	24 CSE	34.65	6	5	5	4	7	5	4	8	0	0	0	0
Total 1330 PACKAGED CHEESE/DIPS/OLEO/DAIRY 17 1337 372 341 1845 1647 1844 1439 1646 1552 0 0 0 0 0 0															

Customer Monthly Movement Report (continued)

Creative Data Research		Customer Monthly Movement		CDRI	CVVVPFR	9/19/02 16:02:49		Page	38							
Corporate # 711000 7-ELEVEN		Period 8 2002		***** U S A G E P E R P E R I O D *****												
Item Number	Description	Sell Unit	U/M Retail Pft %	Avg. Usage	01	02	03	04	05	06	07	08	09	10	11	12
630810	TROP PURE PREM ORANGE JUICE 12/13OZ	12	CSE .00	68	224	209	114	0	0	0	0	0	0	0	0	0
630811	TROP P/PREM O.J.NO PULP 12/14OZ PET	12	CSE 30.23	262	0	0	212	283	418	357	437	388	0	0	0	0
630812	TROP P/PREM O.J. W/PULP 12/14OZ PET	12	CSE 30.23	166	0	0	207	238	246	184	247	207	0	0	0	0
Total 1340 REFRIGERATED BEVERAGES		3		496	224	209	533	521	664	541	684	595	0	0	0	0
Final totals		1495		224890	204183	187831	216415	218117	250413	212823	275619	232978	0	0	0	0

End Of Day Reports

The following reports are always generated during end of day processing:

- A/R Daily Recap*
- Cancelled Order Report
- Daily Sales Journal*
- Expired Contract List*
- Expired Deals/Promotions*
- Expired Retail Audit List
- G/L Inventory Prt/Post
- G/L Report*
- Invoice Register*
- Lost Sales By Sales Rep And Customer*

The following optional reports can also be generated during end of day processing at the discretion of the user:

- Credits By Customer
- Credits By Reason Code
- Credits By Salesman
- Credits By Warehouse Area
- Credits By Warehouse Area and Reason Code
- Daily Adjustments And Payments*
- Daily Customer Lost Sales*
- Daily Line Items By Zone*
- Daily Lost Sales By Buyer*
- Daily Salesman Profile Report
- Daily Company Profile Report
- Invoice Exception Report*
- Large Credits*
- Line/Unit Count By Category*
- Order Exception Report*
- Route Delivery Manifest

*An example of this report is included on the following pages.

A/R Daily Recap

Creative Data Research		A/R Daily Recap	KIM	BSOEPFR	11/11/97 16:11:37	Page 1
A/R Beginning Balance		450891.31				
26	Invoices (From Billing)	3092.75				
1	Invoices (From A/R)	200.00				
5	Credits	3430.00CR				
0	Debit Adjustments	.00				
2	Credit Adjustments	414.70CR				
11	Payments	8865.15				
0	Discounts Taken	.00				
A/R Ending Balance :		441474.21	Audit Balance:		Difference:	
** END OF REPORT **						

Daily Adjustments And Payments

Creative Data Research		Daily Adjustments & Payments		KAREN	DSVEPFR	12/01/92 10:47:06	Page 1
Corp. Number	Cust. Number	Customer Name	Original Amount	Remaining Amount	Check Number	Reason	
261250		CORPORATE TRANSACTION	1000.00	1000.00			
261250		CORPORATE TRANSACTION	1000.00	1000.00			
Totals For: P			2000.00				
Final totals			2000.00				
** END OF REPORT **							

Daily Customer Lost Sales

Creative Data Research		Daily Customer Lost Sales		KAREN	BSJCPFR	4/27/93 14:55:37	Page 1			
Invoice Number	Invoice Date	Item Number	U/M	Description	Quantity Ordered	Quantity Shipped	Lost Qty	Lost Sale	Lost Base Cost	Lost Profit
2251	3/22/93	535600	2 BOX	SNICKERS BAR 48/CT	1		1	15.11	14.00	1.11
2251	3/22/93	535600	2 BOX	SNICKERS BAR 48/CT	5	3	2	30.22	28.00	2.22
Customer 103200 ABSTON C. STORE # 1								45.33	42.00	3.33
Final totals					Total Lost Sale			45.33	42.00	3.33
** END OF REPORT **										

Daily Line Items By Zone

Creative Data Research		Daily Line Items By Zone	KAREN	BSM0PFR	4/27/93 14:56:09 Page	1
		Total Lines				
Warehouse 1	DEFAULT WAREHOUSE (SYSTEM)					
Route No. COV001						
Total For Area:						61
Total For Area: A						50
Total For Area: B						158
Total For Area: C						60
Total For Area: D						19
Total For Area: E						1
Total For Area: F						1
Total For Area: G						2
Total For Area: H						18
Total For Area: I						1
Total For Area: M						1
Total For Area: 7						1
Total For Route: COV001	CITY OF COVINGTON					373
Route No. COV002						
Total For Area: A						15
Total For Area: B						2
Total For Route: COV002	EARL'S TUESDAY RUN					17
Route No. COV003						
Total For Area: A						1
Total For Route: COV003	FRED'S ROUTE					1
Route No. COV005						
Total For Area: A						1
Total For Area: H						1
Total For Route: COV005	DAVID'S TGIF					2
Route No. COV006						
Total For Area:						5
Total For Whse: 1						429
Final totals						429
** END OF REPORT **						

Daily Lost Sales By Buyer

Creative Data Research		Daily Lost Sales By Buyer			JTIPPIN	BSL4PFR	8/30/99 11:14:20 Page		1
Warehouse 1	MAIN WAREHOUSE								
Current Buyer 10	SUZY SMITH								
Item Number	Description	Line Count	Total Lost Qty	Units Onhand	Sell Unit	Units On Order	Buying Unit	Location	Buy Sts
535600	SNICKERS BAR 48/CT	48 COUNT	48 COUNT	1	3.0	74.0	BOX	.0	3 CSE A0223 A
Vendor 400001 M & M MARS CANDY COMPANY					Total Lost Sales		68.67	Percent of Total 100.00	
Buyer Totals 10		Total Lost Sales	68.67	Percent of Total 100.00					
Final totals		Lost Sales	68.67						
** END OF REPORT **									

Daily Sales Journal

Creative Data Research		Daily Sales Journal			KAREN	BSM1PFR	6/29/95 11:24:32 Page		1	
Invoice Number	Customer Number	Name	Invoice Amount	Invoice Base Cost	Profit	Profit %	Cig. Ctns.	Tax Stamps	Sales Tax	Potential Commission
Sales Rep. 000007		BOB HOROVITCH								
3845	30100	A.J.'S BEACON	9.00	.01	8.99	99.88		.00	.00	.90
Sales Rep. Totals 000007			9.00	.01	8.99	99.88				.90
Creative Data Research		Daily Sales Journal			KAREN	BSM1PFR	6/29/95 11:24:32 Page		2	
Invoice Number	Customer Number	Name	Invoice Amount	Invoice Base Cost	Profit	Profit %	Cig. Ctns.	Tax Stamps	Sales Tax	Potential Commission
Sales Rep. 10		SUSAN BLACKWELL								
3894	200231	CDR CONVENIENCE STORE #100						.00	.00	
3895	200231	CDR CONVENIENCE STORE #100						.00	.00	
3904	200231	CDR CONVENIENCE STORE #100	40.66	121.08	80.42-	197.78-	4	1.79	.00	8.05-
3906	200231	CDR CONVENIENCE STORE #100						.00	.00	
3907	200231	CDR CONVENIENCE STORE #100	142.90	96.56	46.34	32.42	5	9.10	.00	4.64
Sales Rep. Totals 10			183.56	217.64	34.08-	18.56-	9	10.89		3.41-
Final totals			192.56	217.65	25.09-	13.02-	9	10.89		2.51-
** END OF REPORT **										

Expired Contract List

Creative Data Research-SUPPORT		Expired Contract List			JTIPPIN	DSQ5PFR	8/16/99 13:53:47 Page		1		
Billing Matrix	Cust. Number	Cat. #	Sales Class	Prod. Class	Item Number	Contract Type	Contract Percent	Price Amount	Cost Amount	Start Date	End Date
	127850	2				List Less	4.00			8/15/99	
	127850	5				List Less	4.00			8/15/99	
	127850	6				List Less	4.00			8/15/99	
	127850	7				List Less	4.00			8/15/99	
	127850	9				List Less	4.00			8/15/99	
	127850	10				List Less	4.00			8/15/99	
	127850	11				List Less	4.00			8/15/99	
12000		2				List Less	2.00			8/15/99	
12000		5				List Less	2.00			8/15/99	
12000		6				List Less	3.00			8/15/99	
12000		7				List Less	4.00			8/15/99	
12000		9				List Less	4.00			8/15/99	
12000		10				List Less	4.00			8/15/99	
12000		11				List Less	4.00			8/15/99	
** END OF REPORT **											

Expired Deals/Promotions

Creative Data Research-SUPPORT Print Expired Deals / Promotions JTIPPIN DSN6PFR 8/18/99 15:38:05 Page 1

Description		Started	End Date	Total Sale	Cost Amount	Qty Sold	Unit	Promo	Extension
Type A Customer Promotions									
Item Number 104200		BASIC FULL FLAVOR 100							
Customer Number	Customer Name	Started	End Date	Total Sale	Cost Amount	Total Qty Sold	Unit	Promo Amount	Promotion Extension
100407	DANIEL'S GROCERY	8/01/99	8/18/99	117.40	130.90	10	CTN	2.86	28.60
	Salesman 26 REGGIE JOHNSON			117.40	130.90	10		28.60	
104200	BASIC FULL FLAVOR 100	8/01/99	8/18/99	117.40	130.90	10	CTN	2.86	28.60
Item Number 104201		BASIC LIGHT 100							
Customer Number	Customer Name	Started	End Date	Total Sale	Cost Amount	Total Qty Sold	Unit	Promo Amount	Promotion Extension
100407	DANIEL'S GROCERY	8/01/99	8/18/99	117.40	130.90	10	CTN	2.86	28.60
	Salesman 26 REGGIE JOHNSON			117.40	130.90	10		28.60	
104201	BASIC LIGHT 100	8/01/99	8/18/99	117.40	130.90	10	CTN	2.86	28.60
Type A									

Creative Data Research-SUPPORT Print Expired Deals / Promotions JTIPPIN DSN6PFR 8/18/99 15:38:05 Page 2

Description		Started	End Date	Total Sale	Cost Amount	Qty Sold	Unit	Promo	Extension
Type P Salesman Promotions									
Item Number 100302		PRIME LIGHT KING							
Customer Number	Customer Name	Started	End Date	Total Sale	Cost Amount	Total Qty Sold	Unit	Promo Amount	Promotion Extension
100815	CASEY'S STOP	5/01/98	8/18/99	25.82	24.98	2	CTN	.15	.30
	Salesman 02 JAMES PATTON			25.82	24.98	2			.30
100407	DANIEL'S GROCERY	5/01/98	8/18/99	122.10	117.90	10	CTN	.15	1.50
	Salesman 26 REGGIE JOHNSON			122.10	117.90	10		1.50	
100302	PRIME LIGHT KING	5/01/98	8/18/99	147.92	142.88	12	CTN	.15	1.80
Type P									
** END OF REPORT **									

