

AR Product Sales Report - By Customer

09/28/96		PRODUCT SALES REPORT BY CUST NAME/ITEM KEY		PAGE 1	
22:22:50		Demonstration, Inc.			
BEGINNING CUSTOMER: <FIRST>		FROM DATE: <FIRST> THRU: <LAST>		ENDING CUSTOMER: <LAST>	
BEGINNING ITEM KEY: <FIRST>		CUST CLASS: <ALL>		ENDING ITEM KEY: <LAST>	
ITEM KEY	DESCRIPTION	AVG UNIT PRICE	SHIPPED	EXTENDED AMT	
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CUSTOMER: ADV01 - Advantage-Golf Pro Shops					
	Freight	357.14286	7	2,500.00*	
ATLA-4099-M-STE-M	Atlantic Pro Iron Set 3-PW, Men, steel	400.00	987	394,800.00*	
ATLA-SSET-M-STE-M	Atlantic Starter Set, Men, Steel, std	250.00	750	187,500.00*	
GOLF-9881-U-WHI-M	Golf King MotorCaddie, White, Remote Ct	600.00	700	420,000.00*	
HEIN-4099-M-GRA-M	Heinz Z12 Iron Set 3-PW, Men, Graphite	390.00	200	78,000.00	
HEIN-8777-U-WHI-M	Heinz Trident Long Range Golf Balls	25.00	100	2,500.00	
HEIN-SSET-M-GRA-M	Heinz Title Starter Set, Men, Graphite	250.00	675	168,750.00*	
IDMG-SSET-M-STE-M	IDMG Ladies Tour Starter Set, Wom, Stee	325.00	425	138,125.00*	
PACI-5021-M-WHI-A	PSA Short Sleeve Shirt, Men, White, Ass	28.00	1700	47,600.00*	
PACI-5045-W-WHI-A	PSA Short Sleeve Shirt, Wom, White, Ass	30.00	1500	45,000.00*	
PACI-7009-W-WHI-6	PSA Pro Shoe, Wom, White, sz 6	40.00	500	20,000.00	
PACI-7012-M-WHI-11	PSA Acer Shoe, Men, White, sz 11	45.00	300	13,500.00	
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TOTAL LISTED:	12	CUSTOMER TOTALS ----->	193.55877	7844	1,518,275.00
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09/28/96		PRODUCT SALES REPORT BY CUST NAME/ITEM KEY		PAGE 4	
22:23:08		Demonstration, Inc.			
BEGINNING CUSTOMER: <FIRST>		FROM DATE: <FIRST> THRU: <LAST>		ENDING CUSTOMER: <LAST>	
BEGINNING ITEM KEY: <FIRST>		CUST CLASS: <ALL>		ENDING ITEM KEY: <LAST>	
ITEM KEY	DESCRIPTION	AVG UNIT PRICE	SHIPPED	EXTENDED AMT	
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CUSTOMER: TOR01 - Toronto Country Club					
	Freight	1540.33333	3	4,621.00*	
GOLF-9009-U-WHI-M	Golf King Golf Cart	3,000.00	60	180,000.00*	
GOLF-9881-U-WHI-M	Golf King MotorCaddie, White, Remote Ct	600.00	225	135,000.00*	
HEIN-2061-M-GRA-M	Heinz Dyno Driver 1, Men, Graphite, std	170.00	75	12,750.00*	
HEIN-2063-M-GRA-M	Heinz Dyno Driver 3, Men, Graphite, std	210.00	75	15,750.00*	
HEIN-4099-M-GRA-M	Heinz Z12 Iron Set 3-PW, Men, Graphite	390.00	130	50,700.00*	
HEIN-8777-U-WHI-M	Heinz Trident Long Range Golf Balls	25.00	650	16,250.00	
HEIN-SSET-M-GRA-M	Heinz Title Starter Set, Men, Graphite	250.00	100	25,000.00*	
HIRO-2021-M-GRA-M	Hiroshima Ace Driver 1, Men, Graphite	250.00	350	87,500.00	
HIRO-2063-M-GRA-M	Hiroshima Ace Driver 3, Men, Graphite	250.00	350	87,500.00	
IDMG-4028-W-STE-M	IDM Target Iron Set 3-PW, Wom, Steel	350.00	475	166,250.00	
STOD-9981-U-WHI-M	Stoddard Deluxe Golf Cart - White	3,100.00	5	15,500.00*	
TOKY-SSET-M-BOR-M	Tokyo Pro Starter Set, M, Boron	360.00	65	23,400.00	
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CUSTOMER: TOR01 - Toronto Country Club				=====	
TOTAL LISTED:	13	CUSTOMER TOTALS ----->	320.0238	2563	820,221.00
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REPORT TOTALS:					
AVG UNIT PRICE:	244.51195				
QTY SHIPPED :	34054				
EXTENDED AMT :	8,326,609.79				
* = Item may have been discounted on invoice					

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.