



By
MERCHANT TECHNOLOGIES

Merchandising Reports Book

MERCHANT TECHNOLOGIES

Corporate Headquarters: 5504 Business Drive, Wilmington, NC 28405 v (910) 452-9808, Fax (910) 452-9826

Sales Office: 3985 Race Road, Suites 7 & 8, Cincinnati, OH 45211 v (800) 395-8324, Fax (800) 804-6901

E-Mail: sales@mtpos.com **Web:** www.mtpos.com

Sales Report Generator System

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Sales Report Generator System

- **The Flexibility built into the Sales Report Generating System allows you to create your own reports, focusing on the Specific Information you need to make the best decisions.**
- **Your Sales Data can be reported in broad summaries or in the most minute detail, and in 11 different formats.**
- **Print Sales Reports to monitor just about every facet of your operation, including Margins, On Hand and On Order Quantities, Inventory Usage, Best Sellers, Discounts and Sales Trends.**
- **The Flexibility Features include Sorting Options, Location Formats, Summary / Detail Choices and Date Ranges.**

Sales Report Generator - Flexibility Features

The **Report Format Options** are the tools that provide the Flexibility in the Sales Report Generator.

This Flexibility gives you the power to present your Sales Data in the format most pertinent to the demands of the moment.

Report Format Options are selected on the Report Selection Screen

Sort Order (1/2/3/4)?	3	<1>=Dept/Class/Item, <2>=Vend/Ref, <3>=Dept/Item, <4>=Vend/Dept/Ref
Region Code:	ALL	
Location Code:	ALL	
Vendor Code:	ALL	
Department Code:	ALL	
Class Code:	ALL	
Category Code:	ALL	
Item Code:	ALL	
Sales Period 1 (mmyy):	01/00 to 12/00	
Sales Period 2 (mmyy):	01/99 to 12/99	
Item Detail (1/2/3)?	1	<1>=Totals Only, <2>=Item Detail, <3>=Sub-Item Detail
Location Format (1/2/3)?	2	<1>=Separate Report by Location, <2>=Location Comparison, <3>=Consolidat
Print Deleted Items (Y/N)?	Y	<Y>=Prints % of Sales, <N>=% of Sales Suppressed
Active Items Only (Y/N)?	N	

Narrow the focus of the reporting output to a particular group of Items. Enter the desired grouping in as many of these fields that apply.

Sales Report Generator - Sorting Options

Item Code	Item Description	On Hand
Department: 10 SHIRTS		
101000	SHORT SLEEVE DRESS SHIR	20
102000	POLO SHIRT	31
106000	POCKET T-SHIRT	27
107000	DECAL T-SHIRT	22
109000	OXFORD BUTTON DOWN SHIR	33
109999	MISC. SHIRTS	0
TOTAL Department		133

Item Code	Item Description	On Hand
Department: 10 SHIRTS		
Class: 01 T-SHIRTS		
106000	POCKET T-SHIRT	36
107000	DECAL T-SHIRT	30
TOTAL Class:		66
Class: 10 MEN'S SHORT SLEEVE SHIRTS		
101000	SHORT SLEEVE DRESS SHIR	21
102000	POLO SHIRT	32
TOTAL Class:		53
TOTAL Department		148

Item Code	Item Description	Wks Rcv	Whse QOH
Department: 22 MEN'S SHIRTS			
Vendor: ARRSH ARROW SHIRTS			
0006920000	ARROW DOVER L/S DRESS SHIRT	3	19
0007850000	ARROW PINPOINT L/S DRESS SHIRT	2	23
TOTAL Vendor:			
Vendor: GBEANE GEOFFREY BEANE			
0008090000	G BEANE HERRINGBONE DRESS SHRT	4	16
TOTAL Vendor:			
Vendor: IZOD IZOD			
0006730000	SOLID PIQUE POLO	2	65
0007320000	NAILHEAD JACQUARD POLO	1	52
TOTAL Vendor:			

Item Code	Item Description	On Hand
Vendor: CARIBO CARIBOU		
GPT4001	MENS GOLF PANTS	13
GPT6001	LADIES GOLF PANTS	0
RSH1001	RUNNING SHORTS	53
TS4100	MENS TENNIS SHORTS	14
TS4200	LADIES TENNIS SHORTS	16
WJ4310	WARMUP JACKET	10
WP4300	WARMUP PANTS	12
TOTAL Vendor:		118

Item Code	Item Description	On Hand
Vendor: NIKE NIKE SHOES		
Department: 20 SPORTING GOODS EQUIPMENT		
BL-BBS4001	AIR BASEBALL SPIKES	23
BL-FBS4001	AIR FOOTBALL SHOES	9
WH-BBS4001	AIR BASEBALL SPIKES	21
WH-FBS4001	AIR FOOTBALL SHOES	7
TOTAL Department		60
Department: 25 SPORTS APPAREL		
TW455	TIGER WOODS GOLF SHIRT	46
TW665	TIGER WOODS WIND BREAKER	28
TOTAL Department		74
TOTAL Vendor:		134
TOTAL Location:		134

Sorting By Department, Class and/or

Vendor

Sort by up to 6 different combinations of Department, Class and Vendor:

- Department, Item

- Department, Class, Item

- Vendor, Item

- Department, Vendor, Item

- Department, Class, Vendor, Item

- Vendor, Department, Item

Additional Sorting Options

In addition to the above, reports can be sorted by:

- Category

- Manufacturer

Sorting Items within Groupings

The Items listed under the grouping can be sorted by:

- Item Code

- Vendor Reference Code (Style, Model, etc)

- Alphabetically by Item Description

Item Code	Item Description	On Hand
Department: 65 BOOKS		
Class: 01 FICTION - CLASSIC		
000619	A CHRISTMAS CAROL	28
000629	A FAREWELL TO ARMS	13
000491	A TALE OF TWO CITIES	21
000622	DUBLINERS	12
000632	FINNEGAN'S WAKE	15
000623	FOR WHOM THE BELL TOLLS	16
000492	GREAT EXPECTATIONS	10
000490	OLIVER TWIST	22
000620	PICKWICK PAPERS	16
000621	PORTRAIT OF THE ARTIST AS A..	7
000625	TENDER IS THE NIGHT	33
000627	THE GREAT GATSBY	3
000626	THE OLD MAN AND THE SEA	9
000624	THE SUN ALSO RISES	18
000628	ULYSSEYS	16

Sales Report Generator - Item Detail

- **Totals Only -**

This option produces a Summary Report, providing Totals for Departments, Classes or Vendors, depending on the Sort Option selected.

- **Item Detail -**

Produces a Detail Report listing Items, or Styles. In Size and Color applications, this is a consolidation of the data for all Sizes and Colors of a Style.

- **Sub-Item Detail -**

Produces a Report in which the individual Sub-Items, or Size and Color combinations, are listed.

This version is a **Totals Only** report using the Department / Class / Item Sort option.

		- Qty On -	Units
		Hand	Ord
		----	----
Department: 10	SHIRTS		
01	T-SHIRTS		17
05	MEN'S LONG SLEEVE SHIRTS		15
10	MEN'S SHORT SLEEVE SHIRTS		26
	TOTAL Department:		58
Department: 25	SPORTS APPAREL		
01	RUNNING APPAREL		20
02	GOLF APPAREL		16
	TOTAL Department:		36
	TOTAL Location:		116

This sample is a **Totals Only** report using the Vendor / Vendor Ref. Sort option.

		On	Sales
		Hand	Units
		----	----
ALL	ALL FASHIONS	221	53
BEVERL	BEVERLY HILLS POLO CLUB	432	146
CARIBO	CARIBOU	380	95
DOLFIN	DOLFIN APPAREL	238	91
GAMES	GAMES UNLIMITED	66	35
JUDY	JUDY BOND	0	0
LAND	LAND AND SEA	173	100
NIKE	NIKE SHOES	349	82
NOTATI	NOTATIONS	241	141
PRETTY	PRETTY MISS	0	0
PUZZLE	ALWAYS PUZZLED	26	9
WILSON	WILSON SPORTING GOODS	133	49
	TOTAL Company:	2259	801

This output is a **Sub-Item Detail** report using the Department / Class / Item Sort option.

Item Code	Vendor Reference	Item Description	On Hand
----	----	-----	----
Class: 10	MEN'S SHORT SLEEVE SHIRTS		
		SHORT SLEEVE DRESS SHIRT	
1010000001	SSD1010	<WHITE 14 - >	15
1010000002	SSD1010	<WHITE 14.5 - >	12
1010000003	SSD1010	<WHITE 15 - >	19
1010000004	SSD1010	<WHITE 15.5 - >	16
1010000005	SSD1010	<WHITE 16 - >	20
		-----	82
		POLO SHIRT	
1020000001	SSG10201	<YELLOW S - >	14
1020000002	SSG10201	<YELLOW M - >	17
1020000003	SSG10201	<YELLOW L - >	17
1020000004	SSG10201	<YELLOW XL - >	17
		-----	65
	TOTAL Class:		147
	TOTAL Department:		147

Item Code	Item Description	On Hand
----	-----	----
Department: 10	SHIRTS	
101000	SHORT SLEEVE DRESS SHIR	20
102000	POLO SHIRT	31
106000	POCKET T-SHIRT	27
107000	DECAL T-SHIRT	22
109000	OXFORD BUTTON DOWN SHIR	33
109999	MISC. SHIRTS	0
	TOTAL Department	133

This sample is an **Item Detail** report using the Department / Item Sort option.

Sales Report Generator - Location Format

- **Separate Report by Location -**

This option produces a separate report for each Location.

- **Location Comparison -**

On a single report, each Location's data is given for each line on the report. See the example below.

- **Consolidated -**

Produces a report in which the data for all stores is combined into a single report.

This sample is a Department Summary in **Location Comparison** format.

		Loc Code	On Hand	Sales Units	01/00 to 12/00 Sales \$	% of Sales	Mrg %
10	SHIRTS	01	376	408	11665	25%	46%
		02	357	737	19366	41%	44%
		03	348	590	15979	34%	45%
			1081	1735	47011	40%	45%
20	SPORTING GOODS EQUIPMENT	01	135	112	5221	24%	52%
		02	108	133	6009	27%	51%
		03	106	236	10807	49%	51%
			349	481	22038	19%	51%

Location data is given for each line on the report.

The **Separate Report by Location** option prints reports for each location one after another.

Location: 01 MERCHANT TECHNOLOGIES
Department: 10 SHIRTS

Item Code	Item Description	On Hand	On Ord
101000	SHORT SLEEVE DRESS SHIR	77	31
102000	POLO SHIRT	62	40

Location: 02 MERCHANT TECHNOLOGIES
Department: 10 SHIRTS

Item Code	Item Description	On Hand	On Ord
101000	SHORT SLEEVE DRESS SHIR	66	40
102000	POLO SHIRT	61	40
106000	POCKET T-SHIRT	92	85

Location: 03 MERCHANT TECHNOLOGIES
Department: 10 SHIRTS

Item Code	Item Description	On Hand	On Ord
101000	SHORT SLEEVE DRESS SHIR	90	33
102000	POLO SHIRT	47	45
106000	POCKET T-SHIRT	54	125
107000	DECAL T-SHIRT	74	27
109000	OXFORD BUTTON DOWN SHIR	83	55
109999	MISC. SHIRTS	0	0
TOTAL Department		348	285
TOTAL Location:		348	285
TOTAL Company:		1064	790

Location: ALL
Department: 10 SHIRTS

Item Code	Item Description	On Hand	On Ord
101000	SHORT SLEEVE DRESS SHIR	233	104
102000	POLO SHIRT	170	125
106000	POCKET T-SHIRT	239	285
107000	DECAL T-SHIRT	220	86
109000	OXFORD BUTTON DOWN SHIR	202	190
109999	MISC. SHIRTS	0	0
TOTAL Department		1064	790
TOTAL Company:		1064	790

The **Consolidation Report** combines the individual locations' Data together into one report.