G/L Report

James Wholesale Co., Inc. G/L Report CDR1 GSDLPFR 6/24/99 8:22:19 Page 1

Company TRN

Application 001 ACCOUNTS RECEIVABLE

TYPE / RSN	Description	Debit Cost Center	Debit Account	Credit Cost Center	Credit Account	Post Sts	Amount
P		10	100	10	110	P	

Application 001 ACCOUNTS RECEIVABLE

Company TRN

James Wholesale Co., Inc. G/L Report CDR1 GSDLPFR 6/24/99 8:22:19 Page 2

Company 001

Application 001 ACCOUNTS RECEIVABLE

TYPE / RSN	Description	Debit Cost Center	Debit Account	Credit Cost Center	Credit Account	Post Sts	Amount
A	B BILLED TO WRONG ACCOUNT	10	120	10	110	P	
A	D DAMAGED GOODS	10	120	10	110	P	
A	G GOODWILL CREDIT	10	120	10	110	P	
A	N NSF CHECK CHARGE	10	810	10	110	P	
A	O OVERCHARGE ADJUSTMENT	10	400	10	110	P	
A	R RETURNS	10	120	10	110	P	
A	S SHORT	10	120	10	110	P	
A	V UNSALABLE RETURNS	10	400	11 10	110 20	P	
P		10	100	10 10	110 10	P	82,668.68

Application 001 ACCOUNTS RECEIVABLE 82,668.68

James Wholesale Co., Inc. G/L Report CDR1 GSDLPFR 6/24/99 8:22:19 Page 3

Company 001

Application 002 CATEGORY SALES

SALES GRP	CATEGORY	Description	Debit Cost Center	Debit Account	Credit Cost Center	Credit Account	Post Sts	Amount
1	CIGARETTES		10	110	10	400	1 P	56,741.51
2	TOBACCO		10	110	10 10	400	2 P	8,953.08
3	CANDY		10	110	10 10	400	3 P	3,827.06
4	IN HOUSE SUPPLIES		10	110	10 10	400	4 P	450.82
5	DRUGS		10	110	10 10	400	5 P	1,023.55
6	DRINKS		10	110	10 10	400	6 P	1,071.25
7	PRIVATE LABEL CIGARETTES		10	110	10 10	400	7 P	
8	GROCERY ITEMS		10	110	10 10	400	8 P	357.09
9	MISCELLANEOUS		10	110	10 10	400	9 P	155.86
10	AUTOMOTIVE		10	110	10 10	400	9 P	718.48
11	CIGARETTE RETURNS		10	110	20 10	400	11 P	
12	TOACCO RETURNS		10	110	20 10	400	12 P	
13	CANDY RETURNS		10	110	20 10	400	13 P	
14	IN HOUSE SUPPLIES RETURNS		10	110	20 10	400	14 P	
15	DRUG RETURNS		10	110	20 10	400	15 P	
16	DRINK RETURNS		10	110	20 10	400	16 P	
17	PRIVATE LABEL CIGARETTE RETURNS		10	110	20 10	400	17 P	
18	GROCERY ITEM RETURNS		10	110	20 10	400	18 P	
19	MISCELLANEOUS RETURNS		10	110	20 10	400	19 P	

Application 002 CATEGORY SALES 73,298.70

G/L Report (continued)

James Wholesale Co., Inc. G/L Report CDRI GSDLPFR 6/24/99 8:22:19 Page 4

Company 001

Application 003 CATEGORY COST

SALES GRP	CATEGORY	Description	Debit Cost Center	Debit Account	Credit Cost Center	Credit Account	Post Sts	Amount
	1	CIGARETTES	10	410	1 10	410	25 P	54,984.05
	2	TOBACCO	10	410	2 10	410	25 P	8,222.11
	3	CANDY	10	410	3 10	410	25 P	3,500.89
	4	IN HOUSE SUPPLIES	10	410	4 10	410	25 P	328.77
	5	DRUGS	10	410	5 10	410	25 P	861.61
	6	DRINKS	10	410	6 10	410	25 P	969.66
	7	PRIVATE LABEL CIGARETTES	10	410	7 10	410	25 P	
	8	GROCERY ITEMS	10	410	8 10	410	25 P	314.37
	9	MISCELLANEOUS	10	410	9 10	410	25 P	67.19
Application 003 CATEGORY COST								69,248.65

James Wholesale Co., Inc. G/L Report CDRI GSDLPFR 6/24/99 8:22:19 Page 5

Company 001

Application 004 INVENTORY

TY/CAT/RSN	Description	Debit Cost Center	Debit Account	Credit Cost Center	Credit Account	Post Sts	Amount
A 1 F	CIGARETTES	10	410	25 10	120	1	
A 1 H	CIGARETTES	10	410	25 10	120	1	
A 1 M	CIGARETTES	10	410	25 10	120	1	
A 1 S	CIGARETTES	10	410	25 10	120	1	
A 1 T	CIGARETTES	10	410	25 10	120	1	
A 1 W	CIGARETTES	10	410	25 10	120	1	
R 1	CIGARETTES	10	120	1 10	410	25	
A 2 F	TOBACCO	10	410	25 10	120	2	
A 2 H	TOBACCO	10	410	25 10	120	2	
A 2 M	TOBACCO	10	410	25 10	120	2	
A 2 S	TOBACCO	10	410	25 10	120	2	
A 2 T	TOBACCO	10	410	25 10	120	2	
A 2 W	TOBACCO	10	410	25 10	120	2	
R 2	TOBACCO	10	120	2 10	410	25	
A 3 F	CANDY	10	410	25 10	120	3	
A 3 H	CANDY	10	410	25 10	120	3	
A 3 M	CANDY	10	410	25 10	120	3	
A 3 S	CANDY	10	410	25 10	120	3	
A 3 T	CANDY	10	410	25 10	120	3	
A 3 W	CANDY	10	410	25 10	120	3	
R 3	CANDY	10	120	3 10	410	25	
A 4 F	IN HOUSE SUPPLIES	10	410	25 10	120	4	
A 4 H	IN HOUSE SUPPLIES	10	410	25 10	120	4	
A 4 M	IN HOUSE SUPPLIES	10	410	25 10	120	4	
A 4 S	IN HOUSE SUPPLIES	10	410	25 10	120	4	
A 4 T	IN HOUSE SUPPLIES	10	410	25 10	120	4	
A 4 W	IN HOUSE SUPPLIES	10	410	25 10	120	4	
R 4	IN HOUSE SUPPLIES	10	120	4 10	410	25	
A 5 F	DRUGS	10	410	25 10	120	5	
A 5 H	DRUGS	10	410	25 10	120	5	
A 5 M	DRUGS	10	410	25 10	120	5	
A 5 S	DRUGS	10	410	25 10	120	5	
A 5 T	DRUGS	10	410	25 10	120	5	
A 5 W	DRUGS	10	410	25 10	120	5	
R 5	DRUGS	10	120	5 10	410	25	
A 6 F	DRINKS	10	410	25 10	120	6	
A 6 H	DRINKS	10	410	25 10	120	6	
A 6 M	DRINKS	10	410	25 10	120	6	
A 6 S	DRINKS	10	410	25 10	120	6	
A 6 T	DRINKS	10	410	25 10	120	6	
A 6 W	DRINKS	10	410	25 10	120	6	
R 6	DRINKS	10	120	6 10	410	25	
A 7 F	PRIVATE LABEL CIGARETTES	10	410	25 10	120	7	
A 7 H	PRIVATE LABEL CIGARETTES	10	410	25 10	120	7	
A 7 M	PRIVATE LABEL CIGARETTES	10	410	25 10	120	7	
A 7 S	PRIVATE LABEL CIGARETTES	10	410	25 10	120	7	
A 7 T	PRIVATE LABEL CIGARETTES	10	410	25 10	120	7	
A 7 W	PRIVATE LABEL CIGARETTES	10	410	25 10	120	7	
R 7	PRIVATE LABEL CIGARETTES	10	120	7 10	410	25	

G/L Report (continued)

James Wholesale Co., Inc. G/L Report CDR1 GSDLPFR 6/24/99 8:22:19 Page 6

Company 001

Application 004 INVENTORY

TY/CAT/RSN	Description	Debit Cost Center	Debit Account	Credit Cost Center	Credit Account	Post Sts	Amount
A 8 F	GROCERY ITEMS	10	410 25	10	120 8		
A 8 H	GROCERY ITEMS	10	410 25	10	120 8		
A 8 M	GROCERY ITEMS	10	410 25	10	120 8		
A 8 S	GROCERY ITEMS	10	410 25	10	120 8		
A 8 T	GROCERY ITEMS	10	410 25	10	120 8		
A 8 W	GROCERY ITEMS	10	410 25	10	120 8		
R 8	GROCERY ITEMS	10	120 8	10	410 25		
A 9 F	MISCELLANEOUS	10	410 25	10	120 9		
A 9 H	MISCELLANEOUS	10	410 25	10	120 9		
A 9 M	MISCELLANEOUS	10	410 25	10	120 9		
A 9 S	MISCELLANEOUS	10	410 25	10	120 9		
A 9 T	MISCELLANEOUS	10	410 25	10	120 9		
A 9 W	MISCELLANEOUS	10	410 25	10	120 9		
R 9	MISCELLANEOUS	10	120 9	10	410 25		
A 11 F	CIGARETTE RETURNS	10	410 25	10	120 11		
A 11 H	CIGARETTE RETURNS	10	410 25	10	120 11		
A 11 M	CIGARETTE RETURNS	10	410 25	10	120 11		
A 11 S	CIGARETTE RETURNS	10	410 25	10	120 11		
A 11 T	CIGARETTE RETURNS	10	410 25	10	120 11		
A 11 W	CIGARETTE RETURNS	10	410 25	10	120 11		
R 11	CIGARETTE RETURNS	10	120 11	10	410 25		
A 12 F	TOACCO RETURNS	10	410 25	10	120 12		
A 12 H	TOACCO RETURNS	10	410 25	10	120 12		
A 12 M	TOACCO RETURNS	10	410 25	10	120 12		
A 12 S	TOACCO RETURNS	10	410 25	10	120 12		
A 12 T	TOACCO RETURNS	10	410 25	10	120 12		
A 12 W	TOACCO RETURNS	10	410 25	10	120 12		
R 12	TOACCO RETURNS	10	120 12	10	410 25		
A 13 F	CANDY RETURNS	10	410 25	10	120 13		
A 13 H	CANDY RETURNS	10	410 25	10	120 13		
A 13 M	CANDY RETURNS	10	410 25	10	120 13		
A 13 S	CANDY RETURNS	10	410 25	10	120 13		
A 13 T	CANDY RETURNS	10	410 25	10	120 13		
A 13 W	CANDY RETURNS	10	410 25	10	120 13		
R 13	CANDY RETURNS	10	120 13	10	410 25		
A 14 F	IN HOUSE SUPPLIES RETURNS	10	410 25	10	120 14		
A 14 H	IN HOUSE SUPPLIES RETURNS	10	410 25	10	120 14		
A 14 M	IN HOUSE SUPPLIES RETURNS	10	410 25	10	120 14		
A 14 S	IN HOUSE SUPPLIES RETURNS	10	410 25	10	120 14		
A 14 T	IN HOUSE SUPPLIES RETURNS	10	410 25	10	120 14		
A 14 W	IN HOUSE SUPPLIES RETURNS	10	410 25	10	120 14		
R 14	IN HOUSE SUPPLIES RETURNS	10	120 14	10	410 25		
A 15 F	DRUG RETURNS	10	410 25	10	120 15		
A 15 H	DRUG RETURNS	10	410 25	10	120 15		
A 15 M	DRUG RETURNS	10	410 25	10	120 15		
A 15 S	DRUG RETURNS	10	410 25	10	120 15		
A 15 T	DRUG RETURNS	10	410 25	10	120 15		
A 15 W	DRUG RETURNS	10	410 25	10	120 15		
R 15	DRUG RETURNS	10	120 15	10	410 25		

