

2016

**Professional
Data
Systems**

**PROTRAC HAS
LITERALLY HUNDREDS
OF REPORTS.
PROTRAC ALSO HAS A
REPORT WRITER FOR
OUR PROTRAC
APPLICATION.**

**TAKE TIME TO REVIEW
THESE REPORTS -
THEY COVER
INVENTORY, GMROI,
PRODUCT LINE
PROFITABILITY AND
COMMISSION
REPORTING AND
PRODUCT
REQUIREMENTS**

PROTRAC INVENTORY REPORTS

Page 2 ProTrac Standard Reports

In today's economy it is important to know what inventory is and is not moving. Inventory that sits is costing the company 20% plus Prime each year

Inventory Overstock Report

P/L Item Number	Description	PC	On Hand	Qty Avail	Maximum	Guide	Over By	System Cos
KLE 50150	50 Fish Tape W/Reel	9	9	0	0		9	12.6000
KLE 50151	Heavy Duty Klein-Flex Fish Tap	5	5	0	0		5	49.1100
KLE 50156	HD Klein-Lite Fish Tape W/Ree	12	12	0	0		12	66.3000
KLE 50161	Heavy Duty Klein-Lite Fish Tap	10	10	0	0		10	77.7600
KLE 50176	HD Klein-Lite Fish Tape W/Ree	6	6	0	0		6	57.9000
KLE 50181	Heavy Duty Klein-Lite Fish Tap	9	9	0	0		9	69.9100
KLE AT570-4	Crimping Tool for Insulated	10	10	0	0		10	15.6450
KLE J1005	Journeyman Crimping Tool For	5	5	0	0		5	18.8850
KLE J2000-28	Journeyman 2000 Series Diag.-C	12	12	0	0		12	20.3800
KLE J2000-48	Journeyman 2000 Series Diag.-C	5	5	0	0		5	21.2900
KLE J2000-9NE	Journeyman 2000 Series Side-Cu	10	10	0	0		10	25.4500
KLE J2000-9NECR	Journeyman 2000 Series Side-Cu	12	12	0	0		12	29.9500
KLE J2000-9NETP	Journeyman 2000 Series Side-Cu	10	10	0	0		10	26.7500
KLE T1710	Crimping Tool Ratcheting Compo	12	12	0	0		12	143.9400
KLE T17100A1	Replacement Cover for 54700 To	23	23	0	0		23	13.3100
KLE T1715	Crimping Tool Ratcheting Full-	12	12	0	0		12	68.7300
KLE T1720	Crimping Tool Ratcheting Full-	5	5	0	0		5	74.3100

KLE Sub-Totals

When ever we install ProTrac, this report is one of the owner's favorites, because it often times reflects what they have always believed about their inventory.

ProTrac does not look at product and say "We have always ordered this much of this product, so we will do so again. ProTrac sees what is actually selling and not selling and reports accordingly. What a company does with this information is up to them.

Inventory that is not moving is calculated at **20% Plus Prime**

Movement is tracked by ProTrac by how fast or slow it is selling

ProTrac Fast and Slow Moving Products Report

The goal is to keep your turns up and your inventory levels down

Fast Moving Products

P/L	Item Number	Description	A	S	Min	Max	Order Guide	Std Pack	On Hand	Qty Sold	\$'s Sold	System Cost	Extended
HVA	CKJ24-1	2 TON 12+ SEER CONDENS	Y	Y	15	20	17	1	4	5	6208.33		2900.00
HVA	RCE602A+	RSG ULTRON 16 SEER, 48,	Y	Y	15	20	17	1	6	4	11523.84		10110.00
HVA	CKL36-1	3 TON 10+ SEER CONDENS	Y	Y	15	20	17	1	5	4	2958.64		2145.00
HVA	RCE422A	RSG ULTRON 14 SEER, 42,	Y	Y	15	20	17	1	7	3	7596.68		10395.00
HVA	CKL24-1	2 TON 10+ SEER CONDENS	Y	Y	15	20	17	1	7	3	1701.72		2303.00
HVA	RCE482A	RSG ULTRON 14 SEER, 48,	Y	Y	15	20	17	1	11	2	5374.43		17435.00
HVA	RCE372A+	RSG ULTRON 16 SEER, 36,	Y	Y	15	20	17	1	12	2	4628.45		16380.00
HVA	RCE30CA+	RSG ULTRON 16 SEER, 30,	Y	Y	15	20	17	1	13	2	4258.85		16328.00
HVA	CKL60-1	5 TON 13+ SEER CONDENS	Y	Y	15	20	17	1	11	2	2500.00		7975.00
HVA	CKL49-1	4 TON 13+ SEER CONDENS	Y	Y	15	20	17	1	5	2	2327.58		3808.10
HVA	CKL30-1	2 1/2 TON 10+ SEER CON	Y	Y	15	20	17	1	8	2	1479.32		3432.00
HVA	CKL42-1	3.5 TON 10+ SEER CONDE	Y	Y	15	20	17	1	9	1	1120.69		5850.00
HVA	CKL18-1	1 1/2 TON 10+ SEER COND	Y	Y	15	20	17	1	8	1	575.86		2672.00
HVA	C3DA047UB	4 TON COIL	Y	Y	25	30	27	1	20	0	0.00		1580.00
HVA	AIR-CON KIT	4 TON 13 SEER INSTALL	K	Y	Y	0	0	0	1	0	0.00		823.24
HVA Sub-Totals									127	33	52253.39		104136.34
HVH	ERA1810	1 1/2 TON 10 SEER HEAT	Y	Y	0	0	0	1	19	2	1841.38		10146.00
HVH	ERA3012	2 1/2 TON 10 SEER HEAT	Y	Y	12	18	15	1	10	0	0.00		6150.00
HVH	ERA3010	2 1/2 TON 12 SEER HEAT	Y	Y	12	18	15	1	10	0	0.00		6100.00
HVH	ERA2412	2 TON 12 SEER HEAT PUMP	Y	Y	12	18	15	1	10	0	0.00		6370.00
HVH	ERA2410	2 TON 10 SEER HEAT PUMP	Y	Y	12	18	15	1	10	0	0.00		6250.00
HVH	ERA1812	1 1/2 TON 12 SEER HEAT	Y	Y	12	18	15	1	10	0	0.00		5010.00
HVH Sub-Totals									69	2	1841.38		40026.00

Slow Moving Products Report

P/L	Item Number	Description	A	S	Min	Max	StdPck	On Hand	Qty Sold	\$'s Sold	Ext Stnd Cost	Ext Last Cost	Entry Date
MLT	0406-6	SC: MLT0602-22	Y	Y	0	0	1	0	0	0.00	0.00	0.00	11/07/97
MLT	202-20	V 1200 magnum	Y	Y	40	60	1	38	0	0.00	2850.00	2850.00	11/03/05
MLT	3000-1	1 1/2 IN RT AN	Y	Y	44	64	1	48	0	0.00	10463.52	10463.52	02/09/01
MLT	44406-1	SC: MLT0244-1	Y	Y	0	0	1	0	0	0.00	0.00	0.00	06/09/05
MLT	690	ROUTER 1/2HP	Y	Y	16	25	1	21	0	0.00	1659.00	1659.00	07/17/01
MLT	A-100-99	1/2" Commeric	Y	Y	3	15	1	6	0	0.00	300.00	0.00	06/16/05
MLT	A1-100	3/8" DRILL	Y	Y	25	40	1	26	0	0.00	1755.00	1755.00	03/08/05
MLT	B999-7	1/2" DRILL COM	Y	Y	1	10	1	2	0	0.00	200.00	0.00	06/15/05
MLT	COMBODR-RECIP-SW	COMBO PACK 3	Y	Y	15	30	1	5	0	0.00	1896.97	1829.40	01/25/05
Totals for P/L:								146	0	0.00	19124.49	18556.92	

This report can be ran by Product Line or by Class Code.

Inventory Sales Analysis by Class Code								PAGE:	
By Sales Representative									
Sls	Rep Class	SubClass	P/L	Item Number	Description	Period Quantity	Period Sales	Year To Date Sales	Last Year Sales
SUE	ETOOOL	DRILL	MLT	0100-20	1/4" CORDLESS DRILL	0	0.00	258.93	1812.51
SUE	ETOOOL	DRILL	MLT	0245-1	1/2" CORDLESS DRILL MAGNUM 600	0	0.00	318.40	2052.19
SUE	ETOOOL	DRILL	MLT	0430-1	1/2" CORDLESS DRILL	0	0.00	0.00	744.63
SUE	ETOOOL	DRILL	MLT	0602-22	3/8" 12 VOLT COMPACT DRILL	0	0.00	0.00	1467.31
SUE	ETOOOL	DRILL	MLT	100-30	1/4" DRILL, COMMERCIAL	0	0.00	0.00	165.18
	ETOOOL	DRILL			SubClass Sub-Total	0	0.00	577.33	6241.82
SUE	ETOOOL	HAMR DRL	MLT	005-300	1/2" HAMMER DRILL	0	0.00	0.00	2460.06
SUE	ETOOOL	HAMR DRL	MLT	0420-2	CDLS HAMMER DRILL	1	301.79	1207.16	2081.30
SUE	ETOOOL	HAMR DRL	MLT	0724-24	V28-HAMMER DRILL	0	0.00	401.79	0.00
SUE	ETOOOL	HAMR DRL	MLT	200-30	SMALL ROTARY HAMMER	0	0.00	0.00	401.61
	ETOOOL	HAMR DRL			SubClass Sub-Total	1	301.79	1608.95	4942.97
SUE	ETOOOL	KIT-T	MLT	0422-6	CORDLESS DRILL KIT	0	0.00	0.00	2917.24
	ETOOOL	KIT-T			SubClass Sub-Total	0	0.00	0.00	2917.24
SUE	ETOOOL	SAW	MLT	12345	RECIPROCATING SAW	0	0.00	0.00	989.01
SUE	ETOOOL	SAW	MLT	600-75	POWER SAW	0	0.00	0.00	259.62
	ETOOOL	SAW			SubClass Sub-Total	0	0.00	0.00	1248.63
	ETOOOL				Class Sub-Total	1	301.79	2186.28	15350.66
SUE					SlsRep Sub-Total	12	957.23	21499.16	51953.75
					Grand Totals	12	957.23	21499.16	51953.75

This report gives you a quick look at what a SR has sold in each Product Line, Class Code, and Sub Class Code, by Item-This year Versus Last Year

ProTrac Inventory Analysis By Class, Sub Class, Product Line - This Year Versus Last Year

Class	SubClass	P/L	Item Number	Description	Period Quantity	Period Sales	Year To Date Sales	Last Year Sales
ETOO	CRCLRSAW	MLT	0730-22	V 28 6 1/2" CIRCULAR SAW	1	111.00	0.00	111.00
ETOO	CRCLRSAW			SubClass Sub-Total	1	111.00	0.00	111.00
ETOO	DRILL	MLT	0100-20	1/4" CORDLESS DRILL	9	2288.94	258.93	2308.86
ETOO	DRILL	MLT	0245-1	1/2" CORDLESS DRILL MAGNUM 600	27	8157.65	1765.22	9061.79
ETOO	DRILL	MLT	0430-1	1/2" CORDLESS DRILL	3	744.63	0.00	1011.94
ETOO	DRILL	MLT	0602-22	3/8" 12 VOLT COMPACT DRILL	26	6516.78	760.50	6917.54
ETOO	DRILL	MLT	100-30	1/4" DRILL, COMMERCIAL	3	416.25	0.00	720.18
ETOO	DRILL	MLT	2-154-300	1/2" COMMERCIAL DRILL	2	225.69	105.00	241.38
ETOO	DRILL	MLT	254-121365-FGD	3/4" HAND DRILL	2	495.00	0.00	742.50
ETOO	DRILL			SubClass Sub-Total	72	18844.94	2889.65	21004.19
ETOO	HAMR DRL	MLT	005-300	1/2" HAMMER DRILL	40	6021.89	798.00	5878.49
ETOO	HAMR DRL	MLT	0420-2	CDLS HAMMER DRILL	28	7463.50	1207.16	9129.73
ETOO	HAMR DRL	MLT	0724-24	V28-HAMMER DRILL	3	1076.79	739.29	337.50
ETOO	HAMR DRL	MLT	200-30	SMALL ROTARY HAMMER	5	1867.38	0.00	1867.38
ETOO	HAMR DRL	MLT	400-30HAMMER	MILWAUKEE HAMMER DRILL	1	373.50	0.00	747.00
ETOO	HAMR DRL			SubClass Sub-Total	77	16803.06	2744.45	17960.10
ETOO	IMPACT	MLT	0779-22	V 28 1/2" IMPACT WRENCH	6	1095.78	0.00	1095.78
ETOO	IMPACT			SubClass Sub-Total	6	1095.78	0.00	1095.78
ETOO	KIT-T	MLT	0422-6	CORDLESS DRILL KIT	9	4985.24	0.00	4985.24
ETOO	KIT-T			SubClass Sub-Total	9	4985.24	0.00	4985.24
ETOO	SAW	BOS	1644K-24	RECIPROCATING SAW WITH	0	0.00	0.00	290.46
ETOO	SAW	MLT	12345	RECIPROCATING SAW	11	967.86	0.00	1064.01
ETOO	SAW	MLT	600-75	POWER SAW	1	202.50	0.00	462.12
ETOO	SAW			SubClass Sub-Total	12	1170.36	0.00	1816.59
ETOO				Class Sub-Total	179	43381.43	5634.10	47343.95

**Break Down by ITEM, PRODUCT LINE/VENDOR, CLASS, SUB-CLASS – THIS YEAR VERSUS LAST YEAR
THIS REPORT CAN BE RUN FOR A SINGLE VENDOR/PRODUCT LINE, BY ITEM
AN EXCELENT REPORT TO HAVE FOR VENDOR VISITS**

ProTrac Inventory Analysis

Summary Product Line This Qtr - LY Qtr - Cur YTD - LYTD

Focus Period: 03/01/2005 TO 03/31/2006

Product Line: 1.0 TO ZZZ

P/L	Quantity			Sales			Cost		Gross Margin \$					
	Sold	Ret	Net	LY	Curr	Last	LY	Curr	LY	Curr				
			Prd	Prd	YTD	YTD	Prd	Prd	Prd	YTD				
1.0	283	0	283	0	11	0	3554	0	9	0	2084	1469	0	4
A1	100	0	100	27	17	27	5805	1618	1839	1618	4670	1135	583	884
A10	1	0	1	0	0	0	10	0	0	0	5	5	0	0
ABC	1	0	1	1	0	1	50	50	0	50	25	25	25	0
ACD	4	0	4	5	0	5	375	55	0	55	175	200	30	0
AIR	11	0	11	0	11	0	506	0	506	0	285	221	0	221
ALE	70	0	70	0	12	0	1472	0	206	0	818	654	0	109
ATP	1	0	1	0	0	0	0	0	0	0	0	0	0	0
BA	7	0	7	0	0	0	31	0	0	0	18	14	0	0
BLT	14	0	14	0	0	1	3477	0	0	526	792	2685	0	0
BOS	12	0	12	1	1	1	1351	290	998	290	618	734	155	555

A Product Line can be a **Vendor**, **A type of Product**, or **Product Category** This report gives you a summary of each **PRODUCT LINE'S** sales with a break down of **Quantity, Sales Dollars, Cost, Gross Margin Dollars and Gross Margin Percentages.**

ProTrac Inventory Analysis Detail by Product Line

PAGE:

Date Range Product Line Range
 From Date: 03/01/2005 From P/L: 1.0
 To Date: 03/31/2006 To P/L: BOS

Show Item Number Detail: Yes

P/L	Item Number	Description	On Hand	Net Qty Rpt Per	Net Sales Rpt Per	Net Qty Curr Per	Net Sales Curr Per	Net Qty Last Per	Net Sales Last Per
1.0	12-3036	3" X 50 YDS 36 GRIT SANDER ROL	99	1	77.31	0	0.00	1	77.31
1.0	12-3050	3" X 50 YDS 50 GRIT SANDER ROL	89	11	973.94	0	0.00	11	973.94
1.0	12-3080	3" X 50 YDS 80 GRIT SANDER ROL	99	1	89.19	0	0.00	1	89.19
1.0	12-3120	3" X 50 YDS 120 GRIT SANDER RO	99	1	150.94	0	0.00	1	150.94
1.0	12-3180	3" X 50 YDS 180 GRIT SANDER RO	99	1	84.67	0	0.00	1	84.67
1.0	522101	ALUM OX 3/4" 24G 2PLY	806	83	68.59	11	8.91	22	19.18
1.0	522201	ALUM OX 1" 24G 2PLY	244	131	99.52	0	0.00	21	15.96
1.0	704023	HANDY ROLL 1" 100J G	39	41	1883.99	0	0.00	30	1378.50
1.0	9-0016	4" ALUMINUM OXIDE GRIND DISC	99	1	23.16	0	0.00	1	23.16
1.0	9-0036	4" ALUM OXIDE GRINDING WHEEL	99	1	19.60	0	0.00	1	19.60
1.0	9-0060	4" ALUM OXIDE GRINDING WHEEL	99	1	14.85	0	0.00	1	14.85
1.0	9-0100	4" ALUM OXIDE GRINDING WHEEL	99	1	14.85	0	0.00	1	14.85
1.0	DW 3515	ABRASIVE 4" SAW BLADE	30	2	6.68	0	0.00	0	0.00
1.0	DW 4999	7 X 12" 180 X 6 MM	63	7	46.21	0	0.00	0	0.00
1.0 Sub-Totals				283	3553.50	11	8.91	92	2862.15

Product Line 1.0 is for Abrasives, per the Ind. Dist. Assoc. Once you have run the summary report, you can review each product line to get a good look at the profitability of each Product line.

ProTrac Sales Analysis Short Form

Focus Period: 03/01/2005 TO 03/31/2006
 Product Line: 1.0 TO BOS

P/L	Quantity		Sales		Gross Margin\$		*Gross Margin%*		
	Sold	Ret	Curr YTD	Prd	Curr YTD	Prd	Curr YTD	Prd	
1.0	283	0	11	3553.50	8.91	1469.46	3.96	41.35	44.44
A1	100	0	17	5804.97	1839.21	1134.68	884.27	19.55	48.08
A10	1	0	0	10.00	0.00	5.00	0.00	50.00	0.00
ABC	1	0	0	50.00	0.00	25.00	0.00	50.00	0.00
ACD	4	0	0	374.56	0.00	199.69	0.00	53.31	0.00
AIR	11	0	11	506.18	506.18	220.98	220.98	43.66	43.66
ALE	70	0	12	1472.43	206.16	654.37	109.00	44.44	52.87
ATP	1	0	0	0.39	0.00	0.07	0.00	17.95	0.00
BA	7	0	0	31.33	0.00	13.76	0.00	43.92	0.00
BLT	14	0	0	3476.99	0.00	2684.69	0.00	77.21	0.00
BOS	12	0	1	1351.38	998.24	733.54	554.58	54.28	55.56
TOTALS	504	0	52	16631.73	3558.70	7141.00	1773.00	42.94	49.82

ProTrac Inventory Reporting – TURN AND EARN REPORT

$(\frac{\text{PL inventory sold @ cost} \times \text{PL GPM}}{\text{PL Inventory On Hand}}) \times 100 = \text{Turn \& Earn Index}$

Note: GPM = Gross Profit Margin

\$10,000 IN SALES AT COST, -- \$4000.00 (IN INVENTORY ON HAND) MADE A 25% GROSS PROFIT

$\frac{10,000.00}{4000} \times .25 \times 100 = \text{TURN AND EARN INDEX OF 63}$

If a SKU is not selling, then any amount of inventory is too much. The foremost measure of the financial effectiveness of an inventoried item, is the turn and earn principle. If you turn a product four times a year and make a 25% Gross Profit Margin, the products **Turn and Earn Index** is (1). This index is a measure that bridges asset management (turns) and profitability (Gross Margin Percentage) to assess a product's performance. If a product is low on the **turn and earn index**, you can improve the turns, the gross margin, or both: or, if those efforts fail, dispose of the item.

ProTrac Inventory Analysis Turn and Earn Report Summary

This report shows two ways of reviewing your Turn and Earn information, In summary by Product Line and In detail by Product Line.

Product Line Range: mlt - mlt
 Include non "real" items: No
 Include negative quantities in valuation: No
 Output by P/L Summary

P/L	P/L Value	P/L COGS	P/L Sales	P/L GP%	Inventory Turn	Turn and Earn Index
MLT	75209.09	31985.86	51189.16	37.51	0.43	16.13
	75209.09	31985.86	51189.16	37.51	0.43	16.13

ProTrac Inventory Analysis Turn and Earn - Product Line by Item

P/L	Item Number	Description	On Hand	System Cost /	Extended System Cost	COGS	Sales	Inventory Turn	Turn and Earn Index
MLT	005-300	1/2" HAMMER DRILL	19	92.70	1761.30	4059.50	6676.49	2.30	90.15
MLT	0100-20	1/4" CORDLESS DRILL	29	144.96	4203.96	1448.05	2567.79	0.34	14.83
MLT	0245-1	1/2" CORDLESS DRILL MAGNUM 600	29	199.07	5773.11	6580.09	10210.11	1.14	40.53
MLT	0420-2	CDLS HAMMER DRILL	13	169.00	2197.00	6253.00	10035.10	2.85	107.41
MLT	0422-6	CORDLESS DRILL KIT	9	329.00	E 2961.00	2961.00	4985.24	1.00	40.60
MLT	0430-1	1/2" CORDLESS DRILL	10	139.00	1390.00	556.00	1011.94	0.40	18.02
MLT	0602-22	3/8" 12 VOLT COMPACT DRILL	14	169.20	2368.73	4756.22	7340.04	2.01	70.76
MLT	0724-24	V28-HAMMER DRILL	7	225.00	1575.00	675.00	1076.79	0.43	16.04
MLT	0730-22	V 28 6 1/2" CIRCULAR SAW	19	74.00	1406.00	74.00	111.00	0.05	1.67
MLT	0779-22	V 28 1/2" IMPACT WRENCH	42	121.75	5113.50	730.50	1095.78	0.14	4.67
MLT	100-30	1/4" DRILL, COMMERCIAL	23	135.93	3126.50	499.50	720.18	0.16	4.90
MLT	12345	RECIPROCATING SAW	20	50.00	1000.00	600.00	1064.01	0.60	26.17
MLT	2154-300	1/2" COMMERCIAL DRILL	29	70.00	2030.00	210.00	346.38	0.10	3.94
MLT	200-30	SMALL ROTARY HAMMER	11	249.00	2739.00	1245.00	1867.38	0.45	15.00
MLT	254-1213	3/4" HAND DRILL	55	165.00	9075.00	495.00	742.50	0.05	1.67
MLT	400-30HR	MILWAUKEE HAMMER DRILL	13	249.00	3237.00	498.00	747.00	0.15	5.00
MLT	600-75	POWER SAW	24	130.31	3127.50	270.00	462.12	0.09	3.74
MLT	A1-300	1/2" DRILL	40	75.00	3000.00	75.00	129.31	0.03	1.26
MLT Product line totals					56084.60	31985.86	51189.16	0.57	21.38
MLT Grand totals					98169.17	31985.86	51189.16	0.33	12.38

ProTrac Inventory Analysis Product Line

P/L Item Number	Description	On Hand	System Cost	Extended System Cost	Defect Value	Total Value
1.0 601301	CABLE TR1857 (BLACK) MF-50	20	68.8800	1,377.60	0.00	1,377.60
1.0 12-3036	3" X 50 YDS 36 GRIT SANDER ROL	99	32.5500	3,222.45	0.00	3,222.45
1.0 12-3050	3" X 50 YDS 50 GRIT SANDER ROL	89	39.5500	3,519.95	0.00	3,519.95
1.0 12-3080	3" X 50 YDS 80 GRIT SANDER ROL	99	37.5500	3,717.45	0.00	3,717.45
1.0 12-3120	3" X 50 YDS 120 GRIT SANDER RO	99	63.5500	6,291.45	0.00	6,291.45
1.0 12-3180	3" X 50 YDS 180 GRIT SANDER RO	99	35.6500	3,529.35	0.00	3,529.35
1.0 14HH05	TRI-LOC JACK	144	2.1900	315.36	0.00	315.36
1.0 14HH07	7705-2	238	2.4900	592.62	0.00	592.62
1.0 1857A-B56-CUT	1857A-B59-CUT	1,695	0.6900	1,169.55	0.00	1,169.55
1.0 522101	ALUM OX 3/4" 24G 2PLY	806	0.4500	362.70	0.00	362.70
1.0 522201	ALUM OX 1" 24G 2PLY	244	0.4200	102.48	0.00	102.48
1.0 704023	HANDY ROLL 1" 100J G	39	25.5300	995.67	0.00	995.67
1.0 705286	ALUM OX 1-1/2" 100 G	550	25.0000	13,750.00	0.00	13,750.00
1.0 712410	ALUM OX 3/4" 40 G	987	0.1200	118.44	0.00	118.44
1.0 9-0016	4" ALUMINUM OXIDE GRIND DISC	99	9.7500	965.25	0.00	965.25
1.0 9-0036	4" ALUM OXIDE GRINDING WHEEL	99	8.2500	816.75	0.00	816.75
1.0 9-0060	4" ALUM OXIDE GRINDING WHEEL	99	6.2500	618.75	0.00	618.75
1.0 9-0100	4" ALUM OXIDE GRINDING WHEEL	99	6.2500	618.75	0.00	618.75
1.0 DW 3515	ABRASIVE 4" SAW BLADE	30	1.4500	43.50	0.00	43.50
1.0 DW 4999	7 X 12" 180 X 6 MM	63	2.8700	180.81	0.00	180.81

ProTrac Sales Analysis By Product Line - By Item Three Year Comparison - Month by Month

P/L Item Number	Description	On Hand Year	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec
JIS 8HHBC3816114Z	3/8 - 16 X 11/4 H ZINC PLATED HEX HE	156697 2006	6000	102	12000	6000	0	0	0	0	0	0	0	0
		2005	6000	0	72507	18000	12000	64000	6000	28700	33294	6000	22201	0
		2004	0	100	0	2000	0	0	0	0	0	27001	0	0
JIS F88X114DP	8 X 1-1/4 FLAT SQ DT PLAIN,	76200 2006	6000	0	6000	0	0	0	0	0	0	0	0	0
		2005	600	1600	0	0	1000	43099	0	10000	0	0	5600	5200
		2004	0	0	0	1000	0	0	500	0	0	1200	0	0

ProTrac Inventory Report of On Hand Serial Numbers

P/L Item Number	Description	PO Number	Serial Number	Receive Date	Cost
HIT NR83AA	STRIP FRAMING NAILER CH PAPER COLLATED	148	829237399	11/29/2001	229.0000
		148	891828273	11/29/2001	229.0000
		148	896353447	11/29/2001	229.0000
		148	897736476	11/29/2001	229.0000
HVA RCE30CA*	RSG ULTRON 16 SEER, 30,000 BTU	588	56478	03/28/2006	1,256.0000
		588	6895	03/28/2006	1,256.0000
		587	917562	03/21/2006	1,256.0000
		587	917563	03/21/2006	1,256.0000
		587	917564	03/21/2006	1,256.0000
		587	917565	03/21/2006	1,256.0000
		587	917566	03/21/2006	1,256.0000
		587	917567	03/21/2006	1,256.0000
		587	917568	03/21/2006	1,256.0000
587	917569	03/21/2006	1,256.0000		

VENDOR RECEIVERS WITHIN A DATE RANGE

Vendor	P/L Item No	Description	Qty Received	Ext Price	Ext Core	Total Cost
100 MLT	005-300	1/2" HAMMER DRILL	3	285.00	.00	285.00
	0245-1	1/2" CORDLESS DRILL MAGNUM 600	3	597.00	.00	597.00
	0420-2	CDLS HAMMER DRILL	3	507.00	.00	507.00
	202-20	V 1200 magnum 3/8" Cordless	3	225.00	.00	225.00
MLT Totals			12	1,614.00	.00	1,614.00
169 HVA	CKL60-1	5 TON 13+ SEER CONDENSING UN	3	2,175.00	.00	2,175.00
	RCE30CA*	RSG ULTRON 16 SEER, 30,000 BTU	13	16,328.00	.00	16,328.00
	RCE372A*	RSG ULTRON 16 SEER, 36,000 BTU	4	5,460.00	.00	5,460.00
	RCE482A	RSG ULTRON 14 SEER, 48,000 BT	3	4,755.00	.00	4,755.00

SalesRep: Mei Carney		PDSI Sales Representative Comparison 2005 - 2006																									
	Jan 2005	Feb 2005	Mar 2005	Apr 2005	May 2005	Jun 2005	Jul 2005	Aug 2005	Sep 2005	Oct 2005	Nov 2005	Dec 2005	Tot 2005	Jan 2006	Feb 2006	Mar 2006	Apr 2006	May 2006	Jun 2006	Jul 2006	Aug 2006	Sep 2006	Oct 2006	Nov 2006	Dec 2006	Tot 2006	
Sales	6574	2963	1885	5810	489	716	3893	2184	1579	645	756	1090	28583	6392	3656	981	2466	346	301	1116	487	1013	0	0	0	16757	
Rtrns	-202	0	-189	-86	0	0	0	0	-5	0	-3	0	-486	0	-1006	-348	0	0	-210	0	0	0	0	0	0	-1596	
Net	6777	2963	2074	5896	489	716	3893	2184	1584	645	759	1090	29070	6392	4663	1329	2466	346	511	1147	487	1013	0	0	0	18353	
NetChg	-385	1699	-745	-3430	-143	-205	-2746	-1697	-572	-645	-759	-1090	-10717	-6	57	-36	-58	-29	-29	-71	-78	-36	-100	-100	-100	-37	
Comm	2432	945	555	2236	149	224	1308	769	489	217	226	409	9957	1891	647	171	796	104	46	381	147	397	0	0	0	4580	
InvCnt	21	14	24	22	16	15	15	15	16	13	14	11	196	17	23	24	14	6	14	15	19	7	0	0	0	139	
InvAvg	323	212	86	268	31	48	260	146	99	50	54	99	148	376	203	55	176	58	37	76	26	145	0	0	0	132	
New Customer Information																											
NewCnt	5	5	6	7	3	1	4	3	3	3	8	5	53	3	5	4	4	0	1	3	2	4	0	0	0	26	
Net	0	217	906	181	216	248	236	916	135	192	187	779	4212	2305	1994	670	921	0	45	487	60	223	0	0	0	6705	
NetChg	2305	1778	-236	741	-216	-203	251	-856	87	-192	-187	-779	2493	100	821	-26	410	-100	-82	106	-93	65	-100	-100	-100	59	
Comm	0	74	310	61	67	74	86	300	54	77	56	290	1450	691	283	198	326	0	13	150	18	82	0	0	0	1763	
InvAvg	0	72	129	30	43	124	59	229	45	96	37	130	86	768	332	134	307	0	22	97	30	74	0	0	0	216	
PDSI, 2006													GSC			09/08/06 - 16:50											
ProTrac(R) 8.19.02																rcm0018											
windows																											
Yearly Sales Comparisons by Rep																PAGE: 4											

How do your sales people compare with Last Year's sales figures? How do they compare Month By Month to last year? How many new accounts have they sold this year? What have they sold to these new Accounts? How does that compare to last year?

All of this information on one page of one report. *Imagine having this kind of information at your fingertips when you do your next Sales Rep evaluation.*

ProTrac Inventory Reports Inventory Activity Report

This report is especially useful when you are trying to determine when product was received and sold. This detail is always available to you on every item in your inventory.

ProTrac Maintains this file for as long as you want. Its biggest use is during a Physical Inventory.

You know that some came in, but for whatever reason you cannot match your inventory with ProTrac.

Every Purchase Order and every sales order, inventory adjustment is tracked by ProTrac. Note the "A" for adjustment for found inventory

Inventory Changes

Item Activity Ledger MLT 0245-1 (Milwaukee Tool) From 04/09/05 to 04/09/06

Type	Tran	Date	Time	ID	Quantity	Extended Cost	Order No	Reference
POR	04/13/2005	15:48:52	MDC		2	398.00	386	Purchase Order Receipt
POS	04/14/2005	10:49:44	MDC		-1	-199.28	2724	Point of Sale Invoice
POS	04/27/2005	20:10:30	MDC		-1	-199.28	2744	Point of Sale Invoice
POR	05/03/2005	13:45:24	MDC		3	597.00	399	Purchase Order Receipt
POS	05/11/2005	14:06:39	MDC		-1	-199.22	2768	Point of Sale Invoice
POR	05/23/2005	11:20:30	MDC		2	398.00	408	Purchase Order Receipt
POR	06/01/2005	14:47:12	MDC		5	995.00	421	Purchase Order Receipt
POR	06/10/2005	11:33:06	MDC		6	1,194.00	438	Purchase Order Receipt
POR	06/15/2005	12:43:21	MDC		9	1,791.00	450	Purchase Order Receipt
POS	07/12/2005	09:05:08	MDC		-1	-199.08	2803	Point of Sale Invoice
POS	07/22/2005	09:29:10	MDC		-1	-199.08	2837	Point of Sale Invoice
POS	11/06/2005	06:55:37	MDC		-1	-199.08	3005	Point of Sale Invoice
POS	11/06/2005	07:24:36	MDC		-1	-199.08	3007	Point of Sale Invoice
POS	11/06/2005	08:36:46	MDC		-1	-199.08	3008	Point of Sale Invoice
POS	11/06/2005	10:04:07	MDC		-1	-199.08	3011	Point of Sale Invoice
POS	11/06/2005	10:41:52	MDC		-1	-199.08	3012	Point of Sale Invoice
POS	11/16/2005	11:32:03	MDC		-1	-199.08	3044	Point of Sale Invoice
A	11/18/2005	11:09:05	MDC		10	1,990.82		OnHand: found items 10
POS	11/22/2005	16:41:52	MDC		-1	-199.08	3057	Point of Sale Invoice
POS	11/29/2005	17:17:04	MDC		-2	-398.16	3067	Point of Sale Invoice
POS	11/30/2005	15:53:56	MDC		-1	-199.08	3073	Point of Sale Invoice
POR	11/30/2005	16:23:37	MDC		1	199.00	503	Purchase Order Receipt
POS	12/06/2005	13:14:50	MDC		-1	-199.08	3106	Point of Sale Invoice
POS	12/08/2005	14:17:43	MDC		-1	-199.08	3112	Point of Sale Invoice
POS	02/03/2006	10:05:16	MDC		-1	-199.08	3200	Point of Sale Invoice
POS	02/10/2006	14:21:41	MDC		-1	-199.08	3218	Point of Sale Invoice
POR	03/13/2006	20:56:35	MDC		3	597.00	584	Purchase Order Receipt
POS	03/14/2006	17:23:51	MDC		-2	-398.15	3252	Point of Sale Invoice
POS	04/05/2006	11:16:50	MDC		-1	-199.07	3273	Point of Sale Invoice

ProTrac Commision Reporting Invoice Detail

Invoice: 1725 Acct No: 7THST01 Bill To: 7TH STREET ELECTRIC Ship To: Trailor Center, Unit 210
 Inv Date: 03/17/2006 1675 N. 7TH ST. 9635 E 60 Highway
 Sales Rep: SUE - SUSAN JACKSON Phoenix, AZ 85033 Mesa, AZ 85033

P/L Item Number	Description	Qty Ord	Qty Ship	Qty BO	SellPrice /	Mdse Ext	Comm Pct	Commission		
HVA CKL24-1	2 TON 10+ SEER CONDENSING UNIT	1	1		567.24	567.24	9.50	22.63		
AIR 61280251	LINE SET 25' 3/4" SL 3/8" LL L	1	1		89.05	89.05	4.30	1.68		
AIR 428-14	ZIPP R FLEX DUCT 14" X 25'	1	1		67.82	67.82	4.30	1.28		
AIR AHA 120	PLENUM 17 X 20 X 30	1	1		53.48	53.48	4.30	1.01		
AIR ZRF250A 6	DUCT TAKE OFF COLLARS 6"	4	4		3.55	14.20	4.30	0.27		
AIR AHA081	SHEET METAL TRANSITION KIT	1	1		53.30	53.30	4.30	1.01		
ZZZ T100CH	LABOR	15	15		50.00	750.00	9.50	49.88		
Misc Chg:	0.00	Disc:	0.00	Tax:	0.00	Freight:	0.00	Mdse Tot:	1,595.09	77.76

Invoice: 1728 Acct No: ABENT01 Bill To: A BENT NAIL CONSTRUCTION CO. Ship To: A BENT NAIL CONSTRUCTION CO.
 Inv Date: 03/28/2006 5039 E. 10TH AVE. 5039 E. 10TH AVE.
 Sales Rep: SUE - SUSAN JACKSON APACHE JUNCTION, AZ 85055 APACHE JUNCTION, AZ 85055

P/L Item Number	Description	Qty Ord	Qty Ship	Qty BO	SellPrice /	Mdse Ext	Comm Pct	Commission		
HVA CKJ24-1	2 TON 12+ SEER CONDENSING UNI	1	1		1,208.33	1208.33	9.50	45.92		
AIR 61280251	LINE SET 25' 3/4" SL 3/8" LL L	1	1		85.98	85.98	4.30	1.55		
Misc Chg:	0.00	Disc:	0.00	Tax:	84.13	Freight:	0.00	Mdse Tot:	1,294.31	47.47

Invoice: 1730 Acct No: 7THST01 Bill To: 7TH STREET ELECTRIC Ship To: 7TH STREET FLOORING
 Inv Date: 03/28/2006 1675 N. 7TH ST. 1675 N. 7TH ST.
 Sales Rep: SUE - SUSAN JACKSON Phoenix, AZ 85033 Phoenix, AZ 85033

P/L Item Number	Description	Qty Ord	Qty Ship	Qty BO	SellPrice /	Mdse Ext	Comm Pct	Commission		
MLT 0420-2	CDLS HAMMER DRILL	1	1		301.79	301.79	3.00	3.98		
Misc Chg:	0.00	Disc:	0.00	Tax:	0.00	Freight:	0.00	Mdse Tot:	301.79	3.98

Rep/ID (SUE) Tot: 81,653.45 3,611.12

ProTrac offers several reports that have varying degrees of detail. This first report shows the entire Invoice, including the customer Bill to and Ship to information.

Note: Totals are for all of Sue's Orders, not just the examples shown

ProTrac Commission Report Detail w/o Ship To

SLS REP	ACCOUNT NO	INVOICE NUMBER	RECORD DATE	P/L	ITEM NO	QTY	SALES AMOUNT	COST AMOUNT	GROSS PROFIT	PROFIT PERCENT	COMMISSION PERCENT	COMMISSION AMOUNT		
SUE	7THST01	1725	03/17/2006	ZZZ	T100CH	15	750.00	225.00	525.00	70.00				
SUE	7THST01	1725	03/17/2006	AIR	AHA081	1	53.30	29.85	23.45	44.00				
SUE	7THST01	1725	03/17/2006	AIR	ZRF250A 6	4	14.20	7.96	6.24	43.94				
SUE	7THST01	1725	03/17/2006	AIR	AHA 120	1	53.48	29.95	23.53	44.00				
SUE	7THST01	1725	03/17/2006	AIR	428-14	1	67.82	37.98	29.84	44.00				
SUE	7THST01	1725	03/17/2006	AIR	61280251	1	89.05	49.87	39.18	44.00				
SUE	7THST01	1725	03/17/2006	HVA	CKL24-1	1	567.24	329.00	238.24	42.00				
							1725	Invoice Total*	1,595.09	709.61	885.48	55.51	9.50	84.12
SUE	ABENT01	1728	03/28/2006	AIR	61280251	1	85.98	49.87	36.11	42.00				
SUE	ABENT01	1728	03/28/2006	HVA	CKJ24-1	1	1,208.33	725.00	483.33	40.00				
							1728	Invoice Total*	1,294.31	774.87	519.44	40.13	9.50	49.35
SUE	7THST01	1730	03/28/2006	MLT	0420-2	1	301.79	169.00	132.79	44.00				
							1730	Invoice Total*	301.79	169.00	132.79	44.00	9.50	12.62
							Sub-Total For: SUE		81,854.79	39,186.53	42,668.26	52.13		4,053.49
							Total Commissions:		81,854.79	39,186.53	42,668.26	52.13		4,053.49

Totals are for all of Sue's Orders, not just the shown examples

ProTrac Commission Reports Invoice Detail

Sales Commission Report by Line Item

All Invoices

PAGE:

SLS REP	ACCOUNT NO	INVOICE NUMBER	RECORD DATE	P/L	ITEM NO	QTY	SALES AMOUNT	COST AMOUNT	GROSS PROFIT	PROFIT PERCENT	COMMISSION PERCENT	COMMISSION AMOUNT	
SUE	7THST01	1725	03/17/2006	AIR	428-14	1	67.82	37.98	29.84	44.00	4.30	1.28	
SUE	7THST01	1725	03/17/2006	AIR	AHA 120	1	53.48	29.95	23.53	44.00	4.30	1.01	
SUE	7THST01	1725	03/17/2006	AIR	ZRF250A 6	4	14.20	7.96	6.24	43.94	4.30	0.27	
SUE	7THST01	1725	03/17/2006	AIR	AHA081	1	53.30	29.85	23.45	44.00	4.30	1.01	
SUE	7THST01	1725	03/17/2006	ZZZ	T100CH	15	750.00	225.00	525.00	70.00	9.50	49.88	
SUE	7THST01	1725	03/17/2006	HVA	CKL24-1	1	567.24	329.00	238.24	42.00	9.50	22.63	
SUE	7THST01	1725	03/17/2006	AIR	61280251	1	89.05	49.87	39.18	44.00	4.30	1.68	
SUE	ABENT01	1728	03/28/2006	AIR	61280251	1	85.98	49.87	36.11	42.00	4.30	1.55	
SUE	ABENT01	1728	03/28/2006	HVA	CKJ24-1	1	1,208.33	725.00	483.33	40.00	9.50	45.92	
SUE	7THST01	1730	03/28/2006	MLT	0420-2	1	301.79	169.00	132.79	44.00	3.00	3.98	
							Sub-Total For: SUE		81,653.45	39,186.53	42,466.92	52.01	3,611.12

Totals are for all of Sue's Orders, not just shown examples

ProTrac Customer Sales Report
Monthly sales by customer - Month by Month for the last Three Years

PAGE:

Select By: Account Number
 From Order Account Number: 32ND01
 To Order Account Number: 32ND01

Acct No	Customer Name	ClassCode	Year	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec
32ND01	32ND ST. CONSTRUCTION	CONSTRUCT	2006	4373	963	10092	4048	0	0	0	0	0	0	0	0
			2005	2293	4955	5039	4794	2052	5442	1229	5993	5689	2351	8322	4044
			2004	302	343	0	302	0	9	22	70	650	1624	1271	0

This report shows that this customers sales, have gone up from last years sales.

Sort by Account Number
 From Account No: 32ND01
 To Account No: 32ND01

ProTrac Customer Sales Reporting
Showing sales for the same period Last Year

Period 1
 From Date: 03/01/2005
 To Date: 03/31/2005
 Period 2
 From Date: 03/01/2006
 To Date: 03/31/2006

Account Number	Account Name	Sls Rep	Period 1			Period 2			Fav (Unfav)		
			Sales	GMD	GMP	Sales	GMD	GMP	Sales	GMD	GMP
32ND01	32ND ST. CONSTRUCTION		5,039	1,248	24.77	10,092	4,022	39.86	5,053	2,774	54.89
Totals			5,039	1,248	24.77	10,092	4,022	39.86	5,053	2,774	54.89

**ProTrac Sales by SR by Product Line
Selected Date Driven**

From To
Date: 01/09/2006 04/09/2006
Rep: sue SUE

Rep P/L	Sales	Returns	Net Sales	COGS	\$ Profit	%
SUE A1	578.70	0.00	578.70	376.79	201.91	34.89
AIR	417.13	0.00	417.13	235.33	181.80	43.58
ALE	206.16	0.00	206.16	97.16	109.00	52.87
HON	78.45	0.00	78.45	45.50	32.95	42.00
HVA	19,464.03	0.00	19,464.03	11,592.00	7,872.03	40.44
IBT	1,107.00	0.00	1,107.00	518.00	589.00	53.21
JET	121.50	0.00	121.50	70.50	51.00	41.98
JIS	623.26	0.00	623.26	483.69	139.57	22.39
KLE	174.80	0.00	174.80	76.90	97.90	56.01
LEN	7.94	0.00	7.94	5.00	2.94	37.03
MAP	1,314.09	0.00	1,314.09	773.47	540.62	41.14
MAR	2,122.68	0.00	2,122.68	1,129.00	993.68	46.81
MCE	328.21	0.00	328.21	197.42	130.79	39.85
MLT	1,884.49	0.00	1,884.49	1,076.03	808.46	42.90
PPO	42.60	0.00	42.60	22.40	20.20	47.42
SCI	260.05	0.00	260.05	143.75	116.30	44.72
WHT	120.00	0.00	120.00	72.00	48.00	40.00
XH	800.00	0.00	800.00	0.00	800.00	100.00
ZCM	1,500.00	0.00	1,500.00	0.00	1,500.00	100.00
ZOR	15,000.00	0.00	15,000.00	0.00	15,000.00	100.00
ZRN	0.00	-15,000.00	-15,000.00	0.00	-15,000.00	-100.00

ProTrac Sales Reporting by Inside Sales Representative

From To
Date: 09/09/2005 04/09/2006
ID: Adm WIN

ID P/L	Sales	Returns	Net Sales	COGS	\$ Profit	%
MDC 1.0	3,023.91	0.00	3,023.91	1,508.32	1,515.59	50.12
A1	3,194.38	0.00	3,194.38	2,911.33	283.05	8.86

To determine what **product lines** your sales representatives are moving, this report gives you a quick snap shot of every:

**Product line
Sales Returns
Net Sales,
Cost of Goods Sold,
Profit Dollars
And
Resultant - Gross
Margin Percentage.**

Spiff Report for your Inside Order People

To ensure that your **Inside Sales Reps** are doing their job, this report breaks out their individual sales by Product Line.

Spiff = Commission for Inside Reps

ProTrac Customer Sales Report By Product Line by Class Code

Sort By Account Number
Account Range: From 32ND01 To 32ND)!
Date Range: From 01/09/2006 to 04/09/200
Product Line Range: 1.0 to ZZZ

Customer Name	Inventory P/L	Sub Class Code	Class Code	Core Net Qty	Mdse Net Qty	Core Sales	Mdse Sales	Total Sales	Total Cost	Gross Profit	Mdse Profit	Mdse GP%
32ND ST. CONSTRUCTIO	1.0	ABRSV		0	11	0.00	8.91	8.91	4.95	3.96	44.44	
	1.0	Sub-Total		0	11	0.00	8.91	8.91	4.95	3.96	44.44	
	HVA	GOODMAN	10+ SEER	0	1	0.00	739.66	739.66	429.00	310.66	42.00	
	HVA	GOODMAN	12 SEER	0	2	0.00	2500.00	2500.00	1450.00	1050.00	42.00	
	HVA	GOODMAN	13 SEER	0	2	0.00	2327.58	2327.58	1436.62	890.96	38.28	
	HVA	INDSTRL		0	1	0.00	1333.00	1333.00	823.24	509.76	38.24	
	HVA	Sub-Total		0	6	0.00	6900.24	6900.24	4138.86	2761.38	40.02	
	IBT	BOLTS	ANCHORS	0	1	0.00	7.59	7.59	3.55	4.04	53.23	
	IBT	Sub-Total		0	1	0.00	7.59	7.59	3.55	4.04	53.23	
	JET	BITS	INSERT	0	10	0.00	13.40	13.40	7.50	5.90	44.03	
	JET	BITS	SLOTTED	0	10	0.00	11.10	11.10	6.20	4.90	44.14	
	JET	Sub-Total		0	20	0.00	24.50	24.50	13.70	10.80	44.08	
	JIS	FAS		0	18100	0.00	705.35	705.35	541.84	163.51	23.18	
	JIS	Sub-Total		0	18100	0.00	705.35	705.35	541.84	163.51	23.18	
	KLE	TOOLS	HANDTLS	0	1	0.00	19.52	19.52	17.00	2.52	12.91	
	KLE	TOOLS	STRIPPRS	0	1	0.00	8.57	8.57	4.29	4.28	49.94	
	KLE	Sub-Total		0	2	0.00	28.09	28.09	21.29	6.80	24.21	
	MAN	ICE	CUBE	0	4	0.00	4749.99	4749.99	2660.00	2089.99	44.00	
	MAN	Sub-Total		0	4	0.00	4749.99	4749.99	2660.00	2089.99	44.00	
	MAR	ELECTRIC	PANELS	0	1	0.00	268.00	268.00	134.00	134.00	50.00	
	MAR	Sub-Total		0	1	0.00	268.00	268.00	134.00	134.00	50.00	

Report Includes a Down Total for all Product Lines, Class, by Customer

By Date
From: 04/09/2005 To: 04/09/2006

Invoice Detail Report - This report is run at the end of the day to give you a quick look at today's sales

Date	Order Number	Invoice Number	Sls ID	Sls Rep	Account Number	Sub Total	Tax	Total	Misc	Disc	Freight	Amt Tend
04/13/2005	2721	1279	MDC	SUE	ABENT01	291.38	18.94	310.32	0.00	0.00	0.00	310.32
04/27/2005	2745	1301	MDC	SUE	ABENT01	47.19	3.07	50.26	0.00	0.00	0.00	50.26
04/27/2005	2746	1302	MDC	SUE	A&C01	712.98	46.34	759.32	0.00	0.00	0.00	759.32
04/28/2005	2748	1305	MDC	SUE	7THST01	7991.23	0.00	7991.23	0.00	0.00	0.00	7991.23
05/04/2005	2410	1312	Adm		CASH2	0.25	0.02	0.27	0.00	0.00	0.00	0.27
05/05/2005	2764	1315	MDC	SUE	ABENT01	567.24	36.87	604.11	0.00	0.00	0.00	604.11
06/14/2005	2807	1353	MDC	JON	A1MOB2	66.73	0.00	66.73	0.00	0.00	0.00	66.73
07/01/2005	2753	1368	MDC	SUE	A&C01	569.71	37.03	606.74	0.00	0.00	0.00	606.74
08/25/2005	2866	1396	MDC	SUE	A&C01	693.76	45.09	738.85	0.00	0.00	0.00	738.85
08/30/2005	2872	1401	MDC		CASH2	206.34	13.41	219.75	0.00	0.00	0.00	219.75
08/30/2005	2869	1404	MDC	SUE	A&C01	905.36	58.85	964.21	0.00	0.00	0.00	964.21
09/01/2005	2886	1448	MDC	SUE	A&C01	507.14	32.96	540.10	0.00	0.00	0.00	540.10
09/02/2005	2890	1450	MDC	SUE	7THST01	32.19	0.00	32.19	0.00	0.00	0.00	50.00
09/20/2005	2930	1476	MDC	SUE	7THST01	2936.00	0.00	2936.00	0.00	0.00	0.00	2936.00
10/24/2005	2969	1507	MDC	JON	A-BAR01	324.67	20.95	345.62	0.00	0.00	0.00	345.62
10/31/2005	2987	1516	MDC	SUE	A&C01	567.92	36.91	604.83	0.00	0.00	0.00	604.83
11/12/2005	3023	1545	MDC		CASH2	2565.00	166.73	2731.73	0.00	0.00	0.00	2731.73
11/15/2005	3032	1562	MDC	SUE	ABENT01	1754.14	114.02	1868.16	0.00	0.00	0.00	1868.16
11/18/2005	3050	1569	MDC	JON	A&TMAN2	404.76	0.00	404.76	0.00	0.00	0.00	404.76
01/23/2006	3178	1649	MDC		CASH2	363.66	23.64	387.30	0.00	0.00	0.00	387.30
01/23/2006	3180	1650	MDC	SUE	A. J. B01	120.74	1.30	122.04	0.00	0.00	0.00	122.04
01/23/2006	3182	1653	MDC		CASH2	30.00	0.00	30.00	0.00	0.00	0.00	30.00
01/23/2006	3184	1654	MDC	SUE	7THST01	173.15	0.00	173.15	0.00	0.00	0.00	173.15
01/23/2006	3185	1655	MDC	SUE	7THST01	0.00	0.00	0.00	0.00	0.00	0.00	0.00
01/26/2006	3194	1671	MDC		CASH2	190.00	12.35	202.35	0.00	0.00	0.00	202.35
02/02/2006	2934	1678	MDC		CASH2	816.05	53.04	869.09	0.00	0.00	0.00	869.09
02/23/2006	3219	1702	MDC		CASH2	998.24	64.89	1063.13	0.00	0.00	0.00	1063.13
03/02/2006	3234	1706	MDC		NORDYNE02	5750.01	388.13	6138.14	0.00	0.00	0.00	6138.14
03/15/2006	3229	1722	MDC	JON	32ND01	3573.70	241.22	3814.92	0.00	0.00	0.00	3814.92
04/06/2006	3273	1736	MDC	JON	32ND01	4048.21	273.25	4321.46	0.00	0.00	0.00	4321.46
Totals						37207.75	1689.01	38896.76	0.00	0.00	0.00	38914.57

This report shows that MDC is you're inside rep for these orders. It also shows the rep whose account bought product. As noted in above Commission reports we have varying degrees of detail that can be reported for the day, week, or month.

ALL ON ONE REPORT

Today, **LEAN** has replaced **Just In Time**, as the latest **Great** Inventory Philosophy.

Our customers needed more than just FORECASTING. They needed an Up To The Minute ANALYTICAL TOOL to stay on top of their inventory and inventory commitments.

They wanted to review:

- All Open Orders
- Open Quotes
- Standing Quotes
- Planned Purchase Orders
- Submitted Purchase Orders
- Quantity On-Hand

The Order Requirements report lets our customer see all of their inventory obligations using their own industry knowledge and the power of our powerful 4 GL Relational Data Base.

One of our customers' called the Report a Giant **What If Report?** The wholesaler can review all open orders, Quotes, Submitted and Planned Purchase Orders.

They can review all Open Orders and Quotes by a Category. (Job, Standing Order, Standing Quote, etc.) They can also review all Purchase Orders that are in Planning.

The **blue Add On Notes** lets you know what each of the sections handles.

The screenshot shows the 'Order Requirements' report interface. It is divided into three main sections: Order Selection, PO Selection, and Inventory Selection. Each section has several options and checkboxes. Blue callout boxes provide additional context for some of these options.

Order Selection:

- All Open: This group looks at Open Orders
- By Category
- By Date Entered
- By Date Required
- Display Order Detail: If you are trying to find out who is buying what products on current open orders - See Page 3 of the document
- Sort By:**
 - By Order No
 - By Sales Rep1
 - By Sales Rep2
 - By Sales ID
 - By Acct No
- Include Quotes: This group looks at Quotes and things that can impact inventory
- Include Transfers
- Include Returns
- Include Deposits
- Include Labor
- Include Non Real Items Kit

PO Selection:

- All Open POs: Open PO's with a lot of flexibility
- By Category
- By Date Entered
- By Date Required
- Include Planned POs: A planned PO is one that has been created, but not sent to the vendor

Inventory Selection:

- All Inventory
- P/L Range
- Include current on hand to calculate requirement: If you have a customer who has ordered for 3 months from now - On hand does not mean as much as orders that you have to fill next Wednesday. You may run the report without an On Hand column

Buttons: Process, Exit

Footer: Check to display order detail information.

This report reviewed all Open Orders and Open Purchase Orders

Our ProTrac Analysis Tool is one of the new tools that are available from a powerful 4 GL Relational Data Base. Imagine having a report that gives you control over what you see and how you see your information.

On the next page we asked ProTrac to show who was buying the products that are listed on the above report.

With this Analysis Tool you can determine who has what on order or on a quote.

```

*** ProTrac TEST TEST TES          TST          08/14/09 - 15:40
ProTrac(R) 8.21.03                  eod0031
Mel
Order Requirements                    PAGE:      1
    
```

```

Order Selection: By Date Entered - 08/14/2009-08/14/2009
Include Quotes: No
Include Transfers: No
Include Returns: Yes
Display Order Detail: No
Include Deposits: No
Include Labor: No
Include Non Real Items: No
PO Selection: By Date Entered - 08/14/2009-08/14/2009
Include Planned POs: No
Inventory Selection: All Inventory
Include Curr Inv in Need: Yes
    
```

This report is a very quick way for Purchasing or Management to see what is immediately needed to fill open orders or an up coming contract obligation

P/L Item Number	Description	Qty On Hand	Qty On PO	Cust Qty Ordered	Qty Needed SPO
HON TH5110D10061-1	FOCUS PRO 5000 THERMOSTAT	4	13	25	8
HON TH5110D10221-1	FOCUS PRO 5000 THERMOSTAT	14	1	25	10
HON TH5220D10032-2	FOCUS PRO 5000 THERMOSTAT	11	9	5	0
HON TH5220D10292-2	FOCUS PRO 5000 THERMOSTAT	14	6	17	0
SL 4 FT 2 PIN FLOR CL WHITE	4 FT 2 PIN FLOR CL WHITE	150	0	15	0
SL 90402	SYL 2 PAK CYRSTAL CLEAR, 60 WA	63	0	50	0

This is the Summary information of inventory required for all open orders

Linear Thinking – A process of thought, that follows known cycles or step-by-step progression where a response to a step must be elicited before another step is taken. ProTrac’s Reporting follows this linear line of thinking. However, What our customers were asking for was more flexibility. Their buying decisions did not always follow a Linear Process. They wanted to be able to:

- Simply look at all Open Orders and Open PO’s for a Product Line

- Or to run the same report to review all inventory commitments whether on an Order, Quote, or a Committed Purchase Order.

Who is Buying what Products?

Order Requirements

PAGE: 1

Order Selection: By Date Entered - 08/14/2009-08/14/2009
 Include Quotes: No
 Include Transfers: No
 Include Returns: Yes
 Display Order Detail: Yes
 Include Deposits: No
 Include Labor: No
 Include Non Real Items: No
 PO Selection: By Date Entered - 08/14/2009-08/14/2009
 Include Planned POs: No
 Inventory Selection: All Inventory
 Include Curr Inv in Need: Yes

This report lets you analyse who is buying this product

Product - Honeywell TH511OD10061-1

P/L Item Number	Description	Qty On Hand	Qty On PO	Cust Qty Ordered	Qty Needed SPO
HON TH511OD10061-1	FOCUS PRO 5000 THERMOSTAT	4	13	25	8

The Report breaks down every order, sales rep, and customer that has bought this product.

Order No	S	Account Number	Sls Rpl	Sls Rp2	Sls ID	T	Qty Ord	Qty BO	Qty Ship	SPO
4457	O	A-ADK01	JON		MDC S		2	0	2	
4458	B	32ND01	SUE		MDC S		3	1	2	
4459	B	ABENT01	SUE		MDC S		5	5	0	
4460	B	ALCAN01	SUE		MDC S		5	5	0	
4461	B	32ND01	SUE		MDC S		10	10	0	

P/L Item Number	Description	Qty On Hand	Qty On PO	Cust Qty Ordered	Qty Needed SPO
HON TH511OD10221-1	FOCUS PRO 5000 THERMOSTAT	14	1	25	10

Order No	S	Account Number	Sls Rpl	Sls Rp2	Sls ID	T	Qty Ord	Qty BO	Qty Ship	SPO
4460	B	ALCAN01	SUE		MDC S		15	1	14	
4461	B	32ND01	SUE		MDC S		10	10	0	

The Order Requirement report gives our customer the flexibility to make buying decision based on - Up to the minute REAL TIME INFORMATION.

This last report was released this past fall and has been put on many of our customer’s BEST REPORT list.

Flexibility - is its key