

AR Gross Profit Report - By Salesperson

REF#	APPLY	DATE	SALE AMOUNT	COST AMOUNT	GROSS PROFIT	%
09/28/96 GROSS PROFIT BY SALESPERSON PAGE 1 23:06:31 Demonstration, Inc. BEGINNING SALESPERSON: HOL01 ENDING SALESPERSON: HOL01 ===== FROM DATE: 01/01/96 THRU DATE: 06/30/96 -----						
SALESPERSON: HOL01 -David Holmes						
CUSTOMER : HOW01 -Howard Golf						
00024	00024	02/28/96	183700.00	85750.00*	97950.00	53%
00032	00032	02/26/96	161875.00	81250.00*	80625.00	50%
00042	00042	03/17/96	197750.00	103999.95*	93750.05	47%
CUST TOTALS:			543,325.00	270,999.95	272,325.05	50%

CUSTOMER : INT01 -International Dr. Golf Club						
00025	00025	02/04/96	175000.00	83500.00*	91500.00	52%
00033	00033	02/28/96	166500.00	91000.00*	75500.00	45%
00043	00043	03/31/96	169875.00	101250.00*	68625.00	40%
00046	00046	05/07/96	175500.00	90000.00	85500.00	49%
00047	00047	04/30/96	59546.87	27500.00*	32046.87	54%
00017	00017	01/03/96	193750.00	87500.00*	106250.00	55%
CUST TOTALS:			940,171.87	480,750.00	459,421.87	49%

CUSTOMER : OSB01 -Osborne Golf Club						
00027	00027	02/11/96	100250.00	51250.00*	49000.00	49%
00036	00036	03/09/96	188468.75	100000.00*	88468.75	47%
00019	00019	01/07/96	111000.00	52500.00*	58500.00	53%
CUST TOTALS:			399,718.75	203,750.00	195,968.75	49%

SALESPERSON: HOL01			1,883,215.62	955,499.95	927,715.67	49%
=====						
FROM DATE: 01/01/96 THRU DATE: 06/30/96						

HOL01-David Holmes ----- TOTALS:						
			1,883,215.62	955,499.95	927,715.67	49%

COMPANY TOTALS: --- >			1,883,215.62	955,499.95	927,715.67	49%
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Note: * = Unable to determine cost from Inventory

The Gross Profit Based on Document report 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, in both the current and past accounting periods.

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.