

Order Billing Reports

Tammy Mason - 2017-08-25 - in Reports

Order Billing Reports

These reports are common between the Fulfillment Module and the Manufacturing Module.

Open Order

Multi-functional report allowing follow-up for vendors and customers for open orders.

Printing this report on a scheduled basis, such as once a week allows you to review and follow-up on orders in process. Allow customer service to be pro-active in order follow-ups.

Keypoints:

- Target key milestones for order processing. I.e. Unreturned artwork/proofs, non-acknowledged orders, and overdue shipments etc...
- Separate Fulfillment (inventory/ecommerce) orders from Regular (dropship) orders.
- Ability to print line item details in matrix format.
- Print pricing for customer owned items.
- Able to save specific report formats for later use, customize report output.

Available sort options and benefits:

- Customer number/name - Print or display all open orders for all or selected customers.
- Follow-up date - Print or display all open orders for all, selected or range of follow-up dates.
- Ship date - Print or display all open orders for all, elected or range of ship dates.
- In-hand date - Print or display all open orders for all, selected or range of in-hand dates.
- Vendor number/name - Print or display all open orders for all, selected or range by vendor. Track unreturned art, non-acknowledged orders etc...
- Salesperson - Print or display all open orders for all, selected or range by salesperson.
- Item number - Print of display by item or in matrix detail format open orders.

Waterloo Fulfillment Company										
Open Orders Report- Regular And Fulfillment Orders										
Date: 06/30/05		Sorted By Slpsn #, Cust name, Order#							Page:	
Time: 09:04:58		Selected By Salesperson #							Oper: JF	
SI #	Cust #	Cust name	Program#	Ord#	Item#	Sub#	Oeser	Qty	Shp date	Tot price
M	5	233640	Flack Interior Design Assoc.	WFC-HSOF	32756	IWF-ASCP-P	CAP-	50	09/24/04	517.50
M				WFC-HSOF		IAD-EMBROD	EMBROIDERY CHARGE	50	09/24/04	45.00
	5	233640	Flack Interior Design Assoc.	WFC-STDD	32761	WFC-ASTB-P	TOTE BAG - W/GUSSET	25	12/20/04	207.50
				WFC-STDD		WAD-EMBROD	EMBROIDERY CHARGE	25	12/20/04	47.50
	5	233640	Flack Interior Design Assoc.	FID-INCPRG	32765	FID-ASNP-P	NOTE PADS - CUBE/POST	10	01113/05	0.00
	5	233640	Flack Interior Design Assoc.	FID-INCPRG	32772	FID-ASMB-P	BAG- PACKAGE QTY 12	100	01117/05	636.00

* = Ack'd by vendor + = Incomplete order H = Order on hold B = Billing hold T = Transfer hold

Waterloo Fulfillment Company										
Open Orders Report - Regular And Fulfillment Orders										
Date: 06/30/05		Sorted By Cust #, Order#, Ship date							Page:	
Time: 13:03:39		Selected By Program#- Select							Oper: JF	
Cust#	Cust name	Ord#	Shp date	Cust PO#	Item#	Sub#	Oeser	Qty	Art	ret
10103	Peterson Contruction	32799	07/15/05		CAP		CAP W/ PCH LOGO	288	N	HM
			07/15/05		ART		ART WORK CHARGE	1	N	HM
			07/15/05		IMPRINT		IMPRINT CHARGE	288	N	HM
Totals for Ord # 32799								577		
10103	Peterson Contruction	32800	07/01/05	P0#8590395	EV21180P	2XBLU	SPORT SHIRT	10	N	
			07/01/05		EV21180P	2XRRED	SPORT SHIRT	5	N	
			07/01/05		EV21180P	2XWHT	SPORT SHIRT	5	N	
Totals for Ord # 32800								20		
10103	Peterson Contruction	32801	07/01/05	827382	MWF-ASTA-0		TROPHY- AWARD	3		
N Totals for Ord # 32801										
10103	Peterson Contruction	32802	07/01/05	VERBAL	EV3117	1XBLU	JACKET, KNIT	8	N	
			07/01/05		EV3117	2XBLU	JACKET, KNIT	10	N	
			07/01/05		EV3117	3XBLU	JACKET, KNIT	5	N	
Totals for Ord # 32802								23		
Grand totals								623		

* = Ack'd by vendor + = Incomplete order H = Order on hold B = Billing hold T = Transfer hold
M = Mult slsprn order. Order & cost amts reflect entire order - not slsprn split.