Sales Report Generator - Date Ranges

Sales Journal Report printed for a particular Day.

Sales Date: 3/24/00 to 3/24/00

Location: 01 MERCHANT TECHNOLOGIES

Item Code	Item Description	- Qty Hand	On - Ord	Units Sold	Unit Price	Gross Price
Department: 10 SHIRTS						
1010000000	SHORT SLEEVE DRESS SHIRT	20	32	5	32.00	160.00
1020000000	POLO SHIRT	31	40	3	36.00	108.00
1060000000	POCKET T-SHIRT	27	36	2	19.99	39.98
1070000000	DECAL T-SHIRT	22	32	1	23.99	23.99
1090000000	OXFORD BUTTON DOWN SHIRT	33	44	6	32.00	192.00
TOTAL Department:				17		523.97

Sales Journal Report printed in Month to Date format.

Sales Date: 3/01/00 to 3/24/00

Location: 01 MERCHANT TECHNOLOGIES

Item Code	Item Description	- Qty Hand	On - Ord	Units Sold	Unit Price	Gross Price
Department: 10 SHIRTS						
1010000000	SHORT SLEEVE DRESS SHIRT	20	32	90	32.00	2880.00
1020000000	POLO SHIRT	31	40	54	36.00	1944.00
1060000000	POCKET T-SHIRT	27	36	36	19.99	719.64
1070000000	DECAL T-SHIRT	22	32	18	23.99	431.82
1090000000	OXFORD BUTTON DOWN SHIRT	33	44	92	32.00	2944.00
TOTAL Department:				290		8919.46

Sales Journal Report printed in Year to Date format.

Sales Date: 01/01/00 to 3/24/00

Location: 01 MERCHANT TECHNOLOGIES

Item Code	Item Description	- Qty Hand	On - Ord	Units Sold	Unit Price	Gross Price
Department: 10 SHIRTS						
1010000000	SHORT SLEEVE DRESS SHIRT	20	32	315	32.00	10080.00
1020000000	POLO SHIRT	31	40	189	36.00	6804.00
1060000000	POCKET T-SHIRT	27	36	126	19.99	2518.74
1070000000	DECAL T-SHIRT	22	32	63	23.99	1511.37
1090000000	OXFORD BUTTON DOWN SHIRT	33	44	378	32.00	12096.00
TOTAL Department:				1071		33010.11

Date Ranges

- All of the reports in the Sales Report Generator can be printed for a specified Date Range.
- You can select any Date Range from a 4 Year Period, Current Year plus 3 Years of Historical Data.
- A User specified Date Range allows reports to be printed for a particular Day, Month, Quarter, Season or Year, or look at Month to Date or Year to Date Sales Data.
- The Sales Comparative Report allows you to compare 2 Date Ranges.

This version of the Sales Comparative Report compares the 1st Quarter of 2000 to the 1st Quarter of 1997.

Location: 01 MERCHANT TECHNOLOGIES

Department: 10 SHIRTS

Item Code	Item Description	On Hand	Sales Units	1/00 to 3/00 Sales \$	% of Sales	Mrg %	Sales Units	1/97 to 3/97 Sales \$	% of Sales	Mrg %
Class: 01 T-SHIRTS										
106000	POCKET T-SHIRT	93	45	833		35%	40	777		42%
107000	DECAL T-SHIRT	70	21	472		43%	25	587		47%
~10-01	~CONSOLIDATE = 10-01	0	0	0		0%	0	0		0%
TOTAL Class:		163	66	1306	32%	38%	65	1364	28%	44%
Class: 05 MEN'S LONG SLEEVE SHIRTS										
109000	OXFORD BUTTON DOWN SHIRT	56	29	885		47%	23	716		48%
TOTAL Class:		56	29	885	21%	47%	23	716	22%	48%

Comparative Sales Report

Objective:

- 1 Print Sales Totals by Vendor.
- 2 Compare the first four months of 2003 to the first four months of 2002.
- 3 Include Sales Data for Units, Dollars, Margin and Percent of Sales.
- 4 Report information for Location 01 only.

Run Date 4/29/03
Run Time 4:01

COMPARATIVE SALES REPORT Merchant Technologies

[SELECT OPTIONS] **Sort (1-6) +A=Alpha Sort: 2** <1>=Dep/Cls/Item <2>=Vend/Ref <3>=Dep/Item <4>=Ven/Dep/Ref
 Region Code: ALL
 Location Code: 01
 Vendor Code: ALL
 Manuf Code: ALL
 Department Code: ALL
 Class Code: ALL
 Category Code: ALL
 Item Code: ALL
Sales Period 1 (mmyy): 1/03 to 4/03
Sales Period 2 (mmyy): 1/02 to 4/02
Item Detail (1/2/3)? 1 <1>=Totals Only, <2>=Item Detail, <3>=Sub-Item Detail
 Location Format (1/2/3)? 1 <1>=Separate Report by Location, <2>=Location Comparison, <3>=Location Comparison
 Stocked Items (1/2/3)? 1 <1>=All Items, <2>=Stocked Items Only, <3>=Non-Stocked Items Only
 Print Deleted Items (Y/N)? Y <Y>=Prints % of Sales, <N>=% of Sales Suppressed
 Print Vendor Ref (Y/N)? Y <Y>=Prints Vendor Reference Number, <N>=Prints item code

Location: 01 **Merchant Technologies**

				1/03 to	4/03		1/02 to	4/02		
		On	On	Sales	% of	Mrg	Sales	% of	Mrg	
		Hand	Ord	Units	\$	%	Units	\$	%	%
ALLF	ALL FASHIONS	71	32	163	4564	4%	154	4186	4%	48%
ANTIGU	ANTIGUA SPORTSWEAR	88	42	207	8073	8%	202	7642	8%	53%
BEVERL	BEVERLY HILLS POLO CLUB	65	24	172	5160	5%	154	4481	5%	47%
CARIBO	CARIBOU	51	36	157	4553	4%	146	4107	4%	46%
DKNY	DONNA KARAN	87	40	209	9614	9%	206	9192	10%	53%
DOLFIN	DOLFIN APPAREL	76	0	136	2992	3%	124	2646	3%	50%
JANTZ	JANTZEN	91	46	251	9287	9%	232	8326	9%	52%
JUDY	JUDY BOND	48	36	147	3528	3%	154	3585	4%	51%
LAND	LAND AND SEA	99	55	265	9540	9%	247	8625	9%	49%
LEVIS	LEVI STRAUSS	136	52	297	12177	12%	281	11175	12%	48%
NIKE	NIKE	53	16	146	3796	4%	149	3758	4%	52%
NOTAT	NOTATIONS	29	21	72	1440	1%	58	1125	1%	48%
PRETTY	PRETTY MISS	43	15	89	2403	2%	90	2357	2%	44%
LAUREN	RALPH LAUREN	72	32	177	9735	10%	162	8643	9%	52%
RTW	READY TO WEAR	55	38	132	4356	4%	138	4417	5%	48%
SANTA	SANTA FE APPAREL	40	12	81	3402	3%	76	3096	3%	53%
STERL	STERLING SPORTSWEAR	36	0	38	950	1%	52	1261	1%	48%
TREND	TREND INT'L USA	55	32	125	3500	3%	118	3205	3%	46%
UMBRA	UMBRA	51	22	99	3267	3%	94	3009	3%	49%
TOTAL Location:		1246	551	2963	102337	51%	1279	789367	49%	49%

Percent of Sales gives each Vendor's share of the Total Company's Sales.

Comparative Sales Report

Run Date 5/12/03
Run Time 11:53 AM

COMPARATIVE SALES REPORT Merchant Technologies

[SELECT OPTIONS] Sort (1-6) +A=Alpha Sort: 1 <1>=Dep/Cls/Item <2>=Vend/Ref <3>=Dep/Item <4>=Ven/Dep/Ref
 Region Code: ALL
 Location Code: ALL
 Vendor Code: ALL
 Manuf Code: ALL
 Department Code: 22
 Class Code: 01
 Category Code: ALL
 Item Code: ALL
 Sales Period 1 (mmyy): 5/03 to 5/03
 Sales Period 2 (mmyy): 5/02 to 5/02
 Item Detail (1/2/3)? 3 <1>=Totals Only, <2>=Item Detail, <3>=Sub-Item Detail
 Location Format (1/2/3)? 1 <1>=Separate Report by Location, <2>=Location Comparison, <3>=Consolidated
 Stocked Items (1/2/3)? 1 <1>=All Items, <2>=Stocked Items Only, <3>=Non-Stocked Items Only
 Print Deleted Items (Y/N)? N <Y>=Prints % of Sales, <N>=% of Sales Suppressed
 Active Items Only (Y/N)? N
 Print Vendor Ref (Y/N)? Y <Y>=Prints Vendor Reference Number, <N>=Prints item code

Objective:

- Print Sales Information for Department 22, Class 01 at Location 01.
- Print Sub-Item Detail (Size and Color Combination)
- View data for May of 2003 and 2002.

