

AR Product Sales Report - By Item

09/28/96		PRODUCT SALES REPORT BY ITEM KEY /CUST KEY							PAGE 1		
22:22:34		Demonstration, Inc.									
BEGINNING ITEM KEY: ATLA-4099-M-STE-M		FROM DATE: 01/01/96			THRU: 06/30/96		ENDING ITEM KEY: ATLA-SSET-M-STE-M				
BEGINNING CUSTOMER: <FIRST>		CUST CLASS: <ALL>					ENDING CUSTOMER: <LAST>				
ITEM KEY	DOC#	ORDER#	REQUEST	SHIP	DOCUMENT	LOC	CLASS	TAX KY	UNIT PRICE	SHIPPED	EXTENDED AMT
ATLA-4099-M-STE-M - Atlantic Pro Iron Set 3-PW, Men, steel											
CUSTOMER: ADV01 - Advantage-Golf Pro Shops											
	00020	00006	01/21/96	01/21/96	01/21/96	CALIF	DFHS		400.00	200	80,000.00
	00038	00023	03/17/96	03/17/96	03/17/96	CALIF	DCHS		400.00	150	60,000.00
									400.00	350	140,000.00
CUSTOMER: EXP01 - Expo Country Club											
	00034		02/28/96	02/28/96	02/28/96	CALIF	DCCC		400.00	-55	-22,000.00
CUSTOMER: INT01 - International Dr. Golf Club											
	00033	00019	03/06/96	02/28/96	02/28/96	FLRDA	DFCC		400.00	200	80,000.00*
	00043	00028	03/31/96	03/31/96	03/31/96	FLRDA	DFCC		400.00	300	120,000.00*
									400.00	500	200,000.00
CUSTOMER: JON01 - Jones Golf Shops											
	00035	00020	03/06/96	03/06/96	03/06/96	CALIF	ICCC		400.00	250	100,000.00*
	TOTAL LISTED:		6	ITEM TOTALS		----->			400.00	1045	418,000.00
ATLA-SSET-M-STE-M - Atlantic Starter Set, Men, Steel, std											
CUSTOMER: ADV01 - Advantage-Golf Pro Shops											
	00020	00006	01/21/96	01/21/96	01/21/96	CALIF	DFHS		250.00	200	50,000.00
	00038	00023	03/17/96	03/17/96	03/17/96	CALIF	DCHS		250.00	150	37,500.00
									250.00	350	87,500.00
CUSTOMER: INT01 - International Dr. Golf Club											
	00025	00011	02/04/96	02/04/96	02/04/96	FLRDA	DFCC		250.00	250	62,500.00
	00033	00019	03/06/96	02/28/96	02/28/96	FLRDA	DFCC		250.00	200	50,000.00*
	00043	00028	03/31/96	03/31/96	03/31/96	FLRDA	DFCC		250.00	275	68,750.00*
	00047		04/30/96	04/30/96	04/30/96	FLRDA	DFCC	EX	250.00	25	6,250.00*
									250.00	750	187,500.00
CUSTOMER: JON01 - Jones Golf Shops											
	00035	00020	03/06/96	03/06/96	03/06/96	CALIF	ICCC		250.00	250	62,500.00*
	TOTAL LISTED:		7	ITEM TOTALS		----->			250.00	1350	337,500.00
REPORT TOTALS:											
	AVG UNIT PRICE:		315.44885								
	QTY SHIPPED :		2395								
	EXTENDED AMT :		755,500.00								
* - Item has 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.