G/L Report (continued)

James Wholesale Co., Inc. G/L Report CDR1 GSDLPFR 6/24/99 8:22:19 Page 7

Company 001

Application 004 INVENTORY

TY/CAT/RSN	Description	Debit Cost Center	Debit Account	Credit Cost Center	Credit Account	Post Sts	Amount
A 16 F	DRINK RETURNS	10	410 25	10	120 16		
A 16 H	DRINK RETURNS	10	410 25	10	120 16		
A 16 M	DRINK RETURNS	10	410 25	10	120 16		
A 16 S	DRINK RETURNS	10	410 25	10	120 16		
A 16 T	DRINK RETURNS	10	410 25	10	120 16		
A 16 W	DRINK RETURNS	10	410 25	10	120 16		
R 16	DRINK RETURNS	10	120 16	10	410 25		
A 17 F	PRIVATE LABEL CIGARETTE RETURNS	10	410 25	10	120 17		
A 17 H	PRIVATE LABEL CIGARETTE RETURNS	10	410 25	10	120 17		
A 17 M	PRIVATE LABEL CIGARETTE RETURNS	10	410 25	10	120 17		
A 17 S	PRIVATE LABEL CIGARETTE RETURNS	10	410 25	10	120 17		
A 17 T	PRIVATE LABEL CIGARETTE RETURNS	10	410 25	10	120 17		
A 17 W	PRIVATE LABEL CIGARETTE RETURNS	10	410 25	10	120 17		
R 17	PRIVATE LABEL CIGARETTE RETURNS	10	120 17	10	410 25		
A 18 F	GROCERY ITEM RETURNS	10	410 25	10	120 18		
A 18 H	GROCERY ITEM RETURNS	10	410 25	10	120 18		
A 18 M	GROCERY ITEM RETURNS	10	410 25	10	120 18		
A 18 S	GROCERY ITEM RETURNS	10	410 25	10	120 18		
A 18 T	GROCERY ITEM RETURNS	10	410 25	10	120 18		
A 18 W	GROCERY ITEM RETURNS	10	410 25	10	120 18		
R 18	GROCERY ITEM RETURNS	10	120 18	10	410 25		
A 19 F	MISCELLANEOUS RETURNS	10	410 25	10	120 19		
A 19 H	MISCELLANEOUS RETURNS	10	410 25	10	120 19		
A 19 M	MISCELLANEOUS RETURNS	10	410 25	10	120 19		
A 19 S	MISCELLANEOUS RETURNS	10	410 25	10	120 19		
A 19 T	MISCELLANEOUS RETURNS	10	410 25	10	120 19		
A 19 W	MISCELLANEOUS RETURNS	10	410 25	10	120 19		
R 19	MISCELLANEOUS RETURNS	10	120 19	10	410 25		

Application 004

James Wholesale Co., Inc. G/L Report CDR1 GSDLPFR 6/24/99 8:22:19 Page 8

Company 001

Application 005 SALES TAX

STATE	Description	Debit Cost Center	Debit Account	Credit Cost Center	Credit Account	Post Sts	Amount
TX		10	110 10	10	200 13		

Application 005

Company 001

** END OF REPORT **

Invoice Exception Report

Creative Data Research		Invoice Exception Report		KAREN	BSL2PFR	6/29/95 11:31:33 Page		2			
Salesman: 10		SUSAN BLACKWELL									
Cust # 200231		CDR CONVENIENCE STORE #100		Address: CORNER OF NEW HAMPSHIRE & 5TH		(504) 8939330					
				OVINGTON		LA 70445 -					
QTY	ORD	Item #	Description	Pack	Size	U/M	Invoice	Route	Date	Reason	
1		201900	A & C GRENADIERS DARK BOX 50	50	05000	EX	BOX	3904	6/29/95	Inactive Item Balance	
5		112219	KODAK FILM ED 135 24C 200 SPD	1	00100	RL	RL	3907	6/29/95	Inactive Item Balance	
3		50666	KODAK FILM GA 135 36C 100 SPD	1	00100	RL	RL	3907	6/29/95	Inactive Item Balance	
3		23788	KODAK FILM GB 135 24C 200 SPD	1	00100	RL	RL	3907	6/29/95	Inactive Item Balance	
5		23879	KODAK FILM KR 135 24C SLD-64 SP	1	00100	RL	RL	3907	6/29/95	Inactive Item Balance	
4		808600	CASTROL GTX MTR OL 20/50 1QT EA	1	00100	QT	EA	3907	6/29/95	Out Of Stock	
10		808600	CASTROL GTX MTR OL 20/50 1QT EA	1	00100	QT	EA	3907	6/29/95	Out Of Stock	
** END OF REPORT **											

Invoice Register

Creative Data Research-SUPPORT		Invoice Register		JTIPPIN	DSMNPFR	8/07/99 13:21:38 Page		1				
Start Date 8/07/99		Ending Date 8/07/99										
Trans. Date	Invoice Number	Cust. No.	Customer Name	Invoice Total	Invoice Base Cost	Gross Profit	Profit %	Sales Tax	Stamp Tax	Lines	Route	Del Seq
8/07/99	177080	100815	CASEY'S STOP	63.60	46.80	15.00	24.27	1.80		3	505	
8/07/99	177089	107300	BILTON GAS	69.37	55.02	14.35	20.69			5	201	
8/07/99	177107	100035	ABC	2.50	2.10	.40	16.00			1	201	
8/07/99	177136	107300	BILTON GAS	186.56	163.57	22.99	12.32			13	201	
8/07/99	177138	100407	DANIEL'S GROCERY	179.14	167.97	11.17	6.24	1.50	1.50	13	401	2
8/07/99	** Totals for Date **			501.17	435.46	63.91	12.75	1.80	1.50	35		
Final totals				501.17	435.46	63.91	12.75	1.80	1.50	35		
				Total Invoices	501.17	Total Credits						
				Invoice Lines . :	35	Credit Lines . :	0					
** END OF REPORT **												

Large Credits Report

Creative Data Research-SUPPORT		Large Credits Report		JTIPPIN	GSNOPFR	8/17/99 13:43:35 Page		1		
Customer Name	Cust #	Inv. #	Salesman	Reason/Description	Lines	Credit Total				
BILTON GAS	107300	177205	03	2 ORDER KEYED TWICE	5	340.38-				
Final totals						340.38-				
** END OF REPORT **										

Line/Unit Count By Category

Creative Data Research		Line/Unit Count By Cat.		KAREN	BSAKPFR	12/02/92 10:54:33 Page	1
Cat.	Description	Invoice	Line/Unit Count	Credit	Line/Unit Count		
1	CIGARETTES	128	304	0	0		
2	CIGARS	6	18	0	0		
3	TOBACCO	4	8	0	0		
4	H.B.A./GM	8	40	0	0		
5	GROCERY	32	86	0	0		
6	CANDY	20	38	0	0		
8	STORE SUPPLIES	2	4	0	0		
Final totals		200	498	0	0		
** END OF REPORT **							

Lost Sales By Sales Rep And Customer

Creative Data Research		Lost Sales By Sales Rep and Customer			KAREN	DSN3PFR	4/27/93 14:55:49 Page	1		
Invoice Number	Invoice Date	Item Number	U/M	Description	Quantity Ordered	Quantity Shipped	Lost Qty	Lost Sale	Lost Base Cost	Lost Profit
2251	3/22/93	535600	2	BOX SNICKERS BAR 48/CT	1		1	15.11	14.00	1.11
2251	3/22/93	535600	2	BOX SNICKERS BAR 48/CT	5	3	2	30.22	28.00	2.22
Customer Totals : 103200 ABSTON C. STORE # 1					Total			45.33	42.00	3.33
Sales Rep. 01 JOHN RICHARDSON -					Total			45.33	42.00	3.33
Final totals					Total Lost Sale			45.33	42.00	3.33
** END OF REPORT **										

Order Exception Report

Creative Data Research-SUPPORT		Order Exception Report		DSZSPFR		8/04/99 10:32:13		Page 1	
Invoice	Customer Name	Item #	Description	Unit Cost	Unit Price	GP %			
Posted	Orders Only								
177112	ABC	440100	A-1 STEAK SAUCE 5 OZ	1.92	2.11	9.00	CR		
177129	ABC	101870	MARLBORO KING	16.90	18.37	8.00			
177129		103600	WINSTON KING	16.40	17.87	8.23			
177129		108340	VIRGINIA SLIMS 100	16.50	17.87	7.67			
177130	BILTON GAS	101870	MARLBORO KING	15.90	17.37	8.46			
177130		103600	WINSTON KING	15.40	16.87	8.71			
177130		108340	VIRGINIA SLIMS 100	15.50	16.87	8.12			
177131	CASEY'S STOP	101870	MARLBORO KING	16.90	18.37	8.00			
177131		103600	WINSTON KING	16.40	17.87	8.23			
177132	BILTON GAS	101870	MARLBORO KING	15.90	17.37	8.46			
177132		103600	WINSTON KING	15.40	16.87	8.71			
177133	CASEY'S STOP	101870	MARLBORO KING	16.90	18.37	8.00			
177133		103600	WINSTON KING	16.40	17.87	8.23			
177134	ABC	101870	MARLBORO KING	16.90	18.37	8.00			
177134		103600	WINSTON KING	16.40	17.87	8.23			

** END OF REPORT **

The detailed version of the Order Exception Report illustrated below is printed by entering 2 for the Profit Warning Report Ver field of the SYS001 default system option. Refer to the DAC Default System Options document for additional information.