Location: 01 **Merchant Technologies** (1)

Item Code	Item Description	On Hand	On Ord	Sales Units	5/03 to 5/03 Sales \$	5/03 % of Sales	Mrg %	Sales Units	5/02 to 5/02 Sales \$	5/02 % of Sales	Mrg %
Department: 22 MEN'S SHIRTS (1)											
Class: 01 SHORT SLEEVED SHIRTS (1)											
SOLID PIQUE POLO SHIRT											
IP 205	<RED SMALL >	7	0	9	260		51%	7	203		51%
IP 205	<RED MEDIUM >	5	2	11	318		51%	12	347		51%
IP 205	<RED LARGE >	9	4	16	463		51%	12	347		51%
IP 205	<RED XL >	4	3	13	376		51%	11	318		51%
IP 205	<RED XXL >	6	1	7	202		51%	8	232		51%
		31	10	56	1621	56%	51%	50	1447	58%	51%
NAILHEAD JACQUARD POLO											
IP 208	<DK BLU SMALL >	3	3	6	191		53%	3	93		52%
IP 208	<DK BLU MEDIUM >	7	0	10	319		53%	6	186		52%
IP 208	<DK BLU LARGE >	6	0	9	287		53%	11	340		52%
IP 208	<DK BLU XL >	5	1	13	415		53%	9	279		52%
IP 208	<DK BLU XXL >	5	1	5	159		53%	7	217		52%
		26	5	43	1373	42%	53%	36	1114	42%	52%
TOTAL Class:		57	15	99	2995	32%	52%	86	2561	28%	51%
TOTAL Department:		57	15	99	2995	16%	52%	86	2561	18%	51%
TOTAL Location:		57	15	99	2995		52%	86	2561		51%

Comparative Sales Report

Run Date 5/14/03
Run Time 4:51 PM

COMPARATIVE SALES REPORT Merchant Technologies

[SELECT OPTIONS] **Sort (1-6) +A=Alpha Sort:** 3 <1>=Dep/Cls/Item <2>=Vend/Ref <3>=Dep/Item <4>=Ven/D
 Region Code: ALL
 Location Code: ALL
 Vendor Code: ALL
 Manuf Code: ALL
 Department Code: ALL
 Class Code: ALL
 Category Code: ALL
 Item Code: ALL
Sales Period 1 (mmyy): 6/02 to 5/03
Sales Period 2 (mmyy): 6/01 to 5/02
Item Detail (1/2/3)? 1 <1>=Totals Only, <2>=Item Detail, <3>=Sub-Item Detail
Location Format (1/2/3)? 2 <1>=Separate Report by Location, <2>=Location Comparison, <3>=Consolidated
 Stocked Items (1/2/3)? 1 <1>=All Items, <2>=Stocked Items Only, <3>=Non-Stocked Items Only
 Print Deleted Items (Y/N)? Y <Y>=Prints % of Sales, <N>=% of Sales Suppressed
 Active Items Only (Y/N)? N
 Print Vendor Ref (Y/N)? Y <Y>=Prints Vendor Reference Number, <N>=Prints item code

Objective:

- 1 Print a Department Summary of Sales Information.
- 2 Compare Sales for the periods 6/02 to 5/03 and 6/01 to 5/02.
- 3 Print data for all Locations separately, but on one report.

2 **Date Ranges** allow the user to select any date range desired. You are not limited to Year to Date, Month to Date, etc.

3 **Location Comparison** format displays each Location's sales data in one spot, instead of on separate pages of the report.

			On Hand	On Ord	Sales Units	6/02 to 5/03 Sales \$	% of Sales	Mrg %	6/01 to 5/02 Sales Units	Sales \$	% of Sales	Mrg %
01	JUNIOR SPORTSWEAR	01	1923	342	9230	203069	45%	48%	8953	179070	45%	47%
		02	1482	202	6817	143161	32%	46%	6681	126936	32%	46%
		03	930	216	4604	101277	23%	47%	4327	90873	23%	46%
			4335	760	20651	447507	26%	47%	19962	396879	25%	47%
02	MISSY SPORTSWEAR	01	1766	197	8477	211920	49%	47%	8222	197340	50%	48%
		02	1174	144	5400	124209	29%	47%	5292	116433	29%	46%
		03	822	102	4069	97654	23%	48%	3825	84145	21%	47%
			3762	443	17946	433783	25%	47%	17340	397917	25%	47%
03	WOMENS SPORTSWEAR	01	2101	447	10085	332798	48%	49%	9782	313032	48%	48%
		02	1495	321	6877	206310	30%	49%	6739	202184	31%	49%
		03	1011	265	5004	155138	22%	50%	4704	141125	22%	49%
			4607	1033	21966	694246	41%	49%	21226	656341	42%	48%
04	OUTERWEAR	01	321	87	1541	66254	53%	50%	1495	61278	52%	48%
		02	209	62	961	39417	31%	49%	942	37687	32%	49%
		03	98	48	485	20374	16%	48%	456	18696	16%	47%
			628	197	2987	126046	7%	49%	2893	117660	8%	48%
TOTAL Company:			13332	2433	63551	1701582		48%	61420	1568798		47%

Comparative Sales Report

Run Date 5/15/03
Run Time 5:32 PM

COMPARATIVE SALES REPORT Merchant Technologies

[SELECT OPTIONS]

Sort (1-6) +A=Alpha Sort: 3A <1>=Dep/Cls/Item <2>=Vend/Ref <3>=Dep/Item <4>=Ven
 Region Code: ALL
 Location Code: 01
 Vendor Code: ALL
 Manuf Code: ALL
Department Code: 65
 Class Code: ALL
 Category Code: ALL
 Item Code: ALL
Sales Period 1 (mmyy): 4/03 to 5/03
Sales Period 2 (mmyy): 4/02 to 5/02
Item Detail (1/2/3)? 2 <1>=Totals Only, <2>=Item Detail, <3>=Sub-Item Detail
 Location Format (1/2/3)? 3 <1>=Separate Report by Location, <2>=Location Comparison, <3>=Consolidated
 Stocked Items (1/2/3)? 1 <1>=All Items, <2>=Stocked Items Only, <3>=Non-Stocked Items Only
 Print Deleted Items (Y/N)? Y <Y>=Prints % of Sales, <N>=% of Sales Suppressed
 Active Items Only (Y/N)? N
 Page Breaks (Y/N)? N <N>=No Page Break on Dept, Vendor, Manuf or Category (Depending on Sort)
 Category # (1/2/3/4/5)? 1 Enter Category Number from Inventory Maintenance to Sort on
 Print Vendor Ref (Y/N)? N <Y>=Prints Vendor Reference Number, <N>=Prints item code

Objective:

- 1 Print Sales Data for Items in Department 65 at Location 01.
- 2 Compare Sales for April and May of 2003 to 2002.
- 3 Sort Items Alphabetically.

Items can be sorted **Alphabetically** within a Department, Class, Vendor and Category by adding **A** to the Sort Method.

Item Code	Item Description	On Hand	On Ord	4/03 to 5/03 Sales Units	4/03 to 5/03 Sales \$	% of Sales	Mrg %	4/02 to 5/02 Sales Units	4/02 to 5/02 Sales \$	% of Sales	Mrg %
Department: 65 Class: 01											
BOOKS FICTION - CLASSIC											
000619	A CHRISTMAS CAROL	28	0	10	69		49%	12	83		49%
000629	A FAREWELL TO ARMS	13	7	9	62		49%	8	55		49%
000491	A TALE OF TWO CITIES	21	6	11	82		49%	16	111		45%
000622	DUBLINERS	12	0	14	97		49%	9	62		49%
000632	FINNEGAN'S WAKE	15	4	6	41		49%	3	20		49%
000623	FOR WHOM THE BELL TOLLS	16	5	5	34		49%	8	55		49%
000492	GREAT EXPECTATIONS	10	6	16	111		49%	11	76		49%
000490	OLIVER TWIST	22	8	7	48		49%	14	97		49%
000620	PICKWICK PAPERS	16	6	4	27		49%	20	139		45%
000621	POTRAIT OF THE ARTIST AS A..	7	6	21	145		49%	10	69		44%
000625	TENDER IS THE NIGHT	33	7	6	41		49%	6	41		49%
000627	THE GREAT GATSBY	3	0	14	97		49%	7	48		49%
000626	THE OLD MAN AND THE SEA	9	0	31	215		49%	23	159		49%
000624	THE SUN ALSO RISES	18	0	12	83		49%	5	34		49%
000628	ULYSSEYS	16	8	6	41		49%	9	62		45%
TOTAL Class:		239	63	172	1193	31%	49%	161	1111	36%	48%
TOTAL Department:		239	63	172	1193	13%	49%	161	1111	15%	48%
TOTAL Company:		239	63	172	1193		49%	161	1111		48%

Sales Journal Report

Run Date 5/29/03
Run Time 4:42 PM

SALES JOURNAL

Merchant Technologies

[SELECT OPTIONS] **Sort (1-5) +A=Alpha Sort: 2** <1>=Dept <2>=Dept/Class <3>=Vendor <4>=Dept/Vendor <5>=Salesman
Location Code: 01
Salesman Code: ALL
Vendor Code: ALL
Department Code: ALL
Class Code: ALL
Category Code: ALL
Item Code: ALL
Sales Date: 5/01/03 to 5/31/03
Print Sub-Items (Y/N)? N
Store Consolidation (Y/N)? N
Sales Type (1/2): ALL <1>=Retail POS Sales, <2>=Sales Order Entry (prints '*' if Print Item Detail)
Print Item Detail (Y/N)? N <Y>=Separate line for each Item Sale & prints Date/Time instead of Vendor Ref
Print Profit Margin (Y/N)? Y
Print Totals Only (Y/N)? Y
Misc Items Only (Y/N)? N <Y>=Prints only Items set up for a Price Override at POS
Vendor Ref (Y/N)? N <Y>=Prints Vendor Reference Number, <N>=Prints item code
Cost Type (1/2): 2 <1>=Replacement Cost, <2>=Average Cost
Kit Sales (1/2/3): 1 <1>=Kits not Separate, <2>=Kits Only-Prints Components, <3>=Kits w/o Component
Salesman Type (1/2)? 1 <1>=Include Salesperson, <2>=Exclude Salesperson

Objective:

- 1 Print a Department and Class Sales Summary.
- 2 Include Discount and Margin information,
- 3 View Sales Information for May, 2003.

Location: 01 Merchant Technologies

Item Code	Item Description	Wks Rcv	Whse QOH	--Qty On-- Hand Ord	Units Sold	Unit Price	Disc Pct	----- Extend Price	----- Cost	Prof Marg
Department: 10 MEN'S SHIRTS										
01	POLO				195		3.1%	5007.31	2608.81	47.9%
05	SHORT SLEEVE				177		4.3%	4319.42	2284.97	47.1%
10	LONG SLEEVE CASUAL				109		6.0%	2766.42	1535.36	44.5%
15	LONG SLEEVE DRESS				124		5.2%	3291.46	1777.39	46.0%
TOTAL Department:					605		4.6%	15384.61	8206.53	46.7%
Department: 15 MEN'S PANTS										
01	JEANS				186		3.6%	6544.60	3442.46	47.4%
05	SHORTS/SPORTSWEAR				279		2.7%	6515.21	3400.94	47.8%
10	CASUAL PANTS				130		5.1%	5144.53	2783.19	45.9%
15	DRESS PANTS				115		7.2%	5314.66	2986.84	43.8%
TOTAL Department:					710		4.7%	23519.00	12613.43	46.4%
Department: 20 MEN'S OUTERWEAR										
01	COATS				78		5.2%	3771.14	2021.33	46.4%
TOTAL Department:					78		5.2%	3771.14	2021.33	46.4%
TOTAL Location:					1393		4.8%	42674.75	22841.29	46.5%
TOTAL Report:					1393		4.8%	42674.75	22841.29	46.5%

Sales Journal Report

Run Date 5/31/03
Run Time 1:38 PM

SALES JOURNAL Merchant Technologies

[SELECT OPTIONS] **Sort (1-5) +A=Alpha Sort: 1** (4) <1>=Dept <2>=Dept/Class <3>=Vendor <4>=Dept/Vendor <5>=Location Code: 01
 (Several Select Options have been deleted to make space. See previous page for all Select Options)
Sales Date: 5/30/03 to 5/30/03
 (1) **Print Sub-Items** (Y/N)? N (3) **Print Item Detail** (Y/N)? N <Y>=Separate line for each Item Sale & prints Date/Time
Print Profit Margin (Y/N)? Y (2) **Print Totals Only** (Y/N)? N
Vendor Ref (Y/N)? Y <Y>=Prints Vendor Reference Number, <N>=Prints item code
Cost Type (1/2): 2 <1>=Replacement Cost, <2>=Average Cost

Quantity On Hand is provided for the Selling and Warehouse locations.