Waterloo Fulfillment Company Open Orders Report- Regular And Fulfillment Orders										
Date: 06130105 Time: 13:07:01		Sorted By Vendor#, In hand date, Order# Selected By Vendor# - Range							Page: Oper: JF	
Ord #	In hand	Item# Sub#	Order	Qty	Unit cost	Tot cost	Ack	Ack date	Followup	
Vend# 40560 Bipo Inc. P: (800)654-6749 F: (319)266-7780 E: support@asioomp.com Our acct# 89492-82830FG										
32802	//	EV3117 1XBLU	JACKET, KNIT		30.000	240.00	N	//	//	
	//	EV3117 2XBLU	JACKET, KNIT	10	35.000	350.00		//	//	
	//	EV3117 3XBLU	JACKET, KNIT	5	35.000	175.00		//	//	
Totals for 40560				23		765.00				
Vend# 84610 Advertising Specialty Company P: (319)233-6401 F: (319)266-7780 E: support@asioomp.com Our acct# 9392-91634FRE										
32798	//	FID-ASDB-P	DUFFEL BAG-	144	15.600	2246.40		//	//	
	//	FID-ASJKP 2XBLK	JACKET-	72	16.000	1152.00		//	//	
	//	FID-ASJKP LGBLU	JACKET-	48	16.000	768.00		//	//	
Totals for 84610				264		4166.40				
Vend# 789987 Rawlings Manufacturing P: (319)266-7688 F: (319)266-7780 E: support@asioomp.com Our acct# 38457923										
32799	//	HM CAP	CAP W/ PCH LOGO	288	6.150	1771.20	N	//	07102105	
	//	HM ART	ARTWORK	1	50.000	50.00		//	07102105	
	//	HM IMPRINT	IMPRINT CHARGE	288	1.350	388.80		//	07102105	
Totals for 789987				577		2210.00				
Grand totals				864		7141.40				

* = Ack'd by vendor + = Incomplete order H = Order on hold B = Billing hold T = Transfer hold
M = Multi slipprint order. Order & cost amts reflect entire order - not slipprint split.

Waterloo Fulfillment Company Open Orders Report- Regular And Fulfillment Orders										
Date: 06130105 Time: 13:08:07		Sorted By Vendor#, Followup date, Order# Selected By Vendor# - Range							Page: Oper: JF	
Ord#		Item# Sub#	Order	Qty	Unit cost	Tot cost	Ack	Ack date	Followup	Shp date
Vend# 40560 Bipo Inc. P: (800)654-6749 F: (319)266-7780 E: support@asioomp.com Our acct# 89492-82830FG										
32802		EV3117 1XBLU	JACKET, KNIT		30.000	240.00	N	//	//	07101105
		EV3117 2XBLU	JACKET, KNIT	10	35.000	350.00	N	//	//	07101105
		EV3117 3XBLU	JACKET, KNIT	5	35.000	175.00	N	//	//	07101105
Totals for 40560				23		765.00				
Vend# 84610 Advertising Specialty Company P: (319)233-6401 F: (319)266-7780 E: support@asioomp.com Our acct# 9392-91634FRE										
32798		FID-ASDB-P	DUFFEL BAG-	144	15.600	2246.40		//	//	07101105
		FID-ASJKP 2XBLK	JACKET-	72	16.000	1152.00		//	//	07101105
		FID-ASJKP LGBLU	JACKET-	48	16.000	768.00	N	//	//	07101105
Totals for 84610				264		4166.40				
Vend# 789987 Rawlings Manufacturing P: (319)266-7688 F: (319)266-7780 E: support@asioomp.com Our acct# 38457923										
32799	HM	CAP	CAP W/ PCH LOGO	288	6.150	1771.20	N	//	07102105	07115105
	HM	ART	ARTWORK	1	50.000	50.00	N	//	07102105	07115105
	HM	IMPRINT	IMPRINT CHARGE	288	1.350	388.80	N	//	07102105	07115105
Totals for 789987				577		2210.00				
Grand totals				864		7141.40				

* = Ack'd by vendor + = Incomplete order H = Order on hold B = Billing hold T = Transfer hold
M = Multi slipprint order. Order & cost amts reflect entire order - not slipprint split.

Booked/Billed Order Comparison

This company report provides a three-year history of the total number of orders and invoices and the dollar amount of orders booked and billed for each month. Optionally you may print corresponding costs and gross profit percents. This comparative information allows you to analyze your booked and billed sales and profit, per month, for three years (fig 1).

Booked

The booked information is updated when an order is printed or the invoice for a Bill Only is printed. Credit memos optionally affect this report. Modifications made to open orders also affect these amounts, after the modified order appears on an Order Journal. The month affected is determined by the date orders are entered and the date printed on Bill Only invoices.

Billed

The billed information is updated when invoices are printed. Again, credit memos optionally affect this report. The machine date at the time invoices print, determines the month affected and is the same date printed on your invoices and the invoice journal.

Note: Fulfillment orders can be set to optionally affect this report, please review company information|Fulfillment section for your setting.

Keypoints:

- 3-year analysis of booked and billed with optional GP information.
- Analyze trends over the previous three years and relate them back to your specific market and company marketing plan. Check to see if differences were attributed to seasonal variations, manpower considerations or advertising and promotional efforts
- Graphical analysis is available.
- Able to save specific report formats for later use.

Date: 06/30/05		Waterloo Fulfillment Company											Page: 1	
Time: 10:36:23		Booked/Billed Orders Comparison Report											Oper: JF	
*** Booked Orders ***														
	No. of orders			2005			2004			2003				
	2005	2004	2003	Sale	Cost	GP%	Sale	Cost	GP%	Sale	Cost	GP%		
January	10	105	85	4353.10	1802.81	57	86332.14	50825.27	41	63085.27	40002.35	37		
February	0	74	92	0.00	0.00	0	56251.27	38258.22	32	72105.47	45335.88	37		
March	7	123	105	1409.09	690.00	51	108114.29	75235.11	30	81364.19	56225.45	31		
Qtr totals	17	302	282	5,762.19	2,682.81	56	250,697.70	164,318.60	34	217,454.93	141,563.68	36		
April	8	115	101	1710.69	984.98	42	93725.33	52354.22	44	85024.06	50226.58	41		
May	2	94	76	106.25	42.40	60	60678.09	35674.56	41	71025.77	48225.49	32		
June	0	96	107	0.00	0.00	0	99251.69	59651.24	40	70971.31	44685.99	37		
Qtr totals	10	306	284	1,816.94	1,027.38	43	253,885.71	147,880.04	42	227,021.14	143,138.06	37		
July	0	182	134	0.00	0.00	0	104740.23	66419.27	37	101406.09	75069.55	26		
August	0	150	91	0.00	0.00	0	82513.58	54113.07	34	64124.97	39589.77	38		
September	0	103	82	0.00	0.00	0	82367.09	47385.86	42	65884.27	42115.49	36		
Qtr totals	0	416	307	0.00	0.00	0	269,640.90	167,918.22	38	231,416.33	156,774.81	32		
October	0	81	99	0.00	0.00	0	66327.89	42026.49	37	67554.33	44598.75	34		
November	0	138	124	0.00	0.00	0	111377.49	75656.79	32	114108.82	78532.44	31		
December	0	121	102	0.00	0.00	0	91487.57	52961.44	42	133128.62	89098.89	33		
Qtr totals	0	340	325	0.00	0.00	0	269,192.95	170,846.72	37	314,792.77	212,230.08	33		
Year totals	27	1,362	1,198	7,579.13	3,610.19	52	1,043,367.26	650,763.68	38	990,664.17	653,706.63	34		
*** Billed Orders ***														
January	8	71	63	3717.10	1496.81	60	55234.55	33985.43	38	54689.25	35269.45	36		
February	0	65	83	0.00	0.00	0	49251.22	29843.40	39	61256.45	42567.25	31		
March	7	68	89	1409.09	690.00	51	50145.77	28943.42	42	66452.68	45875.24	31		
Qtr totals	15	204	235	5,126.19	2,186.81	57	154,631.54	92,772.25	40	182,398.58	123,710.94	32		
April	8	61	92	1710.69	984.98	42	43257.45	25904.34	40	65234.58	45552.47	30		
May	2	84	64	106.25	42.40	60	88597.25	53904.54	39	51238.77	30256.58	41		
June	0	104	91	0.00	0.00	0	100065.27	60503.23	40	69259.36	48677.59	29		
Qtr totals	10	249	247	1,816.94	1,027.38	43	231,919.97	140,312.11	39	184,732.71	124,486.64	33		
July	0	145	103	0.00	0.00	0	120524.44	73928.34	39	100356.87	65897.52	34		
August	0	138	89	0.00	0.00	0	118437.46	73482.63	37	64257.41	36458.24	43		
September	0	137	79	0.00	0.00	0	105255.55	71091.59	32	72358.45	44985.78	38		
Qtr totals	0	420	271	0.00	0.00	0	342,217.45	218,502.56	36	236,972.73	147,341.54	38		
October	0	124	91	0.00	0.00	0	170867.48	111313.37	35	64235.14	37582.44	41		
November	0	92	105	0.00	0.00	0	94257.24	58493.21	38	70598.44	45885.77	35		
December	0	91	72	0.00	0.00	0	93849.14	58017.32	38	70265.78	45872.44	35		
Qtr totals	0	307	268	0.00	0.00	0	368,973.96	227,823.90	37	206,099.36	129,140.65	37		
Year totals	25	1,180	1,021	6,943.13	3,214.19	54	1,087,742.82	679,410.82	38	909,203.38	624,679.77	36		

Order Costing Report

This report allows you to compare billed order costs to vendor invoices applied to that order. The billed

amounts and the vendor invoice amounts are distributed into columns for merchandise, freight and other costs and can be helpful in analyzing items drop-shipped. For Fulfillment orders stock costs based on inventory costing may be analyzed.

Keypoints:

- Cost variance analysis options.
- Create report for analyzing either Regular or Fulfillment orders.
- Able to suppress marginal variance by amount or percentage.
- Include vouched and/or stock costing information.
- Able to save specific report formats for later use.

Available sort options and benefits:

- Order #, Invoice #, Customer #, and by Sales.

Waterloo Fulfillment Company													
Fulfillment Order Costing Report													
Date:	06/30/05		Sorted By Order # - All									Page:	1
Time:	10.29.20											Oper:	JF
Ord #	Cust #	Ord date	Order type	Inv #	Inv date	Order or billed cost	Vouched cost	Un	SI #	St	Billed ds mdse	Vouched ds mdse	Ds mdse variance
32765	233640	01/12/05	SB	0	/ /	37.00 *	37.00 *	0	5	PO	0.00	0.00	0.00
32772	233640	01/14/05	SB	0	/ /	398.00	397.65	0	5	PO	0.00	397.65	397.65
Vendor cost detail													
						Vendor	Inv #			Mdse	Freight	Other	Total Vch cost
						40584 Universal	848492			397.65	0.00	0.00	397.65
32774	10100	03/23/05	SB	1251	03/23/05	24.20 *	24.20 *	0	5	IO	0.00	0.00	0.00
Billed cost detail													
		St mdse		Ds mdse		Freight		Other		Total bid cost			
		24.20		0.00		0.00		0.00		24.20			
32775	6548	03/23/05	SB	1252	03/23/05	111.40 *	111.40 *	0	96	IO	0.00	0.00	0.00
Billed cost detail													
		St mdse		Ds mdse		Freight		Other		Total bid cost			
		111.40		0.00		0.00		0.00		111.40			
32776	28500	03/28/05	SB	1253	03/28/05	373.60 *	373.60 *	0	2	IO	0.00	0.00	0.00
Billed cost detail													
		St mdse		Ds mdse		Freight		Other		Total bid cost			
		373.60		0.00		0.00		0.00		373.60			
32777	6548	03/28/05	SB	1254	03/28/05	42.30 *	42.30 *	0	96	IO	0.00	0.00	0.00
Billed cost detail													
		St mdse		Ds mdse		Freight		Other		Total bid cost			
		42.30		0.00		0.00		0.00		42.30			

* = Includes stock merchandise cost

Monthly Booked Orders Report

This report gives you a listing of orders booked including bill onlys, credit memos and orders deleted during the current month.

Each order record that prints, includes the total order amount & cost, gross profit percent and amount, salesperson # (all or only the primary on each order) and the amount of commission on the order.

You may also choose to print this report for selective or a range of time periods or for the entire month. Printing all or selective units is also an option.

Keypoints:

- This is an important management tool for analyzing performance of your company and performance tracking by salesperson.
- Compare current month reporting to previous months and capitalize on developing trends.
- Able to save specific report formats for later use.

Available sort options and benefits:

- Sort by salesperson weekly to track performance.
- Sort by customer to target larger accounts for future promotions.
- Sort by order # and analyze missing numbers which may indicate incorrect order booked dates.

Waterloo Fulfillment Company													
Monthly Booked Orders Report													
Date: 06/30/05		Sorted By Order # - All										Page: 1	
Time: 12.46.40		Regular And Fulfillment Orders										Oper: JF	
Order #	Cust #	Name	Ord date	Un	St	OC	Order amt	Order cost	GP amt	GP %	SI #	Comm amt	Mth/Yr affected
32756	233640	Flack Interior Design Assoc.	06/15/05	0	IO	1	562.50	307.50	255.00	45	5	63.76	
											6	28.13	
											7	56.25	
32761	233640	Flack Interior Design Assoc.	06/15/05	0	IO	1	255.00	108.00	147.00	58	5	44.10	
32772	233640	Flack Interior Design Assoc.	F 06/22/05	0	IO		636.00	366.00	240.00	38	5	48.00	
											6	31.80	
											7	83.80	
32791	233640	Flack Interior Design Assoc.	F 06/30/05	0	PO		192.00	132.00	60.00	31	5	12.00	
											6	9.60	
											7	19.20	
32792	10100	Central City Mercedes	06/30/05	0	IB	2	0.00	0.00	0.00	0	5	0.00	
											3	0.00	
											7	0.00	
32793	10100	Central City Mercedes	06/30/05	0	IB	2	765.62	3785.75	3719.87	50	3	3358.13	
32794	10102	Central State University	06/30/05	0	IB	2	243.00	140.00	103.00	42	6	114.00	
32795	233640	Flack Interior Design Assoc.	F 06/30/05	0	PO		127.75	90.90	36.85	29	5	7.37	
											6	6.40	
											7	12.78	
32796	10103	Peterson Construction Company	F 06/30/05	0	IO		99.95	55.00	44.95	45	5	22.48	
32797	10103	Peterson Construction Company	F 06/30/05	0	PO		59.97	33.00	26.97	45	5	13.49	
32798	233640	Flack Interior Design Assoc.	F 06/30/05	0	O		9658.80	4487.60	5161.20	53	5	1032.24	
											6	482.94	
											7	965.88	
32799	10103	Peterson Construction Company	06/30/05 H	0	O	1	2886.80	2210.00	676.80	23	5	112.83	
											7	28.87	
32800	10103	Peterson Construction Company	F 06/30/05	0	O		439.80	220.00	219.80	50	5	21.99	
32801	10103	Peterson Construction Company	F 06/30/05	0	O		55.35	29.40	25.95	47	5	9.08	
											7	5.54	
32802	10103	Peterson Construction Company	F 06/30/05	0	O		1116.85	765.00	351.85	32	5	35.19	

H = Order on hold F = Fulfillment order
 OC (order code): 1 = New 2 = Exact repeat 3 = Repeat w/change

Waterloo Fulfillment Company													
Monthly Booked Orders Report													
Date:	06/30/05	Sorted By Program# - Select										Page:	
Time:	12:48:49	Regular Orders										Oper:	JF
Order#	Cust #	Name	Ord date	Un	St	OC	Orderamt	Order cost	GPamt	GP%	51#	Comm amt	Mth/Yr affected
Program ELGIN ElginNactor Contruction													
32799	10103	Peterson Contruction Company	06/30/05	H		O	2886.80	2210.00	676.80	23		112.83	
							28.87						
Booked orders totals							0.00	0.00	0.00			0.00	
Bill onlys totals							0.00	0.00	0.00			0.00	
Credit memos totals							0.00	0.00	0.00			0.00	
Program totals							0.00	0.00	0.00			0.00	
Hold orders totals							2886.80	2210.00	676.80	23		141.70	
Incomplete orders totals							0.00	0.00	0.00			0.00	
Deleted orders total							0.00						
Back orders total							0.00						

H = Order on hold
 OC (order code): 1 = New 2 = Exact repeat 3 = Repeat w/change

Waterloo Fulfillment Company													
Monthly Booked Orders Report													
Date:	06/30/05	Sorted By Salesperson# - Select										Page:	
Time:	12:48:01	Regular Orders										Oper:	JF
Order#	Cust#	Name	Ord date	Un	St	OC	Orderamt	Order cost	GPamt	GP%	51#	Comm amt	Mth/Yr affected
51# 5 Thomas Weston													
32756 *	233640	Flack Interior Desig	06/15/05			10	582.50	307.50	255.00	45		63.76	
32761	233640	Flack Interior Desig	06/15/05			10	255.00	108.00	147.00	58		44.10	
32792 *	10100	Central City Meroede	06/30/05			IB	0.00 #	0.00	0.00			0.00	
32799 *	10103	Peterson Contruction	06/30/05H			O	2886.80	2210.00	676.80	23		112.83	
Booked orders totals							817.50	415.50	402.00	49		107.86	
Bill onlys totals							0.00	0.00	0.00			0.00	
Credit memos totals							0.00	0.00	0.00			0.00	
Salesperson totals							817.50	415.50	402.00	49		107.86	
Hold orders totals							2886.80	2210.00	676.80	23		112.83	
Incomplete orders totals							0.00	0.00	0.00			0.00	
Deleted orders total							0.00						
Back orders total							0.00						

H = Order on hold * = Multiple salesperson order # = Order amt, order cost and GP amt reflect only the salesperson's split
 OC (order code): 1 = New 2 = Exact repeat 3 = Repeat w/change

Monthly Billed Orders Report

This report gives you a listing of orders invoiced in the current month.

Each invoice record that prints, includes the total invoice amount, cost, order amount & cost, gross profit percent and amount, salesperson # (all or only the primary on each order) and the amount of commission

on the order.

You may also choose to print this report for selective or a range of time period. Printing all or selective units is also an option.

Keypoints:

- This is an important management tool for analyzing sales for your company.
- Breakdown P&L activity by customer, salesperson or fulfillment program for the current month.
- Use in conjunction with the Monthly Booked Orders for monthly evaluation of revenue projections.
- Able to save specific report formats for later use.

Available sort options and benefits:

- Sort by salesperson weekly to track performance.
- Sort by customer to target larger accounts for future promotions.
- Sort by invoice # and analyze missing numbers which may indicate incorrect invoiced dates.
- Sort by program # to analyze each fulfillment program.

Waterloo Fulfillment Company																
Monthly Billed Orders Report																
Date: 06/30/05		Sorted By Customer # - All										Page: 1				
Time: 12:41:33		Regular and Fulfillment Orders										Oper: JF				
Cust #	Name	Inv #	Inv date	Un	St	OC	Sales	GLSH	Taxes	Other	Inv amt	Inv cost	GP %	SI #	Comm	Order #
10100	Central City Me	1272	06/30/05	0	IB	2	0.00	0.00	0.00	5.00	5.00	0.00	0	5	0.00	32792
														3	0.00	
														7	0.00	
		1273	06/30/05	0	IB	2	7487.37	18.25	449.24	3.00	7957.86	3785.75	50	3	3358.13	32793
	Regular orders subtotals						7487.37	18.25	449.24	8.00	7962.86	3785.75	50		3358.13	
	Fulfillment orders subtotals						0.00	0.00	0.00	0.00	0.00	0.00	0		0.00	
	Customer totals						7487.37	18.25	449.24	8.00	7962.86	3785.75	50		3358.13	
10102	Central State U	1274	06/30/05	0	IB	2	228.00	15.00	0.00	6.00	249.00	140.00	42	6	114.00	32794
	Regular orders subtotals						228.00	15.00	0.00	6.00	249.00	140.00	42		114.00	
	Fulfillment orders subtotals						0.00	0.00	0.00	0.00	0.00	0.00	0		0.00	
	Customer totals						228.00	15.00	0.00	6.00	249.00	140.00	42		114.00	
10103	Peterson Contru	1275 F	06/30/05	0	IO		99.95	0.00	6.00	0.00	105.95	55.00	45	5	22.48	32796
	Regular orders subtotals						0.00	0.00	0.00	0.00	0.00	0.00	0		0.00	
	Fulfillment orders subtotals						99.95	0.00	6.00	0.00	105.95	55.00	45		22.48	

This is the beginning & ending of the report																

Cust #	Name	Inv #	Inv date	Un	St	OC	Sales	GLSH	Taxes	Other	Inv amt	Inv cost	GP %	SI #	Comm	Order #
	Regular orders grand totals						8532.87	33.25	602.39	29.50	9098.01	4341.25	49		3864.37	
	Fulfillment orders grand totals						735.95	0.00	44.16	0.00	780.11	462.60	39		165.56	
	Grand totals						9268.82	33.25	646.55	29.50	9878.12	4793.85	48		3829.93	

Waterloo Fulfillment Company																
Monthly Billed Orders Report																
Date:	06/30/05	Sorted By Program# - All										Page:	JF			
Time:	12:44:07	Regular and Fulfillment Orders										Oper:	JF			
Inv#	Cust#	Name	Inv date	Un	St	OC	Sales	GL/SH	Taxes	Other	Invamt	Inv cost	GP%	51#	Comm	Order#
Program No program entered																
1272	10100	Central City Me	06/30/05	0	IB	2	0.00	0.00	0.00	5.00	5.00	0.00			0.00	32792
															0.00	
															0.00	
1273			06/30/05	0	IB	2	7487.37	18.25	449.24	3.00	7957.86	3785.75	50		3358.13	32793
1274	10102	Central State U	06/30/05	0	IB	2	228.00	15.00	0.00	6.00	249.00	140.00	42		114.00	32794
Regular orders subtotals							7715.37	33.25	449.24	14.00	8211.86	3925.75	49		3472.13	
Fulfillment orders subtotals							0.00	0.00	0.00	0.00	0.00	0.00			0.00	
Program totals							7715.37	33.25	449.24	14.00	8211.86	3925.75	49		3472.13	
Program ELGIN ElginNactor Construction																
1275	10103	Peterson Contru	F 06/30/05	0		10	99.95	0.00	6.00	0.00	105.95	55.00	45		22.48	32796
Regular orders subtotals							0.00	0.00	0.00	0.00	0.00	0.00			0.00	
Fulfillment orders subtotals							99.95	0.00	6.00	0.00	105.95	55.00	45		22.48	
Program totals							99.95	0.00	6.00	0.00	105.95	55.00	45		22.48	
This is the beginning & ending of the report																
Program WFC-STDDSP Waterloo Fulfillment OS Prg																
1268			06/30/05	0	10	1	255.00	0.00	16.58	10.50	282.08	108.00	58		44.10	32761
Regular orders subtotals							255.00	0.00	16.58	10.50	282.08	108.00	58		44.10	
Fulfillment orders subtotals							0.00	0.00	0.00	0.00	0.00	0.00			0.00	
Program totals							255.00	0.00	16.58	10.50	282.08	108.00	58		44.10	
Regular orders grand totals							8532.87	33.25	502.39	29.50	9098.01	4341.25	49		3664.37	
Fulfillment orders grand totals							735.95	0.00	44.16	0.00	780.11	452.60	39		165.56	
Grand totals							9268.82	33.25	546.55	29.50	9878.12	4793.85	48		3829.93	

Waterloo Fulfillment Company																
Monthly Billed Orders Report																
Date:	06/30/05	Sorted By Salesperson # - Select										Page:	JF			
Time:	12:43:08	Regular and Fulfillment Orders										Oper:	JF			
Inv#	Cust#	Name	Inv date	Un	St	OC	Sales	GL/SH	Taxes	Other	Invamt	Inv cost