Creative Data Research-SUPPORT		Order Exception Report		JTIIPPIN		GSB2PFR		8/04/99 13:22:30		Page 1	
Item	Description	Qty	Price	Cost	Percent	Allow. Type	Start-End Date	Cont. Type/Scope	Sales Prod. Classes	Cat.	
Inv. #	5598 Status Posted	Cust. 900200	BRADFORD WHOLESALE			Matrix	0	Alt Price CD	W.H. 1		
15400	BAR NONE HERSHEY 24 CT	0.00	12.01	11.90	.92					20	3500 5
Inv. #	5603 Status Posted	Cust. 900200	BRADFORD WHOLESALE			Matrix	0	Alt Price CD	W.H. 1		
15400	BAR NONE HERSHEY 24 CT	0.00	12.01	11.90	.92					20	3500 5

** END OF REPORT **

End Of Week Reports

The following reports are always generated during end of week processing:

- Company Profile Report - refer to Company Profile Reports above for examples of this report.
- Cumulative Sales Comparison*
- Cumulative Sales by Sales Representative*
- Cumulative Sales by Category* Cumulative Sales Comparison
- Inventory Cost Report* (by Category)
- Salesman Profile Report - refer to Salesman Profile Reports above for examples of this report.
- Weekly Category Outs Summary*
- Weekly Sales Journal*
- Weekly Sales Recap* (by director/sales group)
- Weekly Sensitive Totals*

*An example of this report is included on the following pages.

Cumulative Sales Comparison

Creative Data Research-SUPPORT										9/15/01 18:00:00 Page 1									
Week 7					Period 2					BSMCPR					JTRIPPIN				
WEEK		DATE		PERIOD		DATE		DATE		DATE		DATE		DATE		DATE		DATE	
%Diff	Wtd	%Diff	Wtd	%Diff	Ptd	%Diff	Ptd	%Diff	Ptd	%Diff	Ptd	%Diff	Ptd	%Diff	Ptd	%Diff	Ptd	%Diff	Ptd
Salesrep 190 BETHDAVIES																			
Category 1 CIGARETTES																			
This Year	76216.09	90.72	1424.65	1.87	8.72	221181.90	79.54	4428.75	2.00	12.35	514419.37	86.09	10987.42	2.14	21.71	10987.42	2.14	21.71	10987.42
Last Year	39961.59		1310.31			123190.62		3941.92			276422.90		9026.86			9026.86			
Category 2 TOBACCO																			
This Year	12352.16	30.45	403.78	3.27	12.20	39588.02	35.37	1287.63	3.25	17.66	92812.57	44.74	2966.21	3.20	21.77	2966.21	3.20	21.77	2966.21
Last Year	9468.28		359.86			29242.17		1094.29			64121.46		2435.83			2435.83			
Category 3 HBC REPACK																			
This Year	6714.47	92.32	1433.01	21.34	63.82	13683.36	64.58	2976.51	21.75	46.92	29916.83	64.27	6754.05	22.58	59.98	6754.05	22.58	59.98	6754.05
Last Year	3491.24		874.74			8313.69		2025.91			18211.46		4221.73			4221.73			
Category 4 STORE SUPPLIES CASE LABEL																			
This Year	1177.08	9.38	241.81	20.54	1.95-	3154.46	18.27	669.13	21.21	11.01	7300.49	23.76	1537.39	21.06	10.50	1537.39	21.06	10.50	1537.39
Last Year	1076.12		246.62			2667.02		602.72			5898.54		1391.24			1391.24			
Category 5 STORE SUPPLIES REPACK																			
This Year	491.55	166.06	117.10	23.82	135.94	976.95	25.88	227.77	23.31	18.74	2310.57	37.36	523.16	22.64	28.57	523.16	22.64	28.57	523.16
Last Year	184.75		49.63			776.08		191.82			1682.12		406.88			406.88			
Category 6 SINGLE PICK GROCERY REPACK																			
This Year	1060.79	13.62	63.11	5.95	1.63-	3621.03	33.06	210.56	5.81	15.23	8680.65	26.23	508.99	5.86	8.95	508.99	5.86	8.95	508.99
Last Year	933.60		64.16			2721.18		182.72			6876.55		467.15			467.15			
Category 7 CASE GROCERY CASE LABEL																			
This Year	1544.61	8.13	113.13	7.32	2.84-	5653.20	10.31	430.88	7.62	2.42-	13417.29	13.11	894.19	6.66	12.76-	894.19	6.66	12.76-	894.19
Last Year	1428.40		116.44			5124.83		441.60			11861.28		1024.98			1024.98			
Category 8 CASE AUTOMOTIVE CASE LABEL																			
This Year	1842.12	18.19-	146.15	7.93	40.82-	7524.08	15.13	611.97	8.13	8.48-	15538.49	5.03	1306.37	8.41	13.69-	1306.37	8.41	13.69-	1306.37
Last Year	2251.72		246.96			6535.23		668.69			14794.16		1513.70			1513.70			
Category 9 GENERAL MDSE REPACK																			
This Year	897.59	21.44	174.09	19.40	22.44	2724.14	28.48	563.77	20.70	34.86	7104.63	46.68	1545.34	21.75	65.88	1545.34	21.75	65.88	1545.34
Last Year	739.07		142.18			2120.12		418.02			4843.35		931.59			931.59			
Category 10 CANDY/GUM REPACK																			
This Year	4680.63	18.12	269.26	5.75	15.20-	14487.66	27.51	860.93	5.94	.44	31650.68	22.76	1943.30	6.14	.45-	1943.30	6.14	.45-	1943.30
Last Year	3962.29		317.53			11361.10		857.08			25781.37		1952.25			1952.25			
Category 11 SNACKS REPACK																			
This Year	1644.40	34.48	182.13	11.08	13.90	4966.84	28.24	563.50	11.35	17.91	11139.86	29.58	1232.96	11.07	10.41	1232.96	11.07	10.41	1232.96
Last Year	1222.76		159.89			3872.85		477.90			8596.86		1116.70			1116.70			
Category 12 FROZEN & COOLER COOLER BOX																			
This Year	1303.46	114.41	185.67	14.24	105.95	3920.92	95.03	611.13	15.59	114.76	8365.07	94.04	1273.98	15.23	109.24	1273.98	15.23	109.24	1273.98
Last Year	607.91		90.15			2010.33		284.56			4310.88		608.85			608.85			
Category 13 CASE CANDY, DISPLAYS, CASE LABEL																			
This Year	99.89	413.82-	4.00	4.00	60.64	1064.53	566.33	36.97	3.47	77.56	3147.20	55.51	402.22	12.78	446.19	402.22	12.78	446.19	402.22
Last Year	31.83-		2.49			159.76		20.82			2023.71		73.64			73.64			
Category 14 BEVERAGE CASE LABEL																			
This Year	3229.59	33.56	211.11	6.54	19.55	8594.51	28.46	559.75	6.51	16.57	19550.79	25.13	1239.49	6.34	9.21	1239.49	6.34	9.21	1239.49
Last Year	2418.00		176.58			6690.11		480.17			15624.13		1134.89			1134.89			

Cumulative Sales Comparison (continued)

Creative Data Research-SUPPORT JTIIPPIN BSMCFER 9/15/01 18:00:00 Page 2

Week 7

CUMULATIVE SALES		COMPARISON		SALES		COMPARISON		JTIIPPIN		BSMCFER		9/15/01 18:00:00 Page 2	
Period 2		Period 2		Period 2		Period 2		Period 2		Period 2		Period 2	
WEEK TO DATE	%Diff	WEEK TO DATE	%Diff	WEEK TO DATE	%Diff	WEEK TO DATE	%Diff	WEEK TO DATE	%Diff	WEEK TO DATE	%Diff	WEEK TO DATE	%Diff
Sales Wtd	%Diff	Profit Wtd	%Diff	Sales Ptd	%Diff	Profit Ptd	%Diff	Sales Ytd	%Diff	Profit Ytd	%Diff	Sales Ytd	%Diff
Category 15 STORE RACKS & FIXTURES													
This Year		.06	50.00	.06	100.00	50.00	175.94-	980.00-	.06	.03-	20.00		
Last Year		.04					.05						
Category 99 NON STOCK ITEMS													
This Year		1034.56-	325.83	14039.31	4.25	20.11	763706.02	65.65	33115.13	4.34	25.88		
Last Year		16.10-		204769.03	5.71	461017.65			26306.34	5.71			
Salesrep BETHDAVIES													
This Year		4969.00	4.40	19.51	330107.10	61.20	11688.26	5.71	763706.02	65.65	33115.13	4.34	25.88
Last Year		4157.54	6.14	204769.03	5.71	461017.65			26306.34	5.71			

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Week 7

CUMULATIVE SALES		COMPARISON		SALES		COMPARISON		JTIIPPIN		BSMCFER		9/15/01 18:00:00 Page 81	
Period 2		Period 2		Period 2		Period 2		Period 2		Period 2		Period 2	
WEEK TO DATE	%Diff	WEEK TO DATE	%Diff	WEEK TO DATE	%Diff	WEEK TO DATE	%Diff	WEEK TO DATE	%Diff	WEEK TO DATE	%Diff	WEEK TO DATE	%Diff
Sales Wtd	%Diff	Profit Wtd	%Diff	Sales Ptd	%Diff	Profit Ptd	%Diff	Sales Ytd	%Diff	Profit Ytd	%Diff	Sales Ytd	%Diff
Salesrep 990 SAYMORE													
Category 1 CIGARETTES													
This Year													
Last Year													
Category 2 TOBACCO													
This Year													
Last Year													
Category 9 GENERAL MOSE REPACK													
This Year													
Last Year													
Category 15 STORE RACKS & FIXTURES													
This Year													
Last Year													
Category 88 STALE PRODUCT													
This Year													
Last Year													
Category 99 NON STOCK ITEMS													
This Year													
Last Year													
Salesrep SAYMORE													
This Year		2.86		2.99								3.02	
Last Year		2.75		2.83								3.03	
Final Totals													
1256968.31	3.92	43145.95	3.43	5.53	3720646.62	8.35	128302.95	3.45	8.95	8473770.02	7.85	288273.25	3.52
1209447.63		40884.25	3.38	3433724.77		117759.94	3.43	8.95	7856809.83		280391.96	3.57	6.37

** END OF REPORT **

Cumulative Sales By Sales Representative

Creative Data Research-SUPPORT										Cumulative Sales by Salesrep										9/17/01 9:50:17 Page 1									
Week 7			WEEK			DATE			PERIOD			DATE			DATE			YEAR			DATE								
Sales Wtd	%Diff	Profit Wtd	Prf%	%Diff	Sales Ptd	%Diff	Profit Ptd	Prf%	%Diff	Sales Ytd	%Diff	Profit Ytd	Prf%	%Diff	Sales Ytd	%Diff	Profit Ytd	Prf%	%Diff	Sales Ytd	%Diff	Profit Ytd	Prf%	%Diff					
Salesrep																													
This Year																													
Last Year																													
RONNIE TAYLOR																													
			16.87		4937.22			213.14	4.32	25165.79			967.09	3.84															
Salesrep																													
This Year																													
Last Year																													
BETH DAVIES																													
		4969.00	4.40	19.51	330107.10	61.20	14039.31	4.25	20.11	763706.02	65.65	33115.13	4.34	25.88															
Salesrep																													
This Year																													
Last Year																													
WHSE. ACCOUNT																													
		569.44	6.19	3.27-	67922.38	74.66	3257.24	4.80	112.19	153662.08	71.13	5712.49	3.72	65.43															
Salesrep																													
This Year																													
Last Year																													
HARRISON FORD																													
		352.22	14.53	14.54	6279.76	3.29-	1010.01	16.08	1.50-	14174.59	31.44-	2161.86	15.25	32.13-															
Salesrep																													
This Year																													
Last Year																													
THOMAS BRADY																													
		4380.68	3.72	25.52	352091.24	38.35	12423.35	3.53	29.91	816114.93	41.74	28449.32	3.49	25.81															
Salesrep																													
This Year																													
Last Year																													
CARSON TYLER																													
		2682.40	3.59	10.57	222083.42	.42	7773.73	3.50	2.10-	517936.63	1.79	17916.65	3.46	2.02															
Salesrep																													
This Year																													
Last Year																													
MICHAEL PATTON																													
		4091.88	4.14	1.85-	296855.63	.86-	12304.18	4.14	3.49	663014.77	3.19-	29348.65	4.43	7.89															
Salesrep																													
This Year																													
Last Year																													
STEVE MCQUIRE																													
		2736.76	2.48	1.43-	314425.52	91.22	8121.69	2.58	8.21	733885.00	95.65	18672.02	2.54	6.25															
Salesrep																													
This Year																													
Last Year																													
JENNIFER KILGORE																													
		54.52	1.90	5.75-	9077.57	2.84-	227.69	2.51	30.89	22265.61	90.47	557.92	2.51	151.43															
Salesrep																													
This Year																													
Last Year																													
MARK CANNON																													
		2078.95	3.85	23.46-	146018.29	25.98-	5349.15	3.66	23.93-	358269.33	21.35-	13225.50	3.69	16.56-															
Salesrep																													
This Year																													
Last Year																													
KATHERINE GRIGGS																													
		1199.38	2.08	11.63-	172908.96	11.78	3578.15	2.07	12.06-	368428.60	9.54	8435.63	2.29	13.60-															
Salesrep																													
This Year																													
Last Year																													
INDIANA JONES																													
		986.51	2.25	13.38	137546.09	3.71	3705.76	2.69	28.12	299961.20	4.14	8247.01	2.75	29.12															
Salesrep																													
This Year																													
Last Year																													
JIMMY OLSEN																													
		1008.40	3.11	47.70	108031.36	17.19	3479.12	3.22	34.03	249423.17	23.34	8505.15	3.41	49.01															
Salesrep																													
This Year																													
Last Year																													

Cumulative Sales By Sales Representative (continued)

Creative Data Research-SUPPORT										Cumulative Sales by Salesrep										9/17/01 9:50:17 Page 5									
Week 7			WEEK			DATE			PERIOD			DATE			DATE			YEAR			DATE								
Sales	Wtd	%Diff	Profit	Wtd	Prf%	%Diff	Sales	Ptd	%Diff	Profit	Ptd	%Diff	Sales	Ytd	%Diff	Profit	Ytd	%Diff	Sales	Ytd	Prf%	%Diff							
K-MART STORES																													
This Year	13478.21	23.79	422.58	3.14	23.46	3.14	38914.15	7.35	1322.23	3.40	5.47	89759.43	17.42	2872.78	3.20	3.97													
Last Year	10887.74		342.27	3.14		36249.68		1253.60	3.46			76442.98		2762.87	3.61														
TOBACCO SHACK																													
This Year	29240.93	21.97	875.01	2.99	13.82	76864.68	8.73	2457.97	3.20	4.88	176605.50	15.79	6202.90	3.51	23.70														
Last Year	23972.89		768.71	3.21		70687.09		2343.41	3.32			152520.51		5014.13	3.29														
TANGO OIL CO.																													
This Year	5563.39	24.13	319.38	5.74	14.98	15830.12	9.40	998.42	6.31	33.35	33407.96	4.76-	2107.25	6.31	11.23														
Last Year	4481.72		277.76	6.20		14469.27		748.71	5.17			35079.06		1894.41	5.40														
SUSAN PLATT																													
This Year	105241.10		3880.74	3.69		293357.27		10804.97	3.68			643943.20		22834.51	3.55														
Last Year			1.30	1.30					1.51					1.52															
JOHN KRUBBE																													
This Year	9446.16		401.94	4.26		28659.61		1314.99	4.59			63888.37		2922.47	4.57														
Last Year			1.30	1.30					1.51					1.52															
LARRY JOHNSON																													
This Year	68694.64		2656.87	3.87		199936.79		7706.48	3.85			442421.46		19026.26	4.30														
Last Year			1.30	1.30					1.51					1.52															
TERRELL STORY																													
This Year	106747.90	10.81-	3058.00	2.86	11.37-	310259.25	6.82-	9271.88	2.99	8.93-	702999.86	5.54-	21210.46	3.02	9.73-														
Last Year	119690.37		3450.45	2.88		332972.12		10181.97	3.06			744245.87		23499.06	3.16														
SAYMORE																													
This Year			43145.95	3.43	5.53	3720646.62	8.35	128302.95	3.45	8.95	8473770.02	7.85	298273.25	3.52	6.37														
Last Year			40884.25	3.38		3433724.77		117759.94	3.43			7856809.83		280391.96	3.57														

** END OF REPORT **

Cumulative Sales By Category

Creative Data Research-SUPPORT		Cumulative Sales by Category										9/17/01 9:42:48 Page 1	
Week 7		WEEK		DATE		PERIOD		DATE		YEAR		DATE	
Sales Wtd	%Diff	Profit Wtd	%Diff	Prof% Ptd	%Diff	Sales Ptd	%Diff	Prof% Ptd	%Diff	Sales Ytd	%Diff	Prof% Ytd	%Diff
Category 1 CIGARETTES													
This Year	8.98	13144.59	1.45	13.50	263329.34	12.27	39354.49	1.49	27.56	6058266.93	11.98	92932.25	1.53
Last Year		11580.51		2345386.62		30849.76		5409821.71		81566.91			
Category 2 TOBACCO													
This Year	10.50-	3939.90	3.59	16.67-	359137.36	.97	12327.27	3.43	9.55-	807854.61	2.49-	28057.12	3.47
Last Year		4728.39		355676.97		13630.31		828499.67		31797.23			
Category 3 HBC REPACK													
This Year	49.77	6680.83	19.22	47.74	90355.36	28.34	17998.95	19.92	31.50	208191.30	26.35	42748.07	20.53
Last Year		4521.87		70398.26		13687.20		164773.17		31885.10			
Category 4 STORE SUPPLIES CASE LABEL													
This Year	17.88	2687.82	20.23	5.85	38391.02	11.63	7895.05	20.56	4.93	84249.55	1.10-	17749.32	21.07
Last Year		2539.11		34389.28		7523.81		85191.40		18576.61			
Category 5 STORE SUPPLIES REPACK													
This Year	10.94	799.41	21.99	6.75	15714.90	66.07	2357.20	15.00	10.22	31939.56	37.69	5791.60	18.13
Last Year		748.84		9462.60		2138.56		5245.58		7148.50			
Category 6 SINGLE PICK GROCERY REPACK													
This Year	1.60-	950.72	6.36	2.42-	45352.03	.10-	2910.17	6.42	2.61-	107842.88	.89-	6863.59	6.36
Last Year		974.38		45401.60		2988.26		108813.19		7148.50			
Category 7 CASE GROCERY CASE LABEL													
This Year	5.75-	1604.16	7.06	11.64-	68917.92	5.06-	5022.65	7.29	8.23-	163258.70	2.71-	12423.63	7.61
Last Year		1815.57		72591.31		5473.33		167819.50		12852.22			
Category 8 CASE AUTOMOTIVE CASE LABEL													
This Year	3.88-	1396.35	8.15	7.78-	54906.13	1.03	4515.44	8.22	3.97-	125383.09	2.55	10539.39	8.41
Last Year		1514.31		54343.87		4702.33		122262.44		10780.44			
Category 9 GENERAL MISE REPACK													
This Year	18.30-	2835.50	18.09	17.47-	49403.05	9.21-	8974.67	18.17	9.32-	108676.68	3.99-	21049.90	19.37
Last Year		3436.00		54420.13		9897.83		113201.98		21395.33			
Category 10 CANDY/GUM REPACK													
This Year	1.46-	3347.60	6.14	.86-	164285.52	3.86-	9784.84	5.96	2.83-	349929.17	4.80-	20620.42	5.89
Last Year		3376.84		170881.82		10069.95		367599.69		21699.09			
Category 11 SNACKS REPACK													
This Year	.49	1636.72	11.03	3.02-	46238.78	1.73-	5059.08	10.94	3.38-	100611.42	3.97-	10906.87	10.84
Last Year		1687.71		47054.83		5236.56		104780.30		11614.56			
Category 12 FROZEN & COOLER COOLER BOX													
This Year	11.10-	1616.21	13.10	4.83-	34668.76	10.08-	4607.69	13.29	2.66-	75793.84	13.92-	9985.43	13.17
Last Year		1698.39		38557.70		4733.91		88050.70		10805.44			
Category 13 CASE CANDY, DISPLAYS, CASE LABEL													
This Year	241.19	287.90	13.73	459.24	14789.29	87.70	1168.27	7.90	145.68	37102.90	145.56	5016.70	13.52
Last Year		51.48		7878.84		475.51		15109.00		804.85			

Cumulative Sales By Category (continued)

Creative Data Research-SUPPORT										Cumulative Sales by Category										9/17/01 9:42:48 Page 2									
Week 7					Period 2					Period 2					Period 2					Period 2									
WEEK	TO	DATE	%Dif	%Dif	TO	DATE	%Dif	%Dif	TO	DATE	%Dif	%Dif	TO	DATE	%Dif	%Dif	TO	DATE	%Dif	%Dif	TO	DATE	%Dif	%Dif					
Sales Wtd	Profit Wtd	Prf%	%Dif	%Dif	Sales Ptd	Profit Ptd	%Dif	%Dif	Sales Ptd	Profit Ptd	%Dif	%Dif	Sales Ytd	Profit Ytd	%Dif	%Dif	Sales Ytd	Profit Ytd	%Dif	%Dif	Sales Ytd	Profit Ytd	%Dif	%Dif					
Category 14 BEVERAGE CASE LABEL																													
This Year	35691.30	1.98	2217.96	6.21	.36	102934.23	2.19-	6248.34	6.07	1.30-	220847.49	4.67-	13510.12	6.12	4.20-	14103.03													
Last Year	34998.09		2209.82		105245.40		6330.77				231673.29																		
Category 15 STORE RACKS & FIXTURES																													
This Year	16.28	92.64-	.28	1.72	72.81-	3094.84	327.30	78.84	2.55	947.79	1796.84	51.79	78.84	4.39	492.33														
Last Year	221.45		1.03		724.27		3.85				1183.73		13.31																
Category 88 STALE PRODUCT																													
This Year											4443.55		85.76																
Last Year											100.00-		100.00-																
Category 99 NON STOCK ITEMS																													
This Year	449.53-	102.07-			871.91-	104.09-	18.00				7974.94-	139.10-	18.00																
Last Year	21643.34		21311.27		21311.27						20391.15																		
Final Ttl	1256968.31	3.92	43145.95	3.43	5.53	3720646.62	8.35	128302.95	3.45	8.95	8473770.02	7.85	298273.25	3.52	6.37	280391.96													
	1209447.63		40884.25	3.38	3.38	3433724.77		117759.94	3.43		7856809.83		280391.96	3.57															

** END OF REPORT **

Inventory Cost Report

Creative Data Research		Inventory Cost Report For Week 7		KAREN	BSMYPFR	3/08/93 11:01:00 Page 1	
		Inventory	CGS	# Of Weeks	Turns	Lost Sales	
Warehouse 1	DEFAULT WAREHOUSE (SYSTEM)						
Category 1	CIGARETTES	351834.56	119.23	950.89	.05	.00	
Category 2	CIGARS	47167.52	14.00	369.11	.14	.00	
Category 4	H.B.A./GM	808988.27	15.72	462.36	.11	.00	
Category 5	GROCERY	1084342.13	85.01	755.47	.07	.00	
Category 6	CANDY	590408.70	355.01	663.08	.08	.00	
Category 7	FAST FOODS	162173.29	1.80	96.27	.54	.00	
Category 10	MISCELLANEOUS	.85-	4.03	.21	247.62	.00	
Totals For Whse. 1		3169360.49	594.80	328.45	387.40	.00	
Totals W/O Cigarettes		2817525.93	475.57	924.52	183.04		

Weekly Category Outs Summary

Creative Data Research		Weekly Category Outs Summary			KAREN	BSLWPFPR	3/08/93 10:55:25 Page 2			
Description		Lines Out	Units Out	Lost Sales	Lost Profit	% Of Total	Lines Shipped	Units Shipped	Total Lines	Total Units
Warehouse 1		0	.0			.0	0	.0	0	.0
1 CIGARETTES	% Of Total	.000	.000			.0	5	13.0	5	13.0
2 CIGARS	% Of Total	.000	.000			.0	1	1.0	1	1.0
3 TOBACCO	% Of Total	.000	.000			.0	0	.0	0	.0
4 H.B.A./GM	% Of Total	.000	.000			.0	2	2.0	2	2.0
5 GROCERY	% Of Total	.000	.000			.0	7	12.0	7	12.0
6 CANDY	% Of Total	.000	.000			.0	8	39.0	8	39.0
7 FAST FOODS	% Of Total	.000	.000			.0	1	1.0	1	1.0
8 STORE SUPPLIES	% Of Total	.000	.000			.0	0	.0	0	.0
10 MISCELLANEOUS	% Of Total	.000	.000			.0	1	4.0	1	4.0
55 MUSICAL	% Of Total	.000	.000			.0	0	.0	0	.0
88 RUM	% Of Total	.000	.000			.0	0	.0	0	.0
99 SHIPPING CHARGES	% Of Total	.000	.000			.0	0	.0	0	.0
Warehouse Code 1	% Of Total	.000	.000				25	72.0	25	72.0

Weekly Sales Journal

Creative Data Research		S A L E S J O U R N A L			KAREN	DSPBPFR	3/08/93 10:53:47 Page 1	
Starting Date 3/03/93 Ending Date 3/06/93								
Sales Rep. 01 JOHN RICHARDSON -								
Invoice Date 3/03/93								
Cust. Number	Customer Name	Invoice Amount	Invoice Base Cost	Invoice Net Cost	Sales Tax	Stamp Tax	Potential Commissions	
103200	ABSTON C. STORE # 1	314.19	286.03	252.73	12.38	.00	1.97	
Invoice Date Totals 3/03/93		314.19	286.03	252.73	12.38	.00	1.97	
Invoice Date 3/05/93								
Cust. Number	Customer Name	Invoice Amount	Invoice Base Cost	Invoice Net Cost	Sales Tax	Stamp Tax	Potential Commissions	
261250	HARCO SUPER DRUG #220	344.53	304.76	283.80	3.97	.00	2.83	
Invoice Date Totals 3/05/93		344.53	304.76	283.80	3.97	.00	2.83	
Sales Rep. Totals 01		658.72	590.79	536.53	16.35	.00	4.80	
Final totals		658.72	590.79	536.53	16.35	.00	4.80	
** END OF REPORT **								

Weekly Sales Recap

Creative Data Research		Weekly Sales Recap			KAREN	BSL7PFR	4/27/93 15:10:23 Page 1	
		(For Week 14)						
Cust #	Name	Net Sales Amount	Cigarette Sales	Other Sales	Cigs As % Of Net	Gross Profit	Gross Profit %	
Director:								
Sales Group:								
261250	HARCO SUPER DRUG #220	199.92	63.20	136.72	31.61	28.20	14.11	
30100	A.J.'S BEACON	25.00	.00	25.00	.00	10.99	43.96	
176990	THE OLD FIRE HOUSE MARKET	42.02	.00	42.02	.00	12.70	30.22	
240252	EDDIES DRIVE-IN LIQUOR	24.50	.00	24.50	.00	10.49	42.82	
663745	J.V. LIQUOR & DELI #1	129.86	45.00	84.86	34.65	17.85	13.75	
Totals For Sales Group:		421.30	108.20	313.10	25.68	80.23	19.04	
Totals For Director:		421.30	108.20	313.10	25.68	80.23	19.04	

Creative Data Research		Weekly Sales Recap			KAREN	BSL7PFR	4/27/93 15:10:23 Page 2	
		(For Week 14)						
Cust #	Name	Net Sales Amount	Cigarette Sales	Other Sales	Cigs As % Of Net	Gross Profit	Gross Profit %	
Director: 004578 DOM REASONBERG								
Sales Group: MEDCON MEDIUM CONVENIENCE STORES								
103200	ABSTON C. STORE # 1	1059.56	355.68	703.88	33.57	169.41	15.99	
Totals For Sales Group: MEDCON		1059.56	355.68	703.88	33.57	169.41	15.99	
Totals For Director: 004578		1059.56	355.68	703.88	33.57	169.41	15.99	

Creative Data Research		Weekly Sales Recap			KAREN	BSL7PFR	4/27/93 15:10:23 Page 3	
		(For Week 14)						
Cust #	Name	Net Sales Amount	Cigarette Sales	Other Sales	Cigs As % Of Net	Gross Profit	Gross Profit %	
Director: 44444 FAST EDDIE								
Sales Group:								
200231	CDR CONVENIENCE STORE #100	11223.64	2220.44	9003.20	19.78	895.60	7.98	
Totals For Sales Group:		11223.64	2220.44	9003.20	19.78	895.60	7.98	
Totals For Director: 44444		11223.64	2220.44	9003.20	19.78	895.60	7.98	
Final totals		12704.50	2684.32	10020.18	21.13	1145.24	9.01	
** END OF REPORT **								

Weekly Sensitive Totals

Creative Data Research		Weekly Sensitive Totals			KAREN	BSM5PFR	4/26/93 10:42:07 Page 1	
Warehouse Code 1		DEFAULT WAREHOUSE (SYSTEM)						
Warehouse Code 1								
		Total On Hand	PTD Receipts	PTD Adj.	PTD Trans	PTD Sales		
Category Number 1		25095.6	27.0	.0	.0	130.1		
Final totals								
** END OF REPORT **								

End Of Period Reports

The following reports are always generated during end of period (month) processing:

- Item Class Analysis
- Company Profile Report - refer to Company Profile Reports above for examples of this report.
- Salesman Profile Report - refer to Salesman Profile Reports above for examples of this report.

Item Class Analysis

Creative Data Research		Item Class Analysis		JTIPPIN	BSO6PFR	9/12/01 11:30:38		Page	1
Description		Sales Amt.	Base Cost	QTY	QTY	QTY	QTY	Inventory	
		PTD	PTD	Unit 1	Unit 2	Unit 3	Unit 4	Value	
Category	1 CIGARETTES								
Class	1 FULL PRICE BRANDED CIGARETTES	2,768.60	2,540.62		157			496,141.17	
Class	2 FULL PRICE BRANDED B4G1F (1 CARTON)	.00	.00					18,621.56	
Class	5 PREMIUM CIGARETTES (70% OF DISCOUNT)	713.08	680.40		24			198,480.03	
Class	10 GENERIC BRANDED CIGARETTES	2,252.94	1,728.39		163			317,292.76	
Class	11 GENERIC CIGARETTES (70% OF DISCOUNT)	.00	.00					7,531.16	
Class	12 GENERIC BRANDED B3G2F	.00	.00					.00	
Class	14 DISCOUNT B2G?F - USED FOR RETAILS	.00	.00					.00	
Class	30 FREE CIGARETTE ITEMS	.00	.00					.00	
Class	35 MAIN STREET	.00	.00					.00	
Class	40 BEST BUY	.00	.00					16,227.45	
Class	42 PRIME CIGARETTES	443.76	428.64		36			76,188.01	
Class	45 PROMO CIGARETTES (PREMIUM)	.00	.00					21,945.01	
Class	46 PROMO CIGARETTES (GENERIC)	.00	.00					63,166.28	
Category	1	6,178.38	5,378.05		380			1,215,593.43	

Creative Data Research		Item Class Analysis		JTIPPIN	BSO6PFR	9/12/01 11:30:38		Page	2
Description		Sales Amt.	Base Cost	QTY	QTY	QTY	QTY	Inventory	
		PTD	PTD	Unit 1	Unit 2	Unit 3	Unit 4	Value	
Category	2 TOBACCO/SNUFF/CIGARS								
Class	55 CHEWING TOBACCO SCRAP	.00	.00					34,149.17	
Class	60 CHEWING TOBACCO PLUG	19.10	17.22		2			4,433.59	
Class	65 CHEWING TOBACCO TWIST	.00	.00					1,816.54	
Class	90 SNUFF DRY	.00	.00					6,609.73	
Class	105 SNUFF MOIST	200.40	186.30		9			43,498.42	
Class	125 CIGAR 5 PACK	.00	.00					71,223.24	
Class	150 CIGARS BOX	.00	.00					62,595.93	
Class	165 LITTLE CIGARS	100.80	90.40		5			11,908.88	
Class	180 SMOKING TOBACCO POUCH	.00	.00					4,216.70	
Class	186 SMOKING TOBACCO CAN	.00	.00					1,569.76	
Class	192 PAPERS	.00	.00					581.74	
Class	204 PIPES & ACCESSORIES	.00	.00					443.24	
Class	858 LIGHTERS-FLUID-FLINTS	.00	.00					952.91	
Category	2	320.30	293.92		16			243,999.85	

Marketshare Reports

Performance Tracking Report

Creative Data Research		Performance Tracking Report		CDR1	XYRP003	9/20/02 13:18:41	Page 1
First Quarter							
Vendor#	Vendor Name	Carton Volume	SOM				
01055	BROWN & WILLIAMSON	95,397	4.7 %				
01211	LIGGETT & MYERS TOBACCO CO	737	.0 %				
01212	LORILLARD #02	185,775	9.2 %				
01273	PHILIP MORRIS ,INC.	593,642	29.5 %				
01295	R.J.REYNOLDS TOBACCO CO	238,840	11.9 %				
01475	LANE-LIMITED	121	.0 %				
02960	KRETEK IMPORTS, INC.	1,068	.1 %				
02961	LIGNUM 2-CASA REAL	337	.0 %				
Total, Full Price		1,116,042	55.4 %				
01055	BROWN & WILLIAMSON	116,606	5.8 %				
01212	LORILLARD #02	19,322	1.0 %				
01213	COMMONWEALTH BRANDS, INC.	9,696	.5 %				
01273	PHILIP MORRIS ,INC.	97,914	4.9 %				
01295	R.J.REYNOLDS TOBACCO CO	258,194	12.8 %				
02099	GENCO MARKETING CO.	21,929	1.1 %				
02192	MARK ONE SALES & MARKETING	17,169	.9 %				
02193	STAR SCIENTIFIC, INC.	320,483	15.9 %				
02197	TOBACCO CENTER INC.	37,589	1.9 %				
Total, Discount		898,902	44.6 %				
Total, All Types		2,014,944	100.0 %	=====			

Quarterly Vendor Movement Report

Creative Data Research		Quarterly Vendor Movement Report		CDR1	XZVNPFR	9/20/02 13:17:02	Page 1
**** Movement For Quarter: 1 ****							
Vendor#	Name	Carton Volume	SOM				
01055	BROWN & WILLIAMSON	212,003	10.5 %				
01211	LIGGETT & MYERS TOBACCO CO	737					
01212	LORILLARD	205,097	10.1 %				
01273	PHILIP MORRIS ,INC.	691,556	34.3 %				
01295	R.J.REYNOLDS TOBACCO CO #00	497,034	24.6 %				
01475	LANE-LIMITED	121					
02960	KRETEK IMPORTS, INC.	1,068					
02961	LIGNUM 2-CASA REAL	337					
01213	COMMONWEALTH BRANDS, INC.	9,696	.4 %				
02099	GENCO MARKETING CO.	21,929	1.0 %				
02192	MARK ONE SALES & MARKETING	17,169	.8 %				
02193	STAR SCIENTIFIC, INC.	320,483	15.9 %				
02197	TOBACCO CENTER INC.	37,589	1.8 %				
Industry		2,014,944	100.0 %				

Creative Data Research-SUPPORT		Quarterly Vendor Movement Report		CDR1	XZVNPFR	9/20/02 13:17:02	Page 2
**** Movement For Quarter: 1 ****							
**** Discount Report ****							
Vendor#	Name	Carton Volume	SOM				
01055	BROWN & WILLIAMSON	116,606	12.9 %				
01212	LORILLARD #02	19,322	2.1 %				
01213	COMMONWEALTH BRANDS, INC.	9,696	1.0 %				
01273	PHILIP MORRIS ,INC.	97,914	10.8 %				
01295	R.J.REYNOLDS TOBACCO CO	258,194	28.7 %				
02099	GENCO MARKETING CO.	21,929	2.4 %				
02192	MARK ONE SALES & MARKETING	17,169	1.9 %				
02193	STAR SCIENTIFIC, INC.	320,483	35.6 %				
02197	TOBACCO CENTER INC.	37,589	4.1 %				
Industry Savings		898,902	100.0 %				
** END OF REPORT **							

Quarterly Vendor Movement By Area Report

Creative Data Research-SUPPORT Quarterly Vendor Movement by AREA CDR1 XZDAPFR 9/20/02 16:23:39 Page 1

**** Movement For Quarter: 1 ****

Vendor#	Name	Full Price Qty	SOM%	Discount Qty	SOM%
01055	BROWN & WILLIAMSON #03	29,421	8.2 %	24,338	9.7 %
01211	LIGGETT & MYERS TOBACCO CO #05	275			
01211A	Vendor Name NotFound	42			
01212	LORILLARD #02	66,025	18.5 %	4,068	1.6 %
01213	COMMONWEALTH BRANDS, INC.	28		1,149	.4 %
01216	Vendor Name NotFound	6			
01273	PHILIP MORRIS ,INC. #01	184,242	51.8 %	37,000	14.7 %
01273B	Vendor Name NotFound	3			
01295	R.J.REYNOLDS TOBACCO CO #00	74,451	20.9 %	66,495	26.5 %
01475	LANE-LIMITED	21			
02099	GENCO MARKETING CO.	1		6,957	2.7 %
02192	MARK ONE SALES & MARKETING			8,268	3.2 %
02193	STAR SCIENTIFIC, INC.			93,359	37.2 %
02197	TOBACCO CENTER INC.			8,971	3.5 %
02960	KRETEK IMPORTS, INC.	437	.1 %		
02961	LIGNUM 2-CASA REAL	51			
SECTION 18	52.00 Totals	355,003	100.0 %	250,605	100.0 %
01055	BROWN & WILLIAMSON #03	2,575	9.9 %	2,904	16.0 %
01211	LIGGETT & MYERS TOBACCO CO #05	64	.2 %		
01212	LORILLARD #02	5,274	20.4 %	311	1.7 %
01213	COMMONWEALTH BRANDS, INC.	3		105	.5 %
01273	PHILIP MORRIS ,INC. #01	12,517	48.4 %	4,057	22.3 %
01295	R.J.REYNOLDS TOBACCO CO #00	5,393	20.8 %	3,788	20.8 %
02192	MARK ONE SALES & MARKETING			739	4.0 %
02193	STAR SCIENTIFIC, INC.			5,863	32.3 %
02197	TOBACCO CENTER INC.			362	1.9 %
SECTION 19	25.00 Totals	25,826	100.0 %	18,129	100.0 %
01055	BROWN & WILLIAMSON #03	1,891	7.2 %	87	.7 %
01212	LORILLARD #02	4,234	16.2 %	47	.3 %
01213	COMMONWEALTH BRANDS, INC.			1	
01273	PHILIP MORRIS ,INC. #01	16,310	62.4 %	6,107	51.5 %
01295	R.J.REYNOLDS TOBACCO CO #00	3,677	14.0 %	1,468	12.3 %
02192	MARK ONE SALES & MARKETING			337	2.8 %
02193	STAR SCIENTIFIC, INC.			3,625	30.6 %
02197	TOBACCO CENTER INC.			172	1.4 %
SECTION 20	11.00 Totals	26,112	100.0 %	11,844	100.0 %
01055	BROWN & WILLIAMSON #03	8,456	8.4 %	4,898	6.7 %
01211	LIGGETT & MYERS TOBACCO CO #05	41			
01211A	Vendor Name NotFound	2			
01212	LORILLARD #02	18,567	18.5 %	506	.6 %
01213	COMMONWEALTH BRANDS, INC.			34	
01273	PHILIP MORRIS ,INC. #01	55,830	55.6 %	19,809	27.1 %
01295	R.J.REYNOLDS TOBACCO CO #00	17,290	17.2 %	15,638	21.4 %
01475	LANE-LIMITED	56			
02099	GENCO MARKETING CO.			27	
02192	MARK ONE SALES & MARKETING			1,127	1.5 %
02193	STAR SCIENTIFIC, INC.			24,656	33.7 %
02197	TOBACCO CENTER INC.			6,317	8.6 %
02960	KRETEK IMPORTS, INC.	23			
02961	LIGNUM 2-CASA REAL	28			
SECTION 33	63.00 Totals	100,293	100.0 %	73,012	100.0 %

Quarterly Vendor Movement By Area Report (continued)

Creative Data Research-SUPPORT Quarterly Vendor Movement by AREA CDR1 XZDAPFR 9/20/02 16:23:39 Page 2

**** Movement For Quarter: 1 ****

Vendor#	Name	Full Price Qty	SOM%	Discount Qty	SOM%	
01055	BROWN & WILLIAMSON #03	3,443	5.8 %	5,137	7.5 %	
01211	LIGGETT & MYERS TOBACCO CO #05	20				
01212	LORILLARD #02	7,433	12.5 %	1,493	2.1 %	
01213	COMMONWEALTH BRANDS, INC.	30		605	.8 %	
01273	PHILIP MORRIS ,INC. #01	37,307	63.1 %	4,751	6.9 %	
01295	R.J.REYNOLDS TOBACCO CO #00	10,832	18.3 %	23,888	35.0 %	
02099	GENCO MARKETING CO.	2		654	.9 %	
02192	MARK ONE SALES & MARKETING			1,507	2.2 %	
02193	STAR SCIENTIFIC, INC.			27,522	40.3 %	
02197	TOBACCO CENTER INC.			2,587	3.7 %	
02960	KRETEK IMPORTS, INC.	8				
02961	LIGNUM 2-CASA REAL	3				
SECTION 34		11.00 Totals	59,078	100.0 %	68,144	100.0 %
01055	BROWN & WILLIAMSON #03	12,765	9.1 %	14,238	18.7 %	
01211	LIGGETT & MYERS TOBACCO CO #05	107				
01211A	Vendor Name NotFound	6				
01212	LORILLARD #02	20,355	14.6 %	869	1.1 %	
01213	COMMONWEALTH BRANDS, INC.	21		261	.3 %	
01216	Vendor Name NotFound	12				
01273	PHILIP MORRIS ,INC. #01	78,874	56.6 %	7,602	10.0 %	
01295	R.J.REYNOLDS TOBACCO CO #00	26,413	18.9 %	26,738	35.2 %	
01475	LANE-LIMITED	31				
02099	GENCO MARKETING CO.			675	.8 %	
02192	MARK ONE SALES & MARKETING			400	.5 %	
02193	STAR SCIENTIFIC, INC.			24,240	31.9 %	
02197	TOBACCO CENTER INC.			835	1.1 %	
02960	KRETEK IMPORTS, INC.	546	.3 %			
02961	LIGNUM 2-CASA REAL	217	.1 %			
SECTION 35		5.00 Totals	139,347	100.0 %	75,858	100.0 %
01055	BROWN & WILLIAMSON #03	3,322	8.4 %	3,819	14.6 %	
01211	LIGGETT & MYERS TOBACCO CO #05	2-				
01212	LORILLARD #02	8,615	21.9 %	190	.7 %	
01213	COMMONWEALTH BRANDS, INC.			208	.7 %	
01273	PHILIP MORRIS ,INC. #01	19,889	50.7 %	2,613	10.0 %	
01295	R.J.REYNOLDS TOBACCO CO #00	7,404	18.8 %	4,652	17.8 %	
02099	GENCO MARKETING CO.			2,102	8.0 %	
02192	MARK ONE SALES & MARKETING			1,298	4.9 %	
02193	STAR SCIENTIFIC, INC.			8,252	31.6 %	
02197	TOBACCO CENTER INC.			2,970	11.3 %	
SECTION 36		5.00 Totals	39,228	100.0 %	26,104	100.0 %
01055	BROWN & WILLIAMSON #03	7,173	8.3 %	29,571	30.3 %	
01211	LIGGETT & MYERS TOBACCO CO #05	13				
01211A	Vendor Name NotFound	12				
01212	LORILLARD #02	18,094	20.9 %	1,853	1.8 %	
01213	COMMONWEALTH BRANDS, INC.	23		2,963	3.0 %	
01273	PHILIP MORRIS ,INC. #01	42,029	48.7 %	3,024	3.0 %	
01273B	Vendor Name NotFound	1				
01295	R.J.REYNOLDS TOBACCO CO #00	18,741	21.7 %	29,801	30.5 %	

Quarterly Vendor Movement By Area Report (continued)

Creative Data Research-SUPPORT Quarterly Vendor Movement by AREA CDR1 XZDAPFR 9/20/02 16:23:39 Page 3

**** Movement For Quarter: 1 ****

Vendor#	Name	Full Price Qty	SOM%	Discount Qty	SOM%	
01475	LANE-LIMITED	8				
02099	GENCO MARKETING CO.			917	.9 %	
02192	MARK ONE SALES & MARKETING			1,581	1.6 %	
02193	STAR SCIENTIFIC, INC.			23,141	23.7 %	
02197	TOBACCO CENTER INC.			4,727	4.8 %	
02960	KRETEK IMPORTS, INC.	47				
02961	LIGNUM 2-CASA REAL	37				
SECTION 37		25.00 Totals	86,178	100.0 %	97,578	100.0 %
01055	BROWN & WILLIAMSON #03	7,894	7.9 %	13,916	13.1 %	
01211	LIGGETT & MYERS TOBACCO CO #05	109	.1 %			
01211A	Vendor Name NotFound	23				
01212	LORILLARD #02	11,882	11.9 %	2,852	2.6 %	
01213	COMMONWEALTH BRANDS, INC.	3		757	.7 %	
01273	PHILIP MORRIS ,INC. #01	54,696	54.8 %	3,871	3.6 %	
01273B	Vendor Name NotFound	10				
01295	R. J. REYNOLDS TOBACCO CO #00	25,022	25.1 %	34,227	32.3 %	
01475	LANE-LIMITED					
02099	GENCO MARKETING CO.	20		8,728	8.2 %	
02192	MARK ONE SALES & MARKETING			1,396	1.3 %	
02193	STAR SCIENTIFIC, INC.			37,521	35.4 %	
02197	TOBACCO CENTER INC.			2,616	2.4 %	
02960	KRETEK IMPORTS, INC.	2				
SECTION 38		14.00 Totals	99,661	100.0 %	105,884	100.0 %
01055	BROWN & WILLIAMSON #03	9,188	9.3 %	9,474	8.6 %	
01211	LIGGETT & MYERS TOBACCO CO #05	75				
01211A	Vendor Name NotFound	4				
01212	LORILLARD #02	10,477	10.6 %	2,713	2.4 %	
01213	COMMONWEALTH BRANDS, INC.	4		1,991	1.8 %	
01216	Vendor Name NotFound	1				
01273	PHILIP MORRIS ,INC. #01	51,979	52.7 %	4,762	4.3 %	
01295	R. J. REYNOLDS TOBACCO CO #00	26,888	27.2 %	30,329	27.7 %	
02099	GENCO MARKETING CO.			1,031	.9 %	
02192	MARK ONE SALES & MARKETING			2,254-	2.0-%	
02193	STAR SCIENTIFIC, INC.			55,515	50.7 %	
02197	TOBACCO CENTER INC.			5,872	5.3 %	
02960	KRETEK IMPORTS, INC.	2				
02961	LIGNUM 2-CASA REAL	4				
SECTION 39		22.00 Totals	98,622	100.0 %	109,433	100.0 %
Grand Totals			1,116,935		898,009	

** END OF REPORT **

Quarterly Customer Cigarette Report

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**** Movement For Quarter: 1 Rep: 47 ****

Customer#	Name	Phillip Morris Qty	RJR Qty	Other Qty	Total Qty
791860	ALEXANDER'S GROCERY			484	484
250140	ALL BRANDS STORES CITRONELLE	93	51	25	169
250120	ALL BRANDS STORES FLORIDA	41	13	13	15
250110	ALL BRANDS STORES MOBILE CITY	2,202	541	644	3,387
250130	ALL BRANDS STORES MOBILE COUNTY	420	91	73	584
250115	ALL BRANDS STORES PRICHARD CITY	321	175	106	602
250135	ALL BRANDS STORES SARALAND ALABAMA	10	1		9
765150	AMERICAN SUPER MARKET	15	105	264	384
791455	B & W PACKAGE STORE	2		55	57
789185	BAUER'S DRUG INC.	216	274	320	810
788730	BP OIL DBA-SUNSHINE PETROLEUM INC.	3,354	801	5,182	9,337
791465	BROAD ST. CHEVRON	942	2,003	4,323	7,268
788155	BROOKLEY EXXON	596	444	2,419	3,459
765120	BUDDY'S CONV. STORE	3,333	302	1,395	5,030
765781	CHICKASAW GULF SERVICE	3	1		4
789030	CIRCLE A	1,305	178	140	1,623
789020	CJ&D ENT. INC. DBA THE PRIDE STATION	3,297	116	788	4,201
791795	COLLINS PACKAGE STORE	47	88	367	502
789050	COMMUNITY MEAT MARKET		14	49	63
788285	COUNTRY MART FOOD STORE	1,425	362	430	2,217
791135	D & E GROCERY	299	87	119	505
789060	D. I. P. EXPRESS		185	72	257
789080	DANNY'S MEAT MARKET	12	23	42	77
791325	DAWN & JOE FOOD MART			487	487
788550	DEES CHEVRON	578	201	39	818
788740	DONNA'S #2, INC.	9,156	1,558	2,528	13,242
791220	DORITY'S CONOCO	400	140	114	654
788785	DOUG'S DISCOUNT CIGARETTE STORE	10,892	25,248	14,885	51,025
788312	DOUG'S QUIK MART #2	30	488	188	706
788595	EXPRESS GAS / SOFT SHINE	399	195	1,378	1,972
788960	EXXON EXPRESS MART			1,778	1,778
772921	FULTON GROCERY, INC.	13	104	395	512
789025	G & G TOBACCO OF INDIAN SPRINGS	105	39	117	261
788425	GEORGTOWN GROCERY	2,041	1,785	1,959	5,785
788705	GOV'T. BLVD. B.P.	2,548	749	1,129	4,426
791850	H & S CONVENIENCE STORE		50	617	667
788685	I AND R, INC./DBA-COUNTRY CORNER	2,107	106	438	2,651
788675	IKE'S FOOD MART	1,016	14	535	1,565
721650	J & J GROCERY	2,687	3,143	3,387	9,217
788920	J'S E-Z SHOP INC	72	27	9	108
789055	JACK'S COMPAC	106	581	653	1,340
765801	JONES CONVENIENCE STORE	48	56	1,225	1,329
791155	JONES TRUCK STOP INC.	1,219	339	586	2,144
765785	KELLY GULF SERVICE	433	101	236	770
789045	KEN'S GROCERY	60	235	1,538	1,833
790145	KOUNTRY KORNER	3,468	1,013	1,224	5,705
791660	KWIK STOP GROCERY	38	48	1,232	1,318
788400	L & L MOMS & POPS SERVICE CENTER	72	90	585	747
788880	LADAS CHEVRON	2,981	1,640	810	5,431
791600	LADAS PHARMACY	104	592	1,122	1,818
791095	LEE'S RACEWAY			412	412
788815	LITTLE K OIL CO., INC. #1	2,224	605	687	3,516
791165	MACKS CORNER STORE	4	73	626	703

Quarterly Customer Cigarette Report (continued)

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**** Movement For Quarter: 1 Rep: 47 ****

Customer#	Name	Phillip Morris Qty	RJR Qty	Other Qty	Total Qty
762150	MAIN STREET CONVENIENCE		4	1,645	1,649
788615	MCDONALD'S CONOCO #3		4	111	115
784257	MCGREGOR SQUARE GULF	1,763	465	379	2,607
788640	MEDICAL VILLAGE PHARMACY	85	165	929	1,179
765130	MINE AND YOURS CONVENIENCE			57	57
791365	MINUTE MART GROCERY	6,724	1,715	3,995	12,434
788565	MJ'S EXPRESS	6,146	1,375	4,137	11,658
789090	MOFFETT ROAD CHEVRON	16		37	53
788980	MONTGOMERY CITGO	7	119	436	562
791560	MOODY'S PACKAGE STORE	2	16	56	74
789075	OLD SHELL CONVENIENCE		2	1	3
789015	P. T.'S CONOCO			300	300
788755	PALMER'S QUIK STOP		3	1	4
788480	PAUL'S PURE	90	268	1,053	1,411
765752	PIT STOP	272	606	3,399	4,277
765758	PRICHARD LANE	9	14	372	395
788975	QUICK STOP #3 (PETRO)	449	891	336	1,676
788485	R.C. SPUR INC.	490	4,304	3,171	7,965
789070	RAMKABIR INC. DBA LEE'S RACEWAY			232	232
788690	REGENCY CHEVRON	57	117	153	327
791510	RODGER'S HANDY GROCERY	3	2	103	108
789085	RUBY'S QUICK STOP			21	21
788985	S & L CONVENIENCE STORE	394	1,326	1,411	3,131
789105	SEABORN TEXACO	690	3	23	716
789110	SEVEN HILLS COUNTRY STORE	78	47	38	163
791425	SINGLETON GROCERY #2	2	33	886	921
788625	STOP N' GO #2			15	15
788410	SUPER STOP #3	437	114	5,189	5,740
788695	T-BOY'S/JCL ENTERPRISES	5,268	3,155	1,609	10,032
789040	TEXACO HANDY STOP	1,390	957	1,718	4,065
762624	WEST BAY HARDWARE	712	243	437	1,392
788635	YESTERDAY'S MARKET PLACE	55	81	112	248
788325	YOUNG'S GROCERY	63	77	649	789
788910	ZIPPY MART			345	345
GREG ADKISON	Totals	85,936	61,147	91,557	238,640
Grand Totals		85,936	61,147	91,557	238,640

** END OF REPORT **