- Objective:**
- Print a report to see what items were sold on 5/30/03.
 - Include Discount and Margin information,
 - Consolidate Colors and Sizes into Style
 - Sort by Department then Style Code..

Location:	Item Code	Item Description	Wks Rcv	Whse QOH	--Qty Hand	On-- Ord	Units Sold	Unit Price	Disc Pct	----- Extend Price	----- Cost	Prof Marg
01	Merchant Technologies											
Department: 01	JUNIOR SPORTSWEAR											
	D427	CAP SLV TEE SHIRT V KNECK	12	3	1	15	1	26.00		26.00	12.50	51.9%
	TOTAL Department:						1		0.0%	26.00	12.50	51.9%
Department: 02	MISSY SPORTSWEAR											
	SURF-SH	SURF SHIRT	6	4	3	10	1	20.00		20.00	10.00	50.0%
	TOTAL Department:						1		0.0%	20.00	10.00	50.0%
Department: 21	MEN'S PANTS											
	501	LEVI'S 501 JEANS	3	26	77	39	6	34.95		209.70	102.00	51.3%
	501BF	LEVI'S 501 BUTTON FLY JEANS	5	62	123	28	5	34.95		174.75	85.00	51.3%
	505 RF	LEVI'S 505 REG FIT JEANS	5	41	128	0	4	36.95		147.80	68.00	53.9%
	517 BC	LEVI'S 517 BOOT CUT JEANS	5	23	128	22	3	36.95		110.85	51.00	53.9%
	550 RF	LEVI'S 550 RELXD FIT JEANS	5	32	142	17	4	39.95		159.80	76.00	52.4%
	569 LS	LEVI'S 569 LOOSE STRT JEANS	5	20	44	27	2	40.95		81.90	39.70	51.5%
	PR-AU	LEVI'S PREM AUSTIN JEANS	5	9	176	0	1	45.95		45.95	22.00	52.1%
	T1 STR	LEVI'S TYPE 1 STRAIGHT	5	14	109	23	1	43.95		43.95	21.50	51.0%
	TOTAL Department:						26		0.0%	974.70	465.20	52.2%
Department: 22	MEN'S SHIRTS											
	IP 205	CAMP SOLID POLO	6	26	66	0	12	28.95		347.40	168.00	51.6%
	IP 208	SOLID PIQUE POLO	6	19	62	0	13	31.95		415.35	195.00	53.0%
	TOTAL Department:						25		0.0%	762.75	363.00	52.4%
	TOTAL Location:						53		0.0%	1783.45	840.70	52.8%
	TOTAL Report:						53		0.0%	1783.45	840.70	52.8%

Wks Rcv is the number of weeks since the last P.O. was received.

Sales Journal Report

Objective:

- 1 Print Sales Information for the Size and Color combinations of a particular Item.
- 2 Show each Sales Transaction from 6/2/03.
- 3 What kind of Discounts were given on each sale?
- 4 Also include current Quantity On Hand and On Order.

Run Date 6/03/03
Run Time 12:40 PM

SALES JOURNAL Merchant Technologies

[SELECT OPTIONS] Sort (1-5) +A=Alpha Sort: 1 <1>=Dept <2>=Dept/Class <3>=Vendor <4>=Dept/Vendor <5>=Salesman
 Location Code: ALL
 Salesman Code: ALL
 Vendor Code: ALL
 Department Code: 22
 Class Code: 01
 Category Code: ALL
Item Code: 000732
Sales Date: 6/02/03 to 6/02/03
 Print Sub-Items (Y/N)? Y
 Sales Type (1/2): ALL <1>=Retail POS Sales, <2>=Sales Order Entry (prints
Print Item Detail (Y/N)? Y <Y>=Separate line for each Item Sale & prints Date/Time instead of vendor Ref
 Print Profit Margin (Y/N)? Y
 Print Totals Only (Y/N)? N
 Page Breaks (Y/N)? N <N>=No Page Break on Dept or Vendor (Depending on Sort)
 Vendor Ref (Y/N)? N <Y>=Prints Vendor Reference Number, <N>=Prints item code

Location: 01 Merchant Technologies

Item Code	Item Description	Wks Rcv	Whse QOH	--Qty Hand	On-- Ord	Units Sold	Unit Price	Disc Pct	----- Extend Price	----- Cost	Prof Marg
Department: 22 MEN'S SHIRTS											
0007320002	POLO SHIRT <RED MEDIUM >	4	7	5	6	1	31.95		31.95	15.00	53.0%
0007320005	6/02/03 10:42AM 01 752 <RED XXL >	4	4	6	4	1	31.95		31.95	15.00	53.0%
0007320006	6/02/03 12:28PM 01 758 <GREEN SMALL >	4	6	6	4	1	31.95		31.95	15.00	53.0%
0007320009	6/02/03 10:03AM 02 475 <GREEN XL >	4	9	2	4	1	31.95		31.95	15.00	53.0%
0007320012	6/02/03 4:56PM 01 762 <WHITE MEDIUM >	4	6	5	6	1	31.95		31.95	15.00	53.0%
0007320014	6/02/03 12:28PM 01 758 <WHITE XL >	4	6	5	4	1	31.95		31.95	15.00	53.0%
0007320017	6/02/03 7:16PM 02 481 <DK BLU MEDIUM >	4	3	6	6	1	31.95	50.0%	15.97	15.00	6.0%
0007320019	6/02/03 11:27AM 01 755 <DK BLU XL >	4	4	4	4	1	31.95		31.95	15.00	53.0%
	6/02/03 2:39PM 01 766										
TOTAL Item:						8		6.2%	239.62	120.00	49.9%
TOTAL Department:						8		6.2%	239.62	120.00	49.9%
TOTAL Location:						8		6.2%	239.62	120.00	49.9%
TOTAL Report:						8		6.2%	239.62	120.00	49.9%

The Item Detail version of the report includes the Date, Time, Register Number and Transaction Number for each time the Item was sold.

Hot / Cold Item Report

Run Date 6/02/03
Run Time 5:29 PM

HOT / COLD ITEM REPORT Merchant Technologies

[SELECT OPTIONS] Hot or Cold Report (H/C): H <H>=Hot Items, <C>=Cold Items
Sort Order (1/2/3): 1 <1>=Department, <2>=Vendor, <3>=Item
Ranking (1/2/3/4/5): 2 <1>=Sales\$ <2>=Sales Units <3>=Margin\$ <4>=Margin% <5>=
Number of Items to Print: 5 Ex: If Number = 10 & Sort = Dept, prints top 10 items fr
Date: 3/01/03 to 6/02/03
Location Code: 01
Vendor Code: ALL
Department Code: ALL
Class Code: ALL
Category Code: ALL
Print Sub-Items (Y/N)? N
Store Consolidation (Y/N)? N
Sold Items Only (Y/N)? Y <Y>=Only Sale Items, <N>=All Items that have been Received
Print Vendor Ref (Y/N)? Y
Price Point: ALL Uses Retail Price

The Hot / Cold Item Report can rank items by Sales \$, Sales Units, Margin \$, Margin % or Sell Thru%.

Objective:

- 1 Print the Top 5 Sellers in each Department.
- 2 Rank Items by Sales Units.
- 3 Base the Ranking on March through May 2003 Sales.

Location: 01 Merchant Technologies

Item Code	Item Description	On Hand	On Order	Last Recv	Sales Units	Sell Thru	Sales \$	Cost \$	Disc \$	Marg \$	Last Sale
Department: 01 MEN'S SHIRTS											
IP 2112	IZOD SOLID CAMP POLO	88	24	5/15/03	187	68%	4948	2525	101	2424	6/01/03
20250	ARROW PINPOINT SOLID	68	30	4/21/03	171	72%	5910	2993	246	2917	5/30/03
D4247	DOCKERS BARRYMORE	24	12	4/08/03	158	87%	5688	2844	0	2844	5/31/03
IP 2131	IZOD SOLID PIQUE POLO	50	24	5/15/03	155	76%	3798	1860	78	1938	6/01/03
GBD6600	G. BEANE HERRINGBONE	41	36	3/30/03	132	76%	3598	1914	230	1684	6/01/03
TOTAL Department:					803	75%	23942	12135	654	11807	
Department: 02 MEN'S PANTS											
501	LEVI'S 501 JEANS	106	46	5/02/03	243	70%	8493	4131	0	4362	6/01/03
FF 245	DOCKER FLAT FRNT KHAKI	91	32	5/11/03	216	70%	10057	5184	311	4873	6/01/03
505 RF	LEVI'S 505 REG FIT JEANS	81	37	5/02/03	211	72%	7796	3798	0	3998	5/31/03
501BF	LEVI'S 560 CMFT FIT JEANS	113	0	5/02/03	178	61%	6794	3382	139	3412	5/30/03
PF 240	DOCKER PLEAT FRNT KHAKI	87	18	5/11/03	165	65%	7603	3960	317	3643	6/01/03
TOTAL Department:					1013	68%	40744	20455	767	20289	
Department: 03 MEN'S OUTERWEAR											
WR4240	MICROFIBER FRNT ZIP JACKET	29	0	12/18/02	107	79%	3424	1712	856	1712	5/29/03
PG 2004PO	PATAGONIA FLEECE PULLOVER	59	36	5/03/03	103	64%	4403	2163	232	2240	6/01/03
242506	COLUMBIA STORMY TRAILS JKT	17	18	2/24/03	86	83%	6063	3096	387	2967	5/26/03
CB 4250	C&B MICRO BOMBER JACKET	9	20	3/19/03	62	87%	2364	1240	178	1124	5/18/03
242483	COLUMBIA KEENE VALLEY JKT	12	18	2/24/03	58	83%	3031	1566	160	1465	5/24/03
TOTAL Department:					416	77%	19285	9777	1812	9508	
TOTAL Location:					2232	72%	83970	42367	3233	41603	

Hot / Cold Item Report

Objective:

- 1 Print the slowest selling 15 items over all at location 01. (Cold Report)
- 2 Use Margin Dollars as the ranking criteria.
- 3 Base Rankings on March through May, 2003 Sales.

```

Run Date 6/04/03
Run Time 5:02 PM

HOT / COLD ITEM REPORT
Merchant Technologies

[SELECT OPTIONS] Hot or Cold Report (H/C): C <H>=Hot Items, <C>=Cold Items
Sort Order (1/2/3): 3 <1>=Department, <2>=Vendor, <3>=Item
Ranking (1/2/3/4/5): 3 <1>=Sales$ <2>=Sales Units <3>=Margin$ <4>=Margin%
Number of Items to Print: 15 Ex: If Number = 10 & Sort = Dept, prints top 10 it
Date: 3/01/03 to 5/31/03
Location Code: 01
Vendor Code: ALL
Department Code: ALL
Class Code: ALL
Category Code: ALL
Print Sub-Items (Y/N)? N
Store Consolidation (Y/N)? N
Sold Items Only (Y/N)? Y <Y>=Only Sale Items, <N>=All Items that have been Received
Print Vendor Ref (Y/N)? Y
Price Point: ALL Uses Retail Price
    
```

The Hot / Cold Item Report can rank items within Vendor or Department, or rank Items overall.

The Sold Items Only field allows only items that have been sold to appear. Use the Inactive Report to find items that have not been sold at all.

Location: 01 MERCHANT TECHNOLOGIES

Item Code	Item Description	On Hand	On Order	Last Recv	Sales Units	Sell Thru	Sales \$	Cost \$	Disc \$	Marg \$	Last Sale
PS-11-50	PHY SCI VELOUR ZIP FRNT JKT	21	0	2/22/03	2	19%	46	28	12	18	4/17/03
M25561	MERONA FINE GAUGE SILK TOP	34	0	3/13/03	3	18%	62	38	16	25	4/28/03
03-02-1803	I LOVE CRANSTON TEE	18	12	1/18/03	5	22%	70	38	15	32	5/08/03
CB31005	C&B RUFFLED DRESS SHIRT	29	0	4/02/03	5	15%	188	115	47	73	3/28/03
AX-25-401	AXCS HRNGBONE PLT DRSS PANT	14	18	2/01/03	5	26%	215	125	35	90	3/23/03
12F740	FRENCH TERRY JKT	11	0	10/04/02	10	48%	227	130	43	97	3/13/03
MLBNYY251	NY YANKEES TEE	16	0	3/21/03	17	52%	272	170	68	102	4/29/03
NBA-5966	BLU/WHT SHAQ MUSCLE SHIRT	7	0	11/02/02	15	68%	284	180	46	104	5/20/03
RL-T47	RALPH LAUREN DRESS TEE	20	18	4/11/03	9	31%	287	171	55	116	3/04/03
10-1004	EVRYDAY HERO BASABALL SHRT	9	0	6/07/02	15	63%	261	135	39	126	5/06/03
TG4283	MEN'S VELOUR PANTS	15	0	3/05/03	24	62%	444	300	132	144	4/29/03
TG2365	CAMOFLAGE CARGO SHORTS	22	18	4/17/03	19	46%	334	181	46	154	5/19/03
PR-SK	LEVI'S PREM SKINNER JEANS	37	24	1/30/03	10	21%	391	230	69	161	5/28/03
SVN7945	SAVNE COOLMAX PLT CSL PANT	8	24	3/20/03	13	62%	437	273	96	164	5/05/03
599 GF	LEVI'S 599 GIANT FIT JEANS	33	18	1/30/03	12	27%	439	252	77	187	5/29/03
TOTAL Location:					164	36%	3957	2365	796	1592	

Inventory Usage Report

Run Date 6/15/03
Run Time 6:56 PM

I N V E N T O R Y U S A G E R E P O R T

Merchant Technologies

[SELECT OPTIONS] **Sort (1-6) +A=Alpha Sort:** 1 <1>=Dep/Cls/Item <2>=Vend/Ref <3>=Dep/Item <4>=Ven/Dep

Location Code: 01
Vendor Code: ALL
Manuf Code: ALL
Department Code: 22
Class Code: ALL
Category Code: ALL
Item Code: ALL

Item Detail (1/2/3)? 2 <1>=Totals Only, <2>=Item Detail, <3>=Sub-Item Detail
Location Format (1/2/3)? 1 <1>=Separate Report by Location, <2>=Location Comparison, <3>=Consolidated
Stocked Items (1/2/3)? 1 <1>=All Items, <2>=Stocked Items Only, <3>=Non-Stocked Items Only
Months/Type (1/2/3)? 2 <1>=12 Mth Sales, <2>=24 Mth Sales, <3>=12 Mth Sales / 12 Mth Closing Units
Print Vendor Ref (Y/N)? Y <Y>=Prints Vendor Reference Number, <N>=Prints item code
Print Min/Max (Y/N)? N <Y>=Prints Min/Max instead of QOH & QOO (forces item detail)
Export Data File (Y/N)? N <1>=No Export, <2>=Export to data file expusg
Print Retail/Cost (Y/N)? Y Prints Retail/Cost beneath Item Description

Objective:

- 1 Print a report for Sales Units by Item by month.
- 2 Include Sales Data for Department 22 at Location 01.
- 3 Include Sales Units for each of the last 24 months.

The Inventory Usage Report can be printed to include **12 or 24 months of Sales Units**, or **12 months of Sales units with Month End Qty on Hand**.

Location: 01 **MERCHANT TECHNOLOGIES**

Item Code	Item Description	On Hand	On Ord	02 Jul	02 Aug	02 Sep	02 Oct	02 Nov	02 Dec	03 Jan	03 Feb	03 Mar	03 Apr	03 May	03 Jun	Total
Department: 22 MEN'S SHIRTS																
Class: 01 SHORT SLEEVED SHIRTS																
IP 205	IZOD SOLID CAMP POLO 14.00 / 28.95	66	12	62	55	32	18	6	2	0	5	37	40	51	31	339
				0	0	0	0	0	0	0	0	28	36	45	49	158
IP 208	IZOD SOLID PIQUE POLO 15.00 / 31.95	53	18	58	61	43	25	11	6	2	7	34	44	57	36	384
				50	52	29	15	10	2	0	0	25	46	53	59	341
	TOTAL Class:	119	30	120	116	75	43	17	8	2	12	71	84	108	67	723
				50	52	29	15	10	2	0	0	53	82	98	108	499
Class: 05 LONG SLEEVED SHIRTS																
A-5652	ARROW DOVER L/S DRESS S 15.00 / 30.99	32	18	20	25	24	25	22	34	27	32	28	23	30	16	306
				22	36	24	28	21	32	24	27	30	26	28	33	331
A-5680	ARROW PINPOINT L/S DRES 16.00 / 32.99	46	0	22	28	24	26	31	38	34	25	26	28	31	12	325
				0	0	0	18	28	26	23	27	30	26	29	33	240
32560	G BEANE HERRINGBONE DRE 16.50 / 34.99	24	24	15	17	19	13	21	17	15	20	22	25	18	11	213
				0	0	5	18	17	21	13	16	17	15	20	19	161
	TOTAL Class:	102	42	57	70	67	64	74	89	76	77	76	76	79	39	844
				22	36	29	64	66	79	60	70	77	67	77	85	732
	TOTAL Department	221	72	177	186	142	107	91	97	78	89	147	160	187	106	1567
				72	88	58	79	76	81	60	70	130	149	175	193	1231
				177	186	142	107	91	97	78	89	147	160	187	106	1567
				72	88	58	79	76	81	60	70	130	149	175	193	1231

Quantity On Hand and On Order included for quick reference.

Inventory Usage Report

```

Run Date 6/06/03
Run Time 1:12 PM

I N V E N T O R Y   U S A G E   R E P O R T
Merchant Technologies

[SELECT OPTIONS]  Sort (1-6) +A=Alpha Sort: 3A <1>=Dep/Cls/Item <2>=Vend/Ref <3>=Dep/Item <4>=Ven/Dep/Ref <
1 Region Code: ALL
2 Location Code: 01
Vendor Code: ALL
Manuf Code: ALL
Department Code: 65
Class Code: 02
Item Detail (1/2/3)? 3 <1>=Totals Only, <2>=Item Detail, <3>=Sub-Item Detail
Location Format (1/2/3)? 1 <1>=Separate Report by Location, <2>=Location Comparison, <3>
Months/Type (1/2/3)? 3 <1>=12 Mth Sales, <2>=24 Mth Sales, <3>=12 Mth Sales / 12 Mth
Print Min/Max (Y/N)? Y <Y>=Prints Min/Max instead of QOH & QOO (forces item detail)
Print Retail/Cost (Y/N)? Y Prints Retail/Cost beneath Item Description
    
```

Objective:

- 1 Print a report for Dept 65, Class 02 with Monthly Sales Totals and EOM Qty on Hand.
- 2 Include the Reorder Minimums and Maximums, and Cost and Retail Price.
- 3 Sort items alphabetically.

Location: 01 MERCHANT TECHNOLOGIES

Item Code	Item Description	Min	Max	SALES				UNITS				03				Total
				02 Jul	02 Aug	02 Sep	02 Oct	02 Nov	02 Dec	03 Jan	03 Feb	03 Mar	03 Apr	03 May	03 Jun	
Department: 65 BOOKS																
Class: MODERN FICTION																
0006290000	A FAREWELL TO ARMS 3.50 / 6.95	3	10	3	8	4	1	6	5	7	10	8	5	7	12	76
				5	22	18	17	11	31	24	14	6	26	19	7	200
0006220000	DUBLINERS 3.50 / 6.95	3	10	4	3	27	10	4	6	31	7	6	8	4	3	113
				3	50	23	13	9	53	22	15	9	16	12	9	234
0006320000	FINNEGAN'S WAKE 3.50 / 6.95	3	6	0	0	16	6	2	1	11	12	2	1	0	2	53
				3	23	7	11	9	28	17	5	9	8	8	6	134
0006230000	FOR WHOM THE BELL TOLLS 3.50 / 6.95	3	10	11	17	24	10	14	9	22	13	12	9	14	12	167
				20	53	29	19	5	46	24	11	7	23	9	22	268
0006210000	POTRAIT OF THE ARTIST A 3.50 / 6.95	3	10	6	8	29	8	9	10	24	11	8	5	12	7	137
				3	45	16	18	9	49	25	14	6	21	9	12	227
0006270000	THE GREAT GATSBY 3.50 / 6.95	3	10	20	5	34	12	9	5	27	18	4	7	5	16	162
				6	51	17	15	6	51	24	6	22	15	10	6	229
0006240000	THE SUN ALSO RISES 3.50 / 6.95	3	10	22	8	24	16	4	6	34	4	8	11	9	12	158
				3	45	21	15	11	55	21	17	9	18	9	7	231
0006280000	ULYSSEYS 3.50 / 6.95	3	6	2	1	19	4	3	1	15	7	5	2	4	2	65
				2	26	7	13	10	29	14	7	12	10	6	4	140
TOTAL Class:		24	72	68	50	177	67	51	43	171	82	53	48	55	66	931
				45	315	138	121	70	342	171	89	80	137	82	73	1663
TOTAL Department		24	72	68	50	177	67	51	43	171	82	53	48	55	66	931
				45	315	138	121	70	342	171	89	80	137	82	73	1663
TOTAL Location:		24	72	68	50	177	67	51	43	171	82	53	48	55	66	931
				45	315	138	121	70	342	171	89	80	137	82	73	1663

1 The first row contains Sales data, the second row contains Month End Qty on Hand.

Reorder Minimums and Maximums can be included for quick reference.

Inactive Item Report

Run Date 6/09/03
Run Time 12:30 PM

INACTIVE ITEM REPORT Merchant Technologies

[SELECT OPTIONS] Sort (1-6) +A=Alpha Sort: 1 <1>=Dep/Cls/Item <2>=Vend/Ref <3>=Dep/Item <4>=Ven/Dep/Re
 ② Region Code: ALL
 Location Code: 01
 Vendor Code: ALL
 Manuf Code: ALL
Department Code: 01
 Class Code: ALL
 Category Code: ALL
 Item Code: ALL ①
Print Items not sold since: 2/01/03
 Item Detail (1/2/3)? 2 <1>=Totals Only, <2>=Item Detail, <3>=Sub-Item Detail
 Location Format (1/2/3)? 1 <1>=Separate Report by Location, <2>=Location Comparison, <3>=Consolidated
 Stocked Items (1/2/3)? 1 <1>=All Items, <2>=Stocked Items Only, <3>=Non-Stocked Items Only
 Print Deleted Items (Y/N)? N
 Active Items Only (Y/N)? N
 Page Breaks (Y/N)? N <N>=No Page Break on Dept, Vend, Manuf or Category (Depending on Sort)
 QOH Items Only (Y/N)? Y <Y>=Only prints items with On Hand Quantity > 0

The report can be printed to see only Items that have Qty on Hand, so you can focus on problem items.

Objective:

- ① Find out what Items have not sold since February 1, 2003.
- ② Sort the Inactive Items by Department and Class.
- ③ View the Inactive Items for Location 01 only.

③ Location: 01 MERCHANT TECHNOLOGIES

Item Code	Vendor Reference	Item Description	On Hand	On Order	--- To Date --- Sales Units	Sales \$	Last Sale Date
Department: 01 JUNIOR SPORTSWEAR							
Class: 1 KNIT TOPS/T-SHIRTS ②							
000500	S4520	LONG SLEEVE VNK TEE	5	0	13	221	1/03/03
000610	BRIT230	OOPS! I DID IT AGAIN T	1	0	11	231	10/07/02
000813	GP-2230	LEOPARD PRINT SLVLESS TOP	8	0	22	478	9/26/02
000924	OLL4257	FRENCH WORDS KNIT TOP	10	0	8	141	12/05/02
001075	RW-93	DEEP VEE CROP TEE	13	0	5	85	10/15/03
001376	TBTEE	TERRY BACKLESS TEE	7	0	8	161	9/02/02
001871	ED-7878	S/S TURTLE TEE	1	0	11	209	1/21/03
Class: 3 SLACKS							
000472	1100SZ	LINEN CROP PANT/SIDE ZIP	3	0	9	297	11/20/02
Class: 4 SHORTS							
000975	2666	DRAW STRING WAIST SHORT	6	0	25	525	1/02/03
001137	RK811	DRAGON HOT PANTS	2	0	7	161	8/29/02

*** End of Report ***

Stock to Sales Report

Run Date 6/10/03
Run Time 9:50 AM

STOCK TO SALES REPORT Merchant Technologies

[SELECT OPTIONS] **Sort (1-6) +A=Alpha Sort: 4** <1>=Dep/Cls/Item <2>=Vend/Ref <3>=Dep/Item <4>=Ven/De
 Region Code: ALL
 Location Code: 01
Vendor Code: 2 LEVIS
 Manuf Code: ALL
 Department Code: ALL
 Class Code: ALL
 Category Code: ALL
 Item Code: ALL
Period (mmyy): 3/03 to 6/03 3
 Item Detail (1/2/3)? 2 <1>=Totals Only, <2>=Item Detail, <3>=Sub-Item Detail
 Location Format (1/2/3)? 1 <1>=Separate Report by Location, <2>=Location Comparison, <3>=Consolidated
 Stocked Items (1/2/3)? 1 <1>=All Items, <2>=Stocked Items Only, <3>=Non-Stocked Items Only
 Print Deleted Items (Y/N)? Y <Y>=Prints % Inv. Units, % Sales Units & Variance %, <N>=% data Suppressed
 Active Items Only (Y/N)? N
 Page Breaks (Y/N)? N <N>=No Page Break on Dept, Vendor, Manuf or Category (Depending on Sort)
 Print Vendor Ref (Y/N)? Y

Objective:

- 1 Print a report containing Stock to Sales and Inventory Turn Information.
- 2 Include Items from the Vendor Levi's at Location 01 .
- 3 Include information for March through June, 2003.

Location: 01 MERCHANT TECHNOLOGIES

Item Code	Item Description	On Hand	On Ord	Inv \$	MONTHLY AVERAGE		RATIO		% of			
					Sales \$	EOM Units	Sales Units	Stock Sales	Inv Turn	EOM Units	Sales Units	Var
Vendor: LEVIS LEVI STRAUSS												
Department: 21 MEN'S PANTS												
501	LEVI'S 501 JEANS	225	59	5950	8963	223.4	256.4	.9	3.8			
501BF	LEVI'S 501 BUTTON FLY JEAN	261	15	7031	8459	254.3	242.0	1.1	3.2			
505 RF	LEVI'S 505 REG FIT JEANS	226	9	6879	8233	240.2	222.8	1.1	3.1			
512 SF	LEVI'S 512 SLIM FIT JEANS	233	0	7256	7656	267.2	207.2	1.3	2.6			
517 BC	LEVI'S 517 BOOT CUT JEANS	190	9	6213	6679	224.6	180.7	1.2	2.7			
527 BC	LEVI'S 527 LOW RISE BOOT C	122	12	4034	4444	139.9	117.1	1.2	2.8			
527 SC	LEVI'S 529 LOW RISE STR CU	155	0	5196	5151	174.1	135.7	1.3	2.6			
550 RF	LEVI'S 550 RELXD FIT JEANS	239	32	8085	10293	276.8	257.6	1.1	3.1			
560 CF	LEVI'S 560 CMFT FIT JEANS	241	16	7702	9549	260.9	239.0	1.1	3.1			
569 LS	LEVI'S 569 LOOSE STRT JEAN	71	16	2582	2926	85.8	71.4	1.2	2.8			
599 GF	LEVI'S 599 GIANT FIT JEANS	165	27	6010	7429	188.8	172.9	1.1	3.0			
OUTB	LEVI'S OUTBACK JEANS	88	0	3250	2922	97.3	69.6	1.4	2.4			
PR-AU	LEVI'S PREM AUSTIN JEANS	278	13	10625	12280	319.2	267.2	1.2	2.8			
PR-SK	LEVI'S PREM SKINNER JEANS	272	0	9893	8610	296.4	187.3	1.6	2.1			
T1 RL	LEVI'S TYPE 1 REAL LOOSE	192	0	7430	7575	226.1	172.3	1.3	2.5			
T1 STR	LEVI'S TYPE 1 STRAIGHT	182	23	6533	7945	209.6	180.7	1.2	2.9			
TOTAL Department:		3140	231	104677	119121	3485.2	2980.7	1.2	2.8	96.0%	97.3%	1.3%
TOTAL Vendor:		3140	231	104677	119121	3485.2	2980.7	1.2	2.8	20.7%	26.4%	5.7%
TOTAL Location:		3140	231	104677	119121	3485.2	2980.7	1.2	2.8			

Inventory to Sales Units Comparison is provided for Class and Department or Vendor Totals.

Monthly Average columns contain average information for each month in the reporting period.

Stock to Sales and Inv Turns are given for the months in the Reporting Period. Partial Current Months are taken into account.

Location Comparison Report - Part 1

Location Comparison Report - Report Selection Screen

```

Run Date 6/10/03                               L O C A T I O N   C O M P A R I S O N   R E P O R T                               Page 1
Run Time 11:08 AM                               Merchant Technologies                               User  JW

[SELECT OPTIONS]  Sort (1-6) +A=Alpha Sort: 1  <1>=Dep/Cls/Item <2>=Vend/Ref <3>=Dep/Item <4>=Ven/Dep/Ref <5>=Manuf <6>=Cat
Region Code:      ALL
Vendor Code:      ALL
Manuf Code:       ALL
Department Code: 66
Class Code:      01
Category Code:    ALL
Item Code:        ALL

Line 1 Comparison Data:  1  <1>=QOH <2>=QOO <3>=Sales <4>=Reserve/Layaway
U  <U>=Units, <C>=Cost$, <R>=Retail$
6/03

Line 2 Comparison Data:  2  <1>=QOH <2>=QOO <3>=Sales <4>=Reserve/Layaway, <5>=Blank
U  <U>=Units, <C>=Cost$, <R>=Retail$
6/03

Line 3 Comparison Data:  3  <1>=QOH <2>=QOO <3>=Sales <4>=Reserve/Layaway, <5>=Blank
U  <U>=Units, <C>=Cost$, <R>=Retail$
4/03 to 6/03

Item Detail (1/2/3)? 2  <1>=Totals Only, <2>=Item Detail, <3>=Sub-Item Detail
Stocked Items (1/2/3)? 1  <1>=All Items, <2>=Stocked Items Only, <3>=Non-Stocked Items Only
Print Deleted Items (Y/N)? Y
Active Items Only (Y/N)? N
Page Breaks (Y/N)? N  <N>=No Page Break on Dept, Vendor, Manuf or Category (Depending on Sort)
Print Vendor Ref (Y/N)? N  <Y>=Prints Vendor Reference Number, <N>=Prints item code
Skip Line (Y/N)? Y  <Y>=Applicable for multiple comparison lines, skips line after line 2 or 3
Whse On Hand Only (Y/N)? N  <Y>=Prints line if Whse QOH > 0, Use to fill stores from Whse (Item Detail=3)
Consolidated Items (Y/N)? N  <Y>=Prints Consolidated Items denoted by ~ preceding Item Code
    
```

Reporting can be based on Units, or Cost or Retail Dollars criteria.

Up to 3 reporting criteria can be selected from 4 data types for inclusion on the report.

Location Comparison Report - Part 2

Run Date 6/10/03
Run Time 1:21 PM

LOCATION COMPARISON REPORT Merchant Technologies

③ <1> = QOH Units 6/03 to 6/03
<2> = QOO Units 6/03 to 6/03
<3> = Sales Units 5/03 to 6/03 ②

Item Code	Item Description	①	01 MT V9.	02 LOCATI	03 LOCATI	Total
Department: 66 TOYS						
Class: 01 MODEL CARS						
000679	1969 PORSCHE 911S	1	1	2	1	4
		2	7	1	2	10
		3	11	1	1	13
000680	1972 JAGUAR XKE V12	1	2	1	2	5
		2	2	2	1	5
		3	10	1	3	14
000682	1965 FERRARI GTB	1	2	1	0	3
		2	2	2	3	7
		3	11	2	2	15
000683	1956 MERCEDES 300SL GUL	1	1	1	1	3
		2	2	2	2	6
		3	13	3	4	20
000684	1974 BMW 3.0CSI	1	4	3	3	10
		2	1	1	1	3
		3	8	1	2	11
000685	1976 PONTIAC TRANS AM	1	3	1	0	4
		2	1	2	3	6
		3	9	2	1	12
000686	1967 FORD MUSTANG 2+2	1	1	1	2	4
		2	2	2	1	5
		3	11	1	3	15
000689	1973 DE TOMASSO PANTERA	1	1	1	1	3
		2	3	2	2	7
		3	16	0	1	17
TOTAL Class:		1	15	11	10	36
		2	20	14	15	49
		3	89	11	17	117
TOTAL Department:		1	15	11	10	36
		2	20	14	15	49
		3	89	11	17	117
TOTAL Company:		1	15	11	10	36
		2	20	14	15	49
		3	89	11	17	117

Sales, Quantity On Hand and On Order are given for each Item.

Location Comparison Report - Report Output

- Objective:**
- 1 Compare Sales Units at all Locations.
 - 2 Analyze May and June, 2003 Sales.
 - 3 Also include on Quantity On Hand and On Order.

Weekly Sales Report

```

Run Date 6/10/03
Run Time 3:48 PM

WEEKLY SALES REPORT
Merchant Technologies

[SELECT OPTIONS] Sort (1-8) +A=Alpha Sort:1 <1>=Dep/Cls <2>=Vn <3>=Dep <4>=Vn/Dep <5>=Mfg <6>=Cat <7>=De
Location Code: 01
Vendor Code: ALL
Manuf Code: ALL
Department Code: 22
Class Code: ALL
Category Code: ALL
Item Code: ALL
Season Code: ALL
Ending Date: 6/09/03 Prints last 4 weeks with the period ending on this date
Item Detail (1/2/3)? 2 <1>=Totals Only, <2>=Item Detail, <3>=Sub-Item Detail
Location Format (1/2/3)? 1 <1>=Separate Report by Location, <2>=Location Comparison, <3>=Consolidate
Stocked Items (1/2/3)? 1 <1>=All Items, <2>=Stocked Items Only, <3>=Non-Stocked Items Only
Deleted Items (Y/N)? N
Page Breaks (Y/N)? N <N>=No Page Break on Dept, Vendor, Manuf or Category (Depending on Sort)
Sold Items Only (Y/N)? N <Y> = Prints only Items sold during the 4 week period
Misc Items (1/2/3)? 2 <1>=All Items, <2>=Omit Misc (Items with 0 Retail Price), <3>=Misc Only
Days Received: ALL Prints only Items <= Days Received
Last Recv Date: ALL
Print Vendor Ref (Y/N)? N <Y>=Prints Vendor Reference Number, <N>=Prints item code
    
```

- Objective:**
- 1 Analyze recent Sales Trends for Department 22 at Location 01.
 - 2 Include Margin and Sell Through information.
 - 3 Also include Quantity On Hand and On Order.

This report can also be printed to focus on items received past a certain date, or within a Receive Date range.

Sales Units are displayed for the 4 weekly periods ending with the date entered in the Ending Date field.

Location: 01 **MERCHANT TECHNOLOGIES**

Item Code	Item Description	On Ord	On Hand	Unit Price	Last Recv	Qty Recv	Unit Sales	Sell Thru	Margin	Unit Sales				
										6/03	5/27	5/20	5/13	
Department: 22 MEN'S SHIRTS														
Class: 01 SHORT SLEEVED SHIRTS														
000673	IZOD CAMP SOLID POLO	16	66	28.95	5/11/03	345	279	80.9%	49.6%	17	14	17	24	
000732	IZOD COTTON PIQUE POLO	22	53	31.95	5/11/03	258	205	79.5%	50.6%	19	21	16	18	
TOTAL Class:		38	119			603	484	80.3%	50.1%	36	35	33	42	
Class: 05 LONG SLEEVED SHIRTS														
000692	ARROW DOVER L/S DRESS SH	12	36	30.99	4/28/03	788	752	95.4%	46.2%	20	12	9	14	
000785	ARROW PINPOINT L/S DRESS	21	29	32.99	5/09/03	456	427	93.6%	47.3%	14	18	12	11	
000809	G BEANE HERRINGBONE DRES	18	32	34.99	5/16/03	217	185	85.3%	48.6%	17	10	14	15	
TOTAL Class:		51	97			1461	1364	93.3%	47.0%	51	40	35	40	
TOTAL Department:		89	216			2064	1848	89.5%	47.8%	87	75	68	82	
TOTAL Location:		89	216			2064	1848	89.5%	47.8%	87	75	68	82	

To Date (since the beginning of time) Sell Thru and Margin Data is included.

Optimization Report – Exception Criteria

The Style Exception Maintenance screen allows the user to define the criteria used by the Style Status Report. The report evaluates the Sales Performance of items based on this criteria and rates the Items as Fast or Slow sellers and suggests pricing action according to the ranking.

Add

STYLE EXCEPTION MAINTENANCE

Page: 1 of

1. Dpt: <03> [OUTERWEAR] 3. Annual Turns: 6.0 5. Usl Ord Units: 20
 2. Cls: <07> [LEATHER JACK] 4. MD Sell Wks: 6 6. Max Ord Units: 160

Based on this criteria, a Promo-Priced Item, less than 60 days old, that had a Sell Thru of at least 26% in 1 week would be considered a Fast Seller.

		-Days Old-		% Sell Thru	Num Weeks
		GT	LT		
Fast	Regular	*	60	17.0	1
	Promo	*	60	26.0	1
	Markdown	*	120	34.0	1
Slow	Regular	14	999	15.0	2
	Promo	14	999	12.0	1
No Sale	Regular	7	*	*	1
	Promo	7	*	*	1
MD Again	Markdown	14	*	33.0	2
Clearance	Regular	30	*	24.0	2
	Promo	30	*	36.0	2

Based on this criteria, a Regular Priced Item at least 14 days old that had a Sell Thru of less than 15% in 2 weeks would be considered a Slow Seller.

If an already Marked Down Item that was at least 14 days old did not achieve a Sell Thru of 33% in 2 weeks, it would be a candidate for being Marked Down Again.

Optimization Report

Objective:

- 1 Find out the Style Status for items in Dept 03, Class 07.
- 2 Sort by the Exception Criteria.
- 3 Base the rankings on the prior week's sales.

Run Date 9/17/02
Run Time 1:22 PM

STYLE STATUS REPORT

Merchant Technologies

[SELECT OPTIONS] Sort (1/2/3/4/5/6/7/8)? 4 <1>=Dep/Cls <2>=Vn <3>=Dep <4>=Vn/Dep <5>=Mfg <6>=Cat
Sort by Age: N Sorts Items by age within each Style
Retail Condition: 1 <1>=NoSrt, <2>=All, <3>=Regular, <4>=Promo, <5>=MD
Exception Criteria: 2 <1>=NoSrt <2>=All <3>=Fst <4>=Slw <5>=NoSal <6>=MDagn <7>=Clr <8>=Xfr <9>=Xsret
...
Department Code: 03
Class Code: 07
.....
Number of Weeks: 1 All sales calculations are based on sales less than the number of weeks input
Item Detail (1/2)? 2 <1>=Totals Only, <2>=Item Detail
Location Format (1/2/3)? 1 <1>=Separate Report by Location, <2>=Location Comparison, <3>=Consolidated
.....
Season Code: ALL
Data Type (1/2/3)? 1 <1>=Units, <2>=C

Location: 01 Merchant Technologies
Vendor: TAYLOR TAYLOR'S LEATHERWEAR
Department: 03 JACKETS

The Marg % column reflects the Margin during the 1 Week Prior, the Main Marg reflects the Margin from the time the item was first received.

Vendor Reference	Item Description	R C	Current Retail	Cost	Mrg %	Loc	On Hand	On Order	Exc Cod	Main Marg	Wks Rec	Sell Thru	Wks Supp	Sales
4412	PASSAIC LTHR JKT	M	330.95	189.00	42.9%	01	22	16	FST	48.9%	14	35.3%	2	12
4415	LTHR CAR COAT	R	547.95	253.00	53.8%	01	18	12	FST	53.8%	5	25.0%	3	6
4420	CLASSIC CUT LTHR JKT	R	540.95	249.75	53.8%	01	35	12	FST	53.8%	5	18.6%	4	8
4420L	CLASSIC LTHR JKT LONG	R	614.95	295.00	52.0%	01	21	24	FST	52.0%	6	22.2%	4	6
4441	NASHVILLE P.D. LEATH	M	457.95	264.00	42.4%	01	34	12	FST	48.6%	3	34.6%	2	18
4465	LEATHER HIDDEN AGEND	R	608.95	298.00	51.1%	01	31	20	FST	51.1%	8	20.5%	4	8
4469	FULL LENGTH LEATHER	R	577.95	266.95	53.8%	01	52	0	FST	53.8%	3	17.5%	5	11
4412L	PASSAIC LTHR JKT LONG	R	491.95	227.05	53.8%	01	105	0	SLW	53.8%	3	8.7%	11	10
4417	CLEVELAND STY. JACKE	P	501.95	272.46	45.7%	01	23	24	SLW	50.3%	8	17.9%	5	5
4418	CHICAGO/MIL. STYLE L	R	392.95	179.55	54.3%	01	50	0	SLW	54.3%	2	12.3%	7	7
							37	12	SLW	51.1%	11	9.8%	9	4
							5	24	SLW	51.0%	16	16.7%	5	1
							59	20	SLW	50.7%	11	16.9%	5	12
							16	16	SLW	51.0%	3	15.8%	5	3
4425	CLASSIC USAF WAIST	M	483.95	290.40	40.0%	01	33	0	MDA	45.2%	7	10.8%	8	4
4431	CYCLE STYLE LTHR WST	M	424.95	245.00	42.3%	01	10	0	MDA	44.8%	12	0.0%	99	0
4451	NYE BASEBALL LTHR	M	335.95	180.50	46.3%	01	28	0	MDA	47.7%	9	6.7%	14	2
4460	FIELD JACKET LTHR	M	305.95	164.00	46.4%	01	29	0	MDA	48.2%	10	6.5%	15	2
4476	LTHR HIP LENGTH JKT	M	447.95	258.00	42.4%	01	34	0	MDA	45.1%	6	8.1%	11	3
4476W	LTHR/WOOL HIP LNGTH J	M	488.95	282.00	42.3%	01	16	0	MDA	46.1%	8	5.9%	16	1
4421	DUSTER LTHR LNG COAT	R	638.95	295.16	53.8%	01	12	12	NSL	41.9%	6	0.0%	99	0
4437	STADIUM COAT LTHR/WOOL	R	599.95	293.65	51.1%	01	22	0	NSL	40.0%	9	0.0%	99	0
4455	LADIES ¾ LTHR COAT	P	507.95	275.50	45.8%	01	19	0	NSL	49.5%	13	0.0%	99	0
TOTAL Department:							711	246			14.7%		123	
TOTAL Vendor:							711	246			14.7%		123	
TOTAL Location:							711	246			14.7%		123	

The Exception Status of the Items is shown in the Exc Cod column. FST indicates Fast Sellers, SLW Slow sellers, MDA is Markdown Again and NSL indicates No Sales.

Optimization Report

This version of the **Style Status Report** is printed in a way that provides Sub-Totals by Exception Status.

Run Date 9/17/02
Run Time 1:22 PM

STYLE STATUS REPORT

Merchant Technologies

Location: 01 Merchant Technologie
Vendor: TAYLOR TAYLOR'S LEATHERWEAR
Department: 03 JACKETS

Vendor Reference	Item Description	R C	Current Retail	Cost	Mrg %	Loc	On Hand	On Order	Exc Cod	Main Marg	Wks Rec	Sell Thru	Wks Supp	Sales
4412	PASSAIC LTHR JKT	M	330.95	189.00	42.9%	01	22	16	FST	48.9%	14	35.3%	2	12
4415	LTHR CAR COAT	R	547.95	253.00	53.8%	01	18	12	FST	53.8%	5	25.0%	3	6
4420	CLASSIC CUT LTHR JKT	R	540.95	249.75	53.8%	01	35	12	FST	53.8%	5	18.6%	4	8
4420L	CLASSIC LTHR JKT LONG	R	614.95	295.00	52.0%	01	21	24	FST	52.0%	6	22.2%	4	6
4441	NASHVILLE P.D. LEATH	M	457.95	264.00	42.4%	01	34	12	FST	48.6%	3	34.6%	2	18
4465	LEATHER HIDDEN AGEND	R	608.95	298.00	51.1%	01	31	20	FST	51.1%	8	20.5%	4	8
4469	FULL LENGTH LEATHER	R	577.95	266.95	53.8%	01	52	0	FST	53.8%	3	17.5%	5	11
TOTAL Exception:							213	96				24.5%		69
4412L	PASSAIC LTHR JKT LONG	R	491.95	227.05	53.8%	01	105	0	SLW	53.8%	3	8.7%	11	10
4417	CLEVELAND STY. JACKE	P	501.95	272.46	45.7%	01	23	24	SLW	50.3%	8	17.9%	5	5
4418	CHICAGO/MIL. STYLE L	R	392.95	179.55	54.3%	01	50	0	SLW	54.3%	2	12.3%	7	7
4422	MEMPHIS STYLE LTHR	P	493.95	268.16	45.7%	01	37	12	SLW	51.1%	11	9.8%	9	4
4422L	MEMPHIS STYLE LTHR LNG	R	653.95	320.34	51.0%	01	5	24	SLW	51.0%	16	16.7%	5	1
4457	LEATHER JACKET, WAIS	P	398.95	215.62	46.0%	01	59	20	SLW	50.7%	11	16.9%	5	12
4473	FIFTH AVE LTHR JKT	R	624.95	306.00	51.0%	01	16	16	SLW	51.0%	3	15.8%	5	3
TOTAL Exception:							295	138				12.5%		42
4425	CLASSIC USAF WAIST	M	483.95	290.40	40.0%	01	33	0	MDA	45.2%	7	10.8%	8	4
4431	CYCLE STYLE LTHR WST	M	424.95	245.00	42.3%	01	10	0	MDA	44.8%	12	0.0%	99	0
4451	NY Y BASEBALL LTHR	M	335.95	180.50	46.3%	01	28	0	MDA	47.7%	9	6.7%	14	2
4460	FIELD JACKET LTHR	M	305.95	164.00	46.4%	01	29	0	MDA	48.2%	10	6.5%	15	2
4476	LTHR HIP LENGTH JKT	M	447.95	258.00	42.4%	01	34	0	MDA	45.1%	6	8.1%	11	3
4476W	LTHR/WOOL HIP LNGTH J	M	488.95	282.00	42.3%	01	16	0	MDA	46.1%	8	5.9%	16	1
TOTAL Exception:							150	0				7.4%		12
4421	DUSTER LTHR LNG COAT	R	638.95	295.16	53.8%	01	12	12	NSL	41.9%	6	0.0%	99	0
4437	STADIUM COAT LTHR/WOOL	R	599.95	293.65	51.1%	01	22	0	NSL	40.0%	9	0.0%	99	0
4455	LADIES ¾ LTHR COAT	P	507.95	275.50	45.8%	01	19	0	NSL	49.5%	13	0.0%	99	0
TOTAL Exception:							53	12				0.0%		0
TOTAL Department:							711	246				14.7%		123
TOTAL Vendor:							711	246				14.7%		123
TOTAL Location:							711	246				14.7%		123

Performance Summary Report

```

Run Date 6/11/03
Run Time 11:43 AM

PERFORMANCE SUMMARY REPORT
Merchant Technologies

[SELECT OPTIONS] Sort (1-8) +A=Alpha Sort: 2 <1>=Dep/Cls <2>=Vn <3>=Dep <4>=Vn/Dep <5>=Mfg <6>=Cat
Region Code: ALL
Location Code: 01
Vendor Code: LEVIS
Manuf Code: ALL
Department Code: ALL
Class Code: ALL
Category Code: ALL
Item Code: ALL
Season Code: ALL
Period (mmyy): 4/03 to 6/03
Item Detail (1/2)? 2 <1>=Totals Only, <2>=Item Detail
Location Format (1/2/3)? 1 <1>=Separate Report by Location, <2>=Location Comparison, <3>=Consolidated
Data Type (1/2/3)? 1 <1>=Units, <2>=Cost, <3>=Retail
Deleted Items (Y/N)? Y
Page Breaks (Y/N)? N <N>=No Page Break on Dept, Vendor, Manuf or Category (Depending on Sort)
Print Vendor Ref (Y/N)? Y
    
```

Objective:

- 1 Print a report to compare the Sales Performance of all the styles of Levi's Jeans.
- 2 Display Quantity on Hand, On Order and Sales in Units and as a Percentage.
- 3 Include information for April through June, 2003.

On this report the **Data and Percentage Analysis** are done by **Sales Units**. They can also be given in **Cost or Retail \$**.

Location: 01 MERCHANT TECHNOLOGIES

Item Code	Item Description	R C	Loc	Unit Analysis			Percentage Analysis			Weeks Supply	
				On Hand	On Order	Sales	On Hand	On Order	Sales		
Vendor: LEVIS LEVI STRAUSS											
501	LEVI'S 501 JEANS	Reg		225	19	427	7%	25%	9%	89%	6
501BF	LEVI'S 501 BUTTON FLY JEANS	Reg		261	15	403	8%	20%	8%	82%	8
505 RF	LEVI'S 505 REG FIT JEANS	Reg		226	9	371	7%	12%	7%	88%	7
512 SF	LEVI'S 512 SLIM FIT JEANS	Reg		233	0	345	7%	0%	7%	86%	8
517 BC	LEVI'S 517 BOOT CUT JEANS	Reg		190	9	301	6%	12%	6%	95%	8
527 BC	LEVI'S 527 LOW RISE BOOT CUT	Reg		122	0	195	4%	0%	4%	93%	8
527 SC	LEVI'S 529 LOW RISE STR CUT	Reg		155	0	226	5%	0%	5%	87%	8
550 RF	LEVI'S 550 RELXD FIT JEANS	Reg		239	12	429	8%	16%	9%	92%	7
560 CF	LEVI'S 560 CMFT FIT JEANS	Reg		241	0	398	8%	0%	8%	91%	7
569 LS	LEVI'S 569 LOOSE STRT JEANS	Reg		71	6	119	2%	8%	2%	88%	7
599 GF	LEVI'S 599 GIANT FIT JEANS	Reg		165	0	288	5%	0%	6%	93%	7
OUTB	LEVI'S OUTBACK JEANS	Reg		88	0	116	3%	0%	2%	84%	9
PR-AU	LEVI'S PREM AUSTIN JEANS	Reg		278	3	445	9%	4%	9%	90%	8
PR-SK	LEVI'S PREM SKINNER JEANS	Reg		272	0	312	9%	0%	6%	91%	11
T1 RL	LEVI'S TYPE 1 REAL LOOSE	Reg		192	0	287	6%	0%	6%	92%	8
T1 STR	LEVI'S TYPE 1 STRAIGHT	Reg		182	3	301	6%	4%	6%	90%	7
TOTAL Vendor:				3140	76	4963	100%	100%	100%	88%	8
TOTAL Location:				18927	812	26572	17%	9%	19%	77%	13

RC or Retail Condition (Regular, Promo, Markdown) is displayed for quick reference.

The numbers in the **Weeks Supply** column are based on the Qty on Hand and on Order divided by the average Sales per Week for the Date Range specified.

Gross Margin Return on Investment Report

The **Gross Margin Return on Investment Report**, or **GMROI**, relates Inventory Cost Dollars to Gross Margin Dollars, or, how many dollars are being made for every dollar in Inventory.

Objective:

- 1 Print a report to view the Gross Margin Return on Investment (GMROI) for Levi's Jeans.
- 2 View GMROI Data for April and May, 2003.
- 3 Include current Quantity on Hand and Quantity on Order.

```

Run Date 5/08/03          G M R O I   C O M P A R A T I V E   R E P O R T
Run Time 5:00 PM          Merchant Technologies

[SELECT OPTIONS]  Sort (1-6) +A=Alpha Sort: 1  <1>=Dep/Cls/Item<2>=Vend/Ref<3>=Dep/Item<4>=Ven/De
Region Code:      ALL
Location Code:    01
Vendor Code:      1 LEVIS
Manuf Code:      ALL
Department Code: 21
Class Code:      01
Category Code:   ALL
Item Code:       ALL
Sales Period 1 (mmyy): 4/03 to 4/03
Sales Period 2 (mmyy): 5/03 to 5/03
Item Detail (1/2/3)? 2  <1>=Totals On Item Detail
Location Format (1/2/3)? 1  <1>=Separate R Comparison, <3>=Consolidated
...
Print Vendor Ref (Y/N)? Y
    
```

The **GMROI** column contains the amount of Gross Margin compared to each dollar in Inventory.

Location: 01 Merchant Technologies

Item Code	Item Description	On Hand	On Ord	4/03 to 4/03			5/03 to 5/03		
				Gross Marg\$	Inv Cost	GM ROI	Gross Marg\$	Inv Cost	GM ROI
Department: 21	MEN'S PANTS								
Class: 01	JEANS								
501	LEVI'S 501 JEANS	83	149	4272	3757	1.14	3266	2958	1.10
501BF	LEVI'S 501 BUTTON FLY JEANS	128	138	4308	3935	1.09	2836	3519	.81
505 RF	LEVI'S 505 REG FIT JEANS	132	98	4648	3791	1.23	2673	3383	.79
512 SF	LEVI'S 512 SLIM FIT JEANS	133	81	4548	3969	1.15	2334	3255	.72
517 BC	LEVI'S 517 BOOT CUT JEANS	131	62	3730	3655	1.02	2214	3170	.70
527 BC	LEVI'S 527 LOW RISE BOOT CUT	79	43	2534	2252	1.13	1550	1972	.79
527 SC	LEVI'S 529 LOW RISE STR CUT	115	40	3247	2635	1.23	1487	2558	.58
550 RF	LEVI'S 550 RELXD FIT JEANS	146	97	5824	5139	1.13	3079	4170	.74
560 CF	LEVI'S 560 CMFT FIT JEANS	122	119	5048	4807	1.05	3289	3809	.86
569 LS	LEVI'S 569 LOOSE STRT JEANS	46	27	1434	1697	.85	1033	1399	.74
599 GF	LEVI'S 599 GIANT FIT JEANS	104	61	4377	3690	1.19	2087	3085	.68
OUTB	LEVI'S OUTBACK JEANS	65	23	1668	1710	.98	878	1700	.52
T1 STR	LEVI'S TYPE 1 STRAIGHT	110	73	4624	4375	1.06	2110	3375	.63
T1 RL	LEVI'S TYPE 1 REAL LOOSE	132	60	4041	4611	.88	2402	3988	.60
PR-SK	LEVI'S PREM SKINNER JEANS	160	112	4478	6105	.73	2993	4895	.61
PR-AU	LEVI'S PREM AUSTIN JEANS	177	102	7304	6699	1.09	3329	5423	.61
TOTAL Class:		1863	1285	66092	62830	1.05	37566	52662	.71
TOTAL Department:		1863	1285	66092	62830	1.05	37566	52662	.71
TOTAL Location:		1863	1285	66092	62830	1.05	37566	52662	.71

The **Inv Cost** column is the average of the Beginning and Ending Inventory.