

S I S I * AMS2 REPORTS MANUAL * RELEASE 10

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SALES ANALYSIS REPORT

DESCRIPTION: A SALES ANALYSIS COMPARISON OF BOOKINGS AND SHIPMENTS BY MONTH FOR A 2 YEAR PERIOD SHOWING VARIANCES BY DOLLARS AND PERCENTAGES. SORTS AND BREAKS ARE AVAILABLE BY SALESPERSON, STATE AND REGION AND THE STATE AND REGION SELECTS ARE ALSO AVAILABLE AND INFORMATION IS READ BOTH FROM ORDERS AND GROSS PROFIT FILE IN THE DATA BASE AND/OR BLEEDER TAPES.

SWITCHES: NO SWITCHES FOR THIS REPORT

OPTIONS:

- 404 USA NA SLSM NOT ORDER SLSM
- 525 TERMS DISC IS SUBTRACTED FROM SHIPPED AMOUNT
- 534 CONSOLIDATED INVOICES
- 848 LARGE FM61 FILE
- 1056 PRINT PHONE NUMBER ON REPORT
- 1075 USE STYLE MASTER COST, IF NO LONGER ON FILE USE FM61 COST
- 1129 SHIPPED HISTORY FROM AMSAUX
- 1184 REFORMAT REPORT
- 1268 PRINT SELECT BY GB%, DEPT, SLSM, PRIORITY
- 1285 EXCLUDE CREDIT MEMOS FROM REPORT
- 1300 REMOVE CANCELED ORDERS FROM BOOKINGS
- 1602 GET SLSM INFO FROM AMS2 OPTN-ITME OR AR OPEN-ITEMS

RUN INSTRUCTIONS:

LOG ON AS MGR.HSXX

:RUN MPC269.PUB.AMS2000

ENTER PREVIOUS YEAR IN YYYY FORMAT
ENTER RECENT YEAR IN YYYY FORMAT
DO YOU WANT SALESMAN SORT AND BREAK, Y OR N
DO YOU WANT STATE SORT AND BREAK, Y OR N
DO YOU WANT REGION SORT AND BREAK, Y OR N
ENTER 1 FOR BILL-TO REPORT
ENTER 4 FOR CORP-CUST-NO REPORT
ENTER BILL TO OR CORP-CUST ID (RETURN FOR ALL)
ENTER SLSM (RETURN FOR ALL)

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ENTER UP TO 5 STATE SELECTIONS.
ENTER STATES SIDE BY SIDE (RETURN FOR ALL)
ENTER REGION (RETURN FOR ALL)
ANSWER 'N' FOR NO BLEEDER TAPE
ANSWER 'Y' FOR BLEEDER TAPE AND DATABASE
ANSWER 'Z' FOR BLEEDER TAPE ONLY
ANSWER 'D' FOR BLEEDER FROM DISC AND DATABASE
HOW MANY BLEEDER ORDERS ON ALL TAPES TO BE USED
IF BLEEDERS NOT USED ENTER 000000
ENTER ANSWER IN NNNNNN FORM
ENTER TOTAL NUMBER OF BLEEDER RECORDS
HOW MAN BLEEDER TAPES TO BE READ? (00 IF NONE)

PROGRAM WILL START BUILDING FILES, READING AND SORTING AND MAY TAKE SOME TIME TO RUN.

AFTER END OF PROGRAM IS DISPLAYED, THE REPORT WILL BE IN THE SPOOLFILE READY TO PRINT.

REPORT