

AR Gross Profit Report - By Customer

REF#	APPLY	DATE	SALE AMOUNT	COST AMOUNT	GROSS PROFIT	%
09/28/96 GROSS PROFIT BY CUSTOMER NAME PAGE 1						
22:38:55 Demonstration, Inc.						
BEGINNING CUSTOMER: <FIRST> ENDING CUSTOMER: Expo Count						
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FROM DATE: 01/01/96 THRU DATE: 06/30/96						
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CUSTOMER : ADV01 -Advantage-Golf Pro Shops						
00029	00029	02/18/96	154012.50	78750.00*	75262.50	49%
00038	00038	03/17/96	178500.00	101250.00*	77250.00	43%
00015	00015	01/03/96	198250.00	89500.00*	108750.00	55%
00020	00020	01/21/96	196100.00	98000.00*	98100.00	50%
CUST TOTALS:			726,862.50	367,500.00	359,362.50	49%
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CUSTOMER : BEV01 -Beverly Hills Country Club						
00030	00030	02/18/96	161875.00	73125.00*	88750.00	55%
00039	00039	03/17/96	166962.50	86250.00*	80712.50	48%
00016	00016	01/03/96	185000.00	88750.00*	96250.00	52%
00021	00021	01/21/96	244500.00	120000.00*	124500.00	51%
CUST TOTALS:			758,337.50	368,125.00	390,212.50	51%
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CUSTOMER : EXP01 -Expo Country Club						
00031	00031	02/24/96	111150.00	56625.00*	54525.00	49%
00040	00040	03/17/96	141600.00	69000.02*	72599.98	51%
00048	00048	04/30/96	350.00	275.00	75.00	21%
00034	00001	02/28/96	-37000.00	-17000.00*	-20000.00	-54%
00022	00022	01/28/96	270000.00	125000.00*	145000.00	54%
CUST TOTALS:			486,100.00	233,900.02	252,199.98	52%
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COMPANY TOTALS: --- >			1,971,300.00	969,525.02	1,001,774.98	51%
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Note: * = Unable to determine cost from Inventory						

The AR Gross Profit report allows you to analyze your gross profit per customer, salesperson, or territory in both the current and past accounting periods. It allows you to analyze your gross profit for a user-defined range of dates, for processed invoices and credit memos. The report provides a valuable tool to identify specific areas of profit or loss. The Gross Profit report provides the reference (document) number, apply to number, document date, sales amount, cost amount, and both currency and percentage amounts of gross profit for each document.

For the selected order by which you sequence the report, you can analyze the performance of your salespeople, or the profitability of sales for specific customers or within designated sales territories.