AR Product Sales Report - By Salesperson

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09/28/96                                PRODUCT SALES REPORT BY SALESP KEY/CUST NAME                                  PAGE   1
23:12:48                                          Demonstration, Inc.
BEGINNING SALESP KEY: HOL01                  FROM DATE: 01/01/96  THRU: 06/30/96                       ENDING SALESP KEY: HOL01
BEGINNING CUSTOMER: <FIRST>                          CUST CLASS: <ALL>                                  ENDING CUSTOMER: <LAST>
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            ITEM KEY           DESCRIPTION                                  AVG UNIT PRICE       SHIPPED            EXTENDED AMT
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SALESPERSON: HOL01 - David Holmes
CUSTOMER: HOW01 - Howard Golf
                               Freight                                            750.00             3               2,250.00*
            IDMG-2021-W-STE-S  IDM Target Driver 1, Wom, Stee                     200.00           325              65,000.00*
            IDMG-2023-W-STE-M  IDM Target Driver 3, Wom, Stee                     200.00           575             115,000.00*
            IDMG-4028-W-STE-M  IDM Target Iron Set 3-PW, Wom,                     350.00           450             157,500.00*
            IDMG-SSET-W-STE-M  IDMG Ladies Tour Starter Set,                      325.00           700             227,500.00*
            PACI-5021-M-WHI-A  PSA Short Sleeve Shirt, Men, W                      28.00           150               4,200.00
            PACI-5045-W-WHI-A  PSA Short Sleeve Shirt, Wom, W                      30.00           150               4,500.00
            YAMA-9155-U-BLK-M  Yamano Flipstand, Uni, Black,                       55.00           200              11,000.00*
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         TOTAL LISTED:               8        CUSTOMER TOTALS ----->            229.90599          2553             586,950.00
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CUSTOMER: INT01 - International Dr. Golf Club
                               Freight                                            535.00             5               2,675.00*
            ATLA-4099-M-STE-M  Atlantic Pro Iron Set 3-PW, Me                     400.00           500             200,000.00*
            ATLA-SSET-M-STE-M  Atlantic Starter Set, Men, Ste                     250.00           750             187,500.00*
            HEIN-4099-M-GRA-M  Heinz Z12 Iron Set 3-PW, Men,                      390.00           450             175,500.00
            HEIN-8777-U-WHI-M  Heinz Trident Long Range Golf                       25.00          2000              50,000.00*
            HEIN-SSET-M-GRA-M  Heinz Title Starter Set, Men,                      250.00           500             125,000.00
            HIRO-2021-M-GRA-M  Hiroshima Ace Driver 1, Men, G                     250.00           200              50,000.00*
            HIRO-2063-M-GRA-M  Hiroshima Ace Driver 3, Men, G                     250.00           200              50,000.00*
            IDMG-SSET-W-STE-M  IDMG Ladies Tour Starter Set,                      325.00           275              89,375.00*
            TOKY-4023-M-GRA-M  Tokyo Precision Putter, Men, G                     200.00           250              50,000.00
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         TOTAL LISTED:              10        CUSTOMER TOTALS ----->            191.04288          5130             980,050.00
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CUSTOMER: OSB01 - Osborne Golf Club
                               Freight                                            400.00             1                 400.00*
            '                  Freight                                          1,000.00             1               1,000.00
            HEIN-4099-M-GRA-M  Heinz Z12 Iron Set 3-PW, Men,                      390.00           150              58,500.00
            IDMG-4028-W-STE-M  IDM Target Iron Set 3-PW, Wom,                     350.00           150              52,500.00
            TOKY-2031-M-GRA-M  Tokyo XZ-66 Driver 1, Men, Gra                     290.00           200              58,000.00*
            TOKY-2033-M-GRA-M  Tokyo XZ-66 Driver 3, Men, Gra                     280.00           200              56,000.00*
            TOKY-3045-M-GRA-M  Tokyo XZ-55 Iron 5, Men, Graph                     280.00           200              56,000.00*
            TOKY-3047-M-GRA-M  Tokyo XZ-55 Iron 7, Men, Graph                     220.00           200              44,000.00*
            TOKY-4023-M-GRA-M  Tokyo Precision Putter, Men, G                     200.00           225              45,000.00*
            TOKY-SSET-M-BOR-M  Tokyo Pro Starter Set, M, Boro                     360.00           125              45,000.00*
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         TOTAL LISTED:              10        CUSTOMER TOTALS ----->            286.77686          1452             416,400.00
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                                            SALESPERSON TOTALS ----->            217.12096          9135           1,983,400.00
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REPORT TOTALS:
     AVG UNIT PRICE:            217.12096
     QTY  SHIPPED  :                 9135
     EXTENDED AMT  :          1,983,400.00

* = Item may have been discounted on invoice
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A Product Sales report provides a record of what each of your customers has purchased during a user-defined period of time. You can include information in the report based on specifying a range by customer name, salesperson key, item key, or date. You can also specify to generate the report for a certain customer class or all customer classes.

The Product Sales report is a tool that allows you to evaluate your product as follows.

- If sequenced by customer name or key, the report shows you what each customer has been buying from you.
- If sequenced by item key, the report shows you who is buying each item.
- If sequenced by salesperson key, the report shows you what each of your salespeople are selling.

Product sales can be reported for a specific day or for several years, depending on the amount of history you've retained. Or, you could evaluate how well a certain group or individual item sold during a particular period.

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