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## Sales Analysis Reports by Customer

AR-1105

### Overview

This Extended Solution to the Accounts Receivable module generates seven new Sales Analysis reports. The Operations section has a full description of each.

- The *Customer Obtained By Sort Field Report*
- The *Customers Of Ship Via Report*
- The *Monthly Sales Recap By Ship Via Report*
- The *Customer/Item Report*
- The *Item Profit Analysis Reports*
- The *Net Sales Report*
- The *Customer/Item Profit Report*



In order for the *Customer Item/Profit Report* or the *Item Profit Analysis Reports* to function, SO-1090: *Additional Sort Files* must be installed and enabled.

### Installation

Before installing this Extended Solution, please verify that the version level(s) printed on the CD label are the same as the version level(s) of the MAS 90 MAS 200 module(s) you are using. For further information, please see the Upgrades and Compatibility section below. Check your Shipping Manifest for a complete list of Extended Solutions shipped.

For detailed installation instructions, please refer to the Sage website at:

[http://support.sagesoftwareonline.com/mas/extended\\_solutions/main.cfm](http://support.sagesoftwareonline.com/mas/extended_solutions/main.cfm)

#### ***Installing Your Extended Solutions under Windows From a CD***

If you have the *autorun* function turned on for your PC, the installation program will start up automatically. If not, find the **autorun.exe** file on your CD-ROM drive and double-click it to start the installation program. Follow the on-screen instructions.

#### **From the Sage FTP site**

When your Extended Solution is ready to be downloaded, you will receive an email from 'extendedsolutions.na@sage.com' telling you that it is ready. The email will contain the Customer Name, Cross Reference, a case-sensitive Password, a link via which you can download your Extended Solution, instructions and a Shipping Manifest. If you have any problems with this order, please email [extendedsolutions.na@sage.com](mailto:extendedsolutions.na@sage.com) and we will assist you during normal business hours.

### **Extended Solutions Control Center**

Installing any Extended Solution will add an Extended Solutions Control Center to the MAS 90 MAS 200 Library Master Utilities menu. When you open the Control Center, the following options will be available:

- Extended Solutions Manuals
- Remove Extended Solutions
- Unlock Extended Solutions
- Merge Installation Files
- Extended Solutions Setup options

### **Custom Office**

If you customize your MAS 90 MAS 200, then you must run the Update Utility *every time* you install this Extended Solution.

### **Setup**

Once the disk is installed, you will need to access the Accounts Receivable menu option screen. After the option screens have been displayed, a Setup screen for this Extended Solution will appear. Check the 'Enable Extended Solution' box to activate this Extended Solution (Figure 1). The manual for this Extended Solution, if it has been installed, can be viewed by clicking the 'Manual' button next to the 'Enable Extended Solution' check box. It can also be viewed via the Extended Solutions Control Center (see Installation, above).

AR-1105 Setup Options

Sales Analysis Reports By Customer

Enable Extended Solution  Manual Level 4.05 Rel: 02/08/99

Report Title For 'Sort Field'

Report Title For 'Ship Via'

Report Title For 'Salesperson'

Report Title For 'Weight'

Report Title For 'Customer'

Select By Sort Field

Extended Solutions

Accept Cancel

ALK XYZ 8/8/2005

Figure 1

You have the option to re-label the following fields for printing on some of the reports:

'SORT FIELD'  
'SHIP VIA'  
'SALESPERSON'  
'WEIGHT'  
'CUSTOMER'

You also have the option to use the A/R Sort Field as the selection criteria for the *Sales by Customer/Item Report*.

Sales Analysis Reports by Customer will be added to the Accounts Receivable Reports menu as a Reports/Form task. Please review your security setup in Role Maintenance and make appropriate changes

You should visit this Setup screen after each upgrade or reinstallation of this Extended Solution.

### Operation

These reports are run from the Sales Analysis Reports by Customer submenu (Figure 2) which can be accessed from the main A/R Reports Menu.

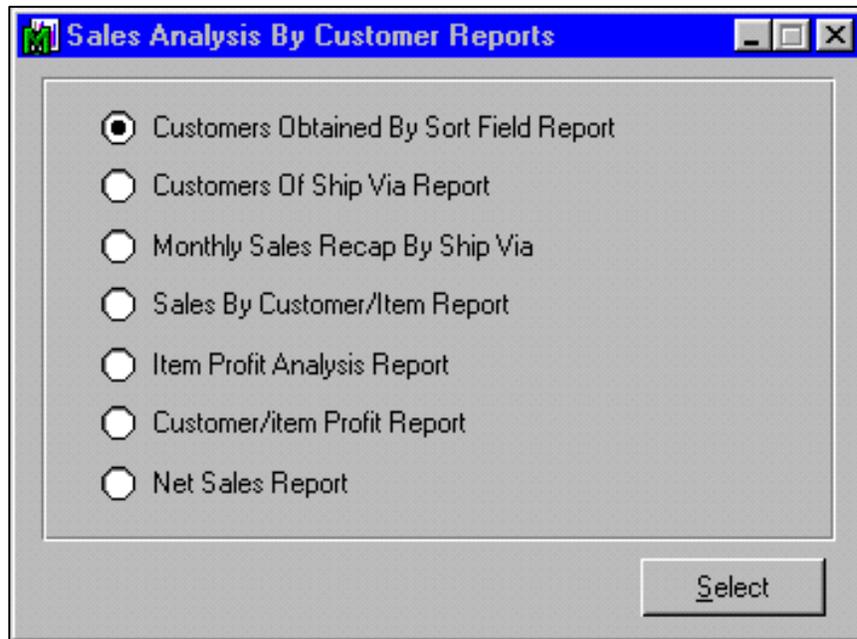


Figure 2

*The Customers Obtained By Sort Field Report* (Figures 3 and 4)

The selector screen for this report allows for the entry of a range of Sort Fields (our example is re-titled Sales Managers) and Customer Numbers. The title assigned to the sort field on the Setup screen will be printed in place of 'Sort Field.' The report prints the Sort Field information, Customer Numbers and Customer Names.

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Figure 3

```

RUN DATE: 10/11/93          San Juan Marina          PAGE: 1
SYS DATE: 02/01/93        CUSTOMERS OBTAINED BY SALES MANAGER        TIME: 08:55 AM

SALES MANAGER   CUSTOMER
                NUMBER      NAME
-----
HENSON          00-0000002  BRITISH AIRWAYS
HENSON          00-0000003  DAVIDSON IMPORTS
    
```

Figure 4

*The Customers Of Ship Via Report (Figures 5 and 6)*

The selector screen for this report allows for the entry of a range of Ship Via and Customer Numbers. The title assigned to the Ship Via field on the Setup screen (see Setup above) will be printed in place of 'Ship Via.' Our example shown uses 'Route.' The report prints the re-titled Ship Via information, Customer Numbers and Customer Names and page breaks when the Ship Via Code changes.

Figure 5

```

RUN DATE: 10/11/93          San Juan Marina          PAGE: 1
SYS DATE: 02/01/93        CUSTOMERS OF ROUTE        TIME: 09:00 AM

ROUTE           CUSTOMER
                NUMBER      NAME
-----
UPS             00-0000002  BRITISH AIRWAYS
UPS             00-0000003  DAVIDSON IMPORTS
    
```

Figure 6

*Monthly Sales Recap By Ship Via Report* (Figures 7, 8 and 9)

The selector screen for this report allow for the entry of a range of Ship Via Codes and Dates. The report offer two sort options: Customer Name/Product Line (Figure 8) or Product Line (Figure 9). The title assigned to the Ship Via field on the Setup screen will be printed in place of 'Ship Via.' Our example uses 'Route.'

Figure 7

PRODUCT LINE	TOTAL WEIGHT	SALES DOLLARS	SALES PER POUND	COST OF SALES	COST PER POUND	GROSS PROFIT	GROSS %
RUN DATE: 12/29/93      San Juan Marina      PAGE: 1 SYS DATE: 02/01/93      MONTHLY SALES RECAP BY ROUTE      TIME: 02:19 PM SORTED BY CUSTOMER NUMBER/PRODUCT LINE TRANSACTION DATES FROM      TO 12/31/99							
ROUTE							
CUSTOMER NUMBER: 00-0000001		DAVIDSON IMPORTS					
0001	1,661.00	315,752.97	190.10	11,938.42	7.19	303,814.55	96.22%
0002	.00	1,093.00	.00	226.00	.00	867.00	79.32%
00-0000001:	1,661.00	316,845.97	190.76	12,164.42	7.32	304,681.55	96.16%
	1,661.00	316,845.97	190.76	12,164.42	7.32	304,681.55	96.16%
RUN DATE: 12/29/93      San Juan Marina      PAGE: 2 SYS DATE: 02/01/93      MONTHLY SALES RECAP BY ROUTE      TIME: 02:19 PM SORTED BY CUSTOMER NUMBER/PRODUCT LINE TRANSACTION DATES FROM      TO 12/31/99							
ROUTE							
CUSTOMER NUMBER: 00-0000001		DAVIDSON IMPORTS					
0001	365.00-	32,250.00	88.36-	7,873.29	21.57-	24,376.71	75.59%
0002	.00	250.00	.00	24.00	.00	226.00	90.40%
00-0000001:	365.00-	32,500.00	89.04-	7,897.29	21.64-	24,602.71	75.70%
UPS	365.00-	32,500.00	89.04-	7,897.29	21.64-	24,602.71	75.70%
REP. TOTAL:	1,296.00	349,345.97	269.56	20,061.72	15.48	329,284.25	94.26%

Figure 8

## Extended Solutions

SYS DATE: 02/01/93		MONTHLY SALES RECAP BY ROUTE					TIME: 01:24 PM	
		PRODUCT LINE						
		TRANSACTION DATES FROM			TO 12/31/99			
PRODUCT LINE	TOTAL WEIGHT	SALES DOLLARS	SALES PER POUND	COST OF SALES	COST PER POUND	GROSS PROFIT	GROSS %	
ROUTE	US MAIL							
	0001	105.00	341,503.30	3,252.41	15,110.03	143.91	326,393.27	95.58%
	0002	.00	1,740.00	.00	340.00	.00	1,400.00	80.46%
	US MAIL	105.00	343,243.30	3,268.98	15,450.03	147.14	327,793.27	95.50%
RUN DATE: 10/12/93		San Juan Marina					PAGE: 2	
SYS DATE: 02/01/93		MONTHLY SALES RECAP BY ROUTE					TIME: 01:24 PM	
		PRODUCT LINE						
		TRANSACTION DATES FROM			TO 12/31/99			
PRODUCT LINE	TOTAL WEIGHT	SALES DOLLARS	SALES PER POUND	COST OF SALES	COST PER POUND	GROSS PROFIT	GROSS %	
ROUTE	UPS							
	0001	.00	125,800.00	.00	1,000.00	.00	124,800.00	99.21%
	UPS	.00	125,800.00	.00	1,000.00	.00	124,800.00	99.21%
REP. TOTAL:		105.00	217,443.30	2,070.89	14,450.03	137.62	202,993.27	93.35%

Figure 9

The report prints the re-titled Ship Via, Customer Name, Customer Number, Product Line, Total Weight Sold, Total Sales Dollars, Sales Per Weight\* (calculated as: Total Sales Dollars divided by Total Weight Sold), Cost of Sales, Cost Per Weight\* (calculated as: Cost of Sales divided by Total Weight Sold), Gross Profit Dollars and Gross Profit Percent.

\*the Weight column may also be re-titled on the Setup screen, Our example uses 'Pound.' Weight is calculated from the Inventory Masterfile field for weight. This field must contain only numerics in order to calculate correctly (e.g., '35' rather than '35 lbs').

#### Sales By Customer/Item Report (Figures 10 and 11)

The selector screen for this report allows for the entry of a range of Sort Fields (this column may also be re-titled on the Setup screen, Our example uses 'Sales Managers'), Item Numbers, Customer Types, Customer Numbers, Customer Names, Salesperson (this column may also be re-titled on the Setup screen, we calling it 'Sales Rep') and the current period.

The report details Inventory quantities sold by Customer Number. It will reflect quantities sold Period-To-Date, Prior Period-To-Date, Year-To-Date and Prior Year-To-Date (along with any variance between the two).



If you have SO-1090: *Additional Sort Files* installed and enabled, the report is generated much more quickly. Please refer to the SO-1090 manual for any questions regarding the operation of the additional sort files.

Current Period: 01 JANUARY, 1999

Selection: All Starting Ending

Sales Manager:  [ ] [ / ]

Item Number:  [ ] [ / ]

Customer Type:  [ ] [ / ]

Customer Number:  [ ] [ 99- / ]

Customer Name:  [ ] [ / ]

Sales Rep:  [ ] [ 99- / ]

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Figure 10

```

RUN DATE: 10/12/93          San Juan Marina          PAGE: 1
SYS DATE: 02/01/93        SALES ANALYSIS REPORT BY CUSTOMER/ITEM        TIME: 01:31 PM

```

ITEM/SALES CODE	JANUARY, 1993		-----Prior Year-----		-----Variance-----	
	Per. T-D	Y-T-D	Per. T-D	Y-T-D	Per. T-D	Y-T-D
Customer No: 00-0000002 BRITISH AIRWAYS		KALAMOZOO		MT		
1 IRON PLATE		3	3	0	0	3
3 WIDGITS		2	2	0	0	2
BRITISH AIRWAYS TOTAL:		5	5	0	0	5
Customer No: 00-0000001 DAVIDSON IMPORTS		KALAMOZOO		MT		
1 IRON PLATE		27	27	0	0	27
2 MYLAR		27	27	0	0	27
DAVIDSON IMPORTS TOTAL:		54	54	0	0	54
REPORT TOTAL:		59	59	0	0	59

Figure 11

### Item Profit Analysis Reports

In order for the Item Profit Analysis Reports to function, SO-1090: *Additional Sort Files* must be installed and enabled.

The Item Profit Analysis Reports may be sorted by Customer Number or Salesperson.

If you elected to sort by 'Salesperson' and your Accounts Receivable is divisionalized, there will be an option to 'Consolidate Salesperson Data' on the report. It should be noted that if this option is checked, the Lookup function will no longer be available on the Salesperson selection range.

There is also an option to 'Print Detail By Invoice.' When this option is checked, the reports will not be sorted by Invoice Date, and will not display Invoice detail.

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The Selection criteria include a range of Salesperson Codes, Customer Numbers, Invoice Dates, Item Numbers and Product Lines.

- Sorted by Customer Number/Invoice Date/Item Number** (Figures 12, 13) details the following information sorted by Customer Number/Item Number: Customer Number, Customer Name, Invoice Date, Invoice Number, Item Number, Description, Salesperson Code, Shipping Address, Total Quantity (in the standard Unit of Measure), Total Cost, Total Price, Margin Amount and Margin Percent. The report also details each Item's current Quantity on Purchase Order and Current Quantity On Hand, both in the Standard Unit of Measure. See Figure 14 for the version of this report without Invoice detail.

Figure 12

Extended Solutions

Item #	Description	Total Qty	Total Cost	Total Price	Margin Amount	Margin %
MARKETING ASSOC: 01ABF American Business Futures Inc.						
INVOICE # 0101886 02/28/94 0100 2131 E. 14th Street, Suite 100, Milwaukee, WI 53151						
FASKO	DESC OF FASKO-----	648.00	1,740.96	4,902.00	3,161.04	64.48
1001-HON-H252	HON 2 DRAWER LETTER FLE W/O LK	12.00	533.28	676.84	143.56	21.21
1001-HON-H252LK	HON 2 DRAWER LETTER FLE W/ LCK	9.00	270.00	297.00	27.00	9.09
TOTAL INVOICE:		669.00	2,544.24	5,875.84	3,331.60	56.70
INVOICE # 0101932 03/31/94 0100 2131 E. 14th Street, Suite 100, Milwaukee, WI 53151						
1001-HON-H252	HON 2 DRAWER LETTER FLE W/O LK	1.00-	82.50-	92.50-	10.00-	10.81
TOTAL INVOICE:		1.00-	82.50-	92.50-	10.00-	10.81
INVOICE # 0101933 03/31/94 0100 2131 E. 14th Street, Suite 100, Milwaukee, WI 53151						
1001-HON-H252	HON 2 DRAWER LETTER FLE W/O LK	2.00	165.00	185.00	20.00	10.81
TOTAL INVOICE:		2.00	165.00	185.00	20.00	10.81
ABF TOTAL:		670.00	2,626.74	5,968.34	3,341.60	55.99
REPORT TOTAL:		670.00	2,626.74	5,968.34	3,341.60	55.99

Figure 13

Item #	Description	Total Qty	Total Cost	Total Price	Margin Amount	Margin %
MARKETING ASSOC: 01ABF American Business Futures Inc.						
FASKO	DESC OF FASKO-----	648.00	1,740.96	4,902.00	3,161.04	64.48
1001-HON-H252	HON 2 DRAWER LETTER FLE W/O LK	13.00	615.78	769.34	153.56	19.96
1001-HON-H252LK	HON 2 DRAWER LETTER FLE W/ LCK	9.00	270.00	297.00	27.00	9.09
ABF TOTAL:		670.00	2,626.74	5,968.34	3,341.60	55.99
REPORT TOTAL:		670.00	2,626.74	5,968.34	3,341.60	55.99

Item #	Description	Total Qty	Total Cost	Total Price	Margin Amount	Margin %	Current PO Qty	Current Qty O/H
ITEM SUMMARY								
FASKO	DESC OF FASKO-----	648.00	1,740.96	4,902.00	3,161.04	64.48	8-	1,019
1001-HON-H252	HON 2 DRAWER LETTER FLE W/O LK	13.00	615.78	769.34	153.56	19.96	2,225	6,120
1001-HON-H252LK	HON 2 DRAWER LETTER FLE W/ LCK	9.00	270.00	297.00	27.00	9.09	25	2,485
SUMMARY TOTAL:		670.00	2,626.74	5,968.34	3,341.60	55.99		

Figure 14

## Extended Solutions

- Sorted by Salesperson/Customer Number/Invoice Date/Item Number** (Figures 15, 16, 17) When you choose to sort by Salesperson and your Accounts Receivable is divisionalized, the prompt 'Consolidate Salesperson Data' will be available. Check this box to consolidate Salesperson Codes across divisions in the summary and detail versions of the reports which are sorted by Salesperson Code. An additional sort option by Division will appear when you choose to consolidate salesperson data (Figure 16). If you leave it blank, the report processes normally. The report prints one line per Salesperson/Customer Number/Item Number/Invoice Date for the following information: Salesperson Code, Customer Number, Customer Name, Invoice Date, Invoice Number, Item Number, Description, Shipping Address, Total Quantity (in the standard Unit of Measure), Total Cost, Total Price, Margin Amount and Margin Percent. The report also details each Item's current Quantity on Purchase Order and Current Quantity On Hand, each in the standard Unit of Measure. See Figure 18 for the version of this report without Invoice Detail.

Selection	All	Starting	Ending
Division	<input checked="" type="checkbox"/>	<input type="text"/>	99
Sales Rep	<input checked="" type="checkbox"/>	<input type="text"/>	99-ZZZ
Client	<input checked="" type="checkbox"/>	<input type="text"/>	99-ZZZZ
Invoice Date	<input checked="" type="checkbox"/>	<input type="text"/>	12/31/2099
Item Number	<input checked="" type="checkbox"/>	<input type="text"/>	ZZZZ
Product Line	<input checked="" type="checkbox"/>	<input type="text"/>	ZZZ

HP4000\_TECH      Print      Preview      Printer Setup...

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Figure 15

**Item Profit Analysis Report**

Sort By: Salesperson    Consolidate Salesperson Data:     Print Detail By Invoice:

Selection	All	Starting	Ending
Division	<input checked="" type="checkbox"/>	<input type="text"/>	99
Sales Rep	<input checked="" type="checkbox"/>	<input type="text"/>	////
Client	<input checked="" type="checkbox"/>	<input type="text"/>	99-////
Invoice Date	<input checked="" type="checkbox"/>	<input type="text"/>	12/31/2099
Item Number	<input checked="" type="checkbox"/>	<input type="text"/>	////
Product Line	<input checked="" type="checkbox"/>	<input type="text"/>	////

HP4000\_TECH    Print    Preview    Printer Setup...

NDC    NDC    03/17/1999

Figure 16

RUN DATE: 02/01/95    ABC DISTRIBUTION AND SERVICE CORP.    PAGE: 1  
 SYS DATE: 12/06/94    ITEM PROFIT ANALYSIS BY SALESPERSON/CUSTOMER/INVOICE    TIME: 11:01 AM  
 TRANSACTION DATES FROM 01/01/94 TO 12/31/94

Item #	Description	Total Qty	Total Cost	Total Price	Margin Amount	Margin %
0100	Jim Kentley Jr. MARKETING ASSOC: 01ABF    American Business Futures Inc.					
INVOICE # 0101886    02/28/94    0100						
	2131 E. 14th Street, Suite 100, Milwaukee, WI 53151					
	FASKO    DESC OF FASKO-----	648.00	1,740.96	4,902.00	3,161.04	64.48
	1001-HON-H252    HON 2 DRAWER LETTER FLE W/O LK	12.00	533.28	676.84	143.56	21.21
	1001-HON-H252LK    HON 2 DRAWER LETTER FLE W/ LCK	9.00	270.00	297.00	27.00	9.09
	TOTAL INVOICE:	669.00	2,544.24	5,875.84	3,331.60	56.70
INVOICE # 0101932    03/31/94    0100						
	2131 E. 14th Street, Suite 100, Milwaukee, WI 53151					
	1001-HON-H252    HON 2 DRAWER LETTER FLE W/O LK	1.00-	82.50-	92.50-	10.00-	10.81
	TOTAL INVOICE:	1.00-	82.50-	92.50-	10.00-	10.81
INVOICE # 0101933    03/31/94    0100						
	2131 E. 14th Street, Suite 100, Milwaukee, WI 53151					
	1001-HON-H252    HON 2 DRAWER LETTER FLE W/O LK	2.00	165.00	185.00	20.00	10.81
	TOTAL INVOICE:	2.00	165.00	185.00	20.00	10.81
	ABF TOTAL:	670.00	2,626.74	5,968.34	3,341.60	55.99
	Jim Kentley Jr. TOTAL:	670.00	2,626.74	5,968.34	3,341.60	55.99
	REPORT TOTAL:	670.00	2,626.74	5,968.34	3,341.60	55.99

Figure 17

Extended Solutions

Item #	Description	Total Qty	Total Cost	Total Price	Margin Amount	Margin %		
RUN DATE: 02/01/95      ABC DISTRIBUTION AND SERVICE CORP.      PAGE: 1 SYS DATE: 12/06/94      SUMMARY ITEM PROFIT ANALYSIS BY SALESPERSON/CUSTOMER      TIME: 08:59 AM TRANSACTION DATES FROM 01/01/94 TO 12/31/94								
0100	Jim Kentley Jr. MARKETING ASSOC: 01ABF      American Business Futures Inc.							
FASKO	DESC OF FASKO-----	648.00	1,740.96	4,902.00	3,161.04	64.48		
1001-HON-H252	HON 2 DRAWER LETTER FLE W/O LK	13.00	615.78	769.34	153.56	19.96		
1001-HON-H252LK	HON 2 DRAWER LETTER FLE W/ LCK	9.00	270.00	297.00	27.00	9.09		
	ABF TOTAL:	670.00	2,626.74	5,968.34	3,341.60	55.99		
	Jim Kentley Jr. TOTAL:	670.00	2,626.74	5,968.34	3,341.60	55.99		
	REPORT TOTAL:	670.00	2,626.74	5,968.34	3,341.60	55.99		
RUN DATE: 02/01/95      ABC DISTRIBUTION AND SERVICE CORP.      PAGE: 1 SYS DATE: 12/06/94      SUMMARY ITEM PROFIT ANALYSIS BY SALESPERSON/CUSTOMER      TIME: 09:00 AM TRANSACTION DATES FROM 01/01/94 TO 12/31/94								
Item #	Description	Total Qty	Total Cost	Total Price	Margin Amount	Margin %	Current PO Qty	Current Qty O/H
ITEM SUMMARY								
FASKO	DESC OF FASKO-----	648.00	1,740.96	4,902.00	3,161.04	64.48	8-	1,019
1001-HON-H252	HON 2 DRAWER LETTER FLE W/O LK	13.00	615.78	769.34	153.56	19.96	2,225	6,120
1001-HON-H252LK	HON 2 DRAWER LETTER FLE W/ LCK	9.00	270.00	297.00	27.00	9.09	25	2,485
	SUMMARY TOTAL:	670.00	2,626.74	5,968.34	3,341.60	55.99		

Figure 18

An Item Summary is printed following each of the reports. The Summary lists one line per Item and details information from each of the columns from the report for the item. The Summary also details each Item's current Quantity on Purchase Order and Current Quantity On Hand. These quantities are the total for all warehouses. No totals for the Quantity on P/O and Quantity On Hand columns are printed when the reports are printed without detail.

*Item Profit Analysis Reports: Kit Processing*

In the *Item Profit Analysis Reports*, Total Cost is associated with the component Items of Exploded Kits rather than with the Exploded Kits. Total Price is associated with the Exploded Kits. However, Exploded Kits **and** their component items are counted in the Total Quantity.

*Customer Item/Profit Report (Figures 19, 20, and 21)*

The Customer Item/Profit Report may be selected by a range of Customer Numbers, Item Numbers and Invoice Dates (Figure 19). The report prints Quantity (in Sales UOM), Amount Sold and Gross Profit by Item for each Customer Number (Figure 20). You may print the report with only Inventory Item detail by checking the 'Include Inventory Items Only' box. This option will default to 'Yes.' Exploded kits are not included on the Customer Item/Profit Report. You may print a summary version (Figure 21) of this report by checking the 'Print Summary' check box on the report selection screen. In order for the Item/Profit Report to function, Sage Software Extended Solution SO-1090: *Additional Sort Files* must be installed and enabled.

Extended Solutions

Figure 19

```

RUN DATE: 04/27/95      EDWARDSON ELECTRIC COMPANY      PAGE: 1
SYS DATE: 02/16/95     CUSTOMER/ITEM PROFIT REPORT      TIME: 01:44 PM
                        TRANSACTION DATES FROM 01/01/94 TO 12/31/94

ITEM #      DESCRIPTION                QTY SOLD      $ SOLD      GP %
-----
DIVISION: 00
CUSTOMER: 00-0000001
PO1020      PO1020 TEST ITEM NUMBER          4.000        $2.40      316.67-
PO1020S     PO1020 TEST ITEM NUMBER SERIAL    1.000         $ .60      316.67-
-----
00-0000001 TOTAL:          5.000        $3.00      316.67-

CUSTOMER: 00-SDN      John Smith
PAPER       2000 FT ROLL OF PAPER            143.000      $910.78     70.15
SDN         123456789012345678901234567890  28.000      $198.00     59.74
SDN1        LINE 9 XXXXXXXXXXXXXXXXXXXXXXXX    7.000         $58.00     27.71
SHIRT       BLACK X-LARGE SHIRT              150.000     $9,416.00   50.72
TEST        ITEM DESCRIPTION                  15.000-     $12.05-    124.48
-----
00-SDN TOTAL:          313.000     $10,570.73  52.35
-----
DIVISION 00 TOTAL:     318.000     $10,573.73  52.25

DIVISION: 01
CUSTOMER: 01-A&H      Adams & Hanks
PAPER       2000 FT ROLL OF PAPER            10.000-     $49.80-     60.04
TEST        TEST                               30.000-     $30.00-    100.00
-----
01-A&H TOTAL:          40.000-     $79.80-     75.06

CUSTOMER: 01-SIMMONS SIMMONS TITLE COMPANY
PAPER       2000 FT ROLL OF PAPER            5.000        $100.00    150.00
SHIRT       TEST                               1.000         $10.00    100.00
-----
01-SIMMONS TOTAL:      6.000        $110.00    145.45
-----
DIVISION 01 TOTAL:     34.000-     $30.20      331.46
-----
REPORT TOTAL:          284.000     $10,603.93  53.05
=====
    
```

Figure 20

Extended Solutions

ITEM #	DESCRIPTION	QTY SOLD	\$ SOLD	GP %
RUN DATE: 04/27/95      EDWARDSON ELECTRIC COMPANY      PAGE: 1 SYS DATE: 02/16/95      CUSTOMER/ITEM PROFIT REPORT      TIME: 01:45 PM TRANSACTION DATES FROM 01/01/94 TO 12/31/94				
DIVISION: 00				
	00-0000001 TOTAL:	5.000	\$3.00	316.67-
	00-SDN TOTAL:	313.000	\$10,570.73	52.35
	DIVISION 00 TOTAL:	318.000	\$10,573.73	52.25
DIVISION: 01				
	01-A&H TOTAL:	40.000-	\$79.80-	75.06
	01-SIMMONS TOTAL:	6.000	\$110.00	145.45
	DIVISION 01 TOTAL:	34.000-	\$30.20	331.46
	REPORT TOTAL:	284.000	\$10,603.93	53.05

Figure 21

*Net Sales Report*

The Net Sales Report has two Sort options: by Item/Customer or Customer/Item. The prompt 'Page Break by Customer' or 'Page Break by Item' will appear on the selection screen depending on the sort sequence selected. The report may be selected by a range of Customer Numbers, Item Numbers and Invoice Dates (Figure 22).

This report contains a listing of Invoices and Invoice Dates in the Sort order selected. For each Invoice, the report prints the following for each Inventory item:

- Qty Shipped, converted to its standard UOM as stored in Invoice History
- Qty Returned, converted to its standard UOM (A 'Qty Returned' is defined as quantities on Credit Memos or negative quantities on standard Invoices)
- Unit Price, converted to its standard UOM
- Net Sales, the line extension

The report prints Total Net Sales (Shipped less Returned quantity and dollars), Total Sales and Total Returns at each Customer/Item break.

Figure 22

Extended Solutions

Figure 23 is a sample of the report when run by Customer/Item, and figure 24 is by Item/Customer. There is an option to run the report in a Summary format. When selected, there will be no Invoice detail on the report.

NET SALES REPORT  
ABC Distribution and Service Corp.  
- 12/31/99

Sorted by Customer/Item

Invoice #	Invoice Date	Qty Shipped	Qty Returned	Unit Price	Net Sales
01-ABF American Business Futures					
1001-HON-H252 NON 2 DRAWER LETTER FILE W/O LK					
0100004	05/01/03	4	0	\$79.80	\$319.20
0100054	03/01/03	5	0	\$1.48	\$7.40
0100055	05/01/03	0	1	\$1.48	-\$1.48
ITEM 1001-HON-H252 TOTAL:		9	1		\$645.12
TOTAL NET SALES:					\$726.60
TOTAL RETURNS:					\$81.48
2480-8-50 DESK FILE 8" CAP 50					
0100041	05/01/03	1	0	\$33.20	\$33.20
ITEM 2480-8-50 TOTAL:		1	0		\$33.20
TOTAL NET SALES:					\$33.20
TOTAL RETURNS:					\$0.00
2481-5-50 DESK FILE 5 1/4" CAP 50					
0100033	04/15/03	2	0	\$18.95	\$37.91
ITEM 2481-5-50 TOTAL:		2	0		\$37.91
TOTAL NET SALES:					\$37.91
TOTAL RETURNS:					\$0.00
2551-3-50 DESK FILE 3 1/2" CAP 50					
0100022	04/15/03	1	0	\$22.70	\$22.70
ITEM 2551-3-50 TOTAL:		1	0		\$22.70
TOTAL NET SALES:					\$22.70
TOTAL RETURNS:					\$0.00

Figure 23

NET SALES REPORT  
ABC Distribution and Service Corp.  
- 12/31/99

Sorted by Item/Customer

Invoice #	Invoice Date	Qty Shipped	Qty Returned	Unit Price	Net Sales
1001-HON-H252 NON 2 DRAWER LETTER FILE W/O LK					
01-ABF American Business Futures					
0100004	05/01/03	4	0	\$79.80	\$319.20
0100054	03/01/03	5	0	\$1.48	\$7.40
0100055	05/01/03	0	1	\$1.48	-\$1.48
CUSTOMER 01-ABF TOTAL:		9	1		\$645.12
TOTAL NET SALES:					\$726.60
TOTAL RETURNS:					\$81.48
02-GREALAR Greater Alarm Company					
0100046	05/01/03	10	0	\$78.12	\$781.20
CUSTOMER 02-GREALAR TOTAL:		10	0		\$781.20
TOTAL NET SALES:					\$781.20
TOTAL RETURNS:					\$0.00
2480-8-50 DESK FILE 8" CAP 50					
01-ABF American Business Futures					
0100041	05/01/03	1	0	\$33.20	\$33.20
CUSTOMER 01-ABF TOTAL:		1	0		\$33.20
TOTAL NET SALES:					\$33.20
TOTAL RETURNS:					\$0.00

Figure 24

## Extended Solutions

**What's New**

With the 10-19-05 release:

- The Qty Unit Price values on the Net Sales Report have been modified; they have been converted to their standard UOM.

**Upgrades and Compatibility**

The installation CD is labeled with the version of the MAS 90 MAS 200 module for which this Extended Solution was prepared. This Extended Solution will check its compatibility with the appropriate MAS 90 MAS 200 modules and will be disabled if an incompatibility is found. If you upgrade your MAS 90 MAS 200 modules, this Extended Solution must be upgraded as well. Your MAS 90 MAS 200 dealer can supply this upgrade.

**Documentation**

Only changes made to the standard operation of MAS 90 MAS 200 have been documented in this manual. Operations not documented in this manual are standard procedures of MAS 90 MAS 200 processing. Standard MAS 90 MAS 200 processes, data entry screens, inquiry screens, reports, updates, etc., have not been changed unless addressed in this document.

Parts of this document may refer to the *Specific Purpose Rule*. When referenced, the described feature was developed for a specific client to its specifications and may not conform to generally accepted MAS 90 MAS 200 standards and procedures. These features may or may not benefit you in your application of MAS 90 MAS 200.

**Acknowledgments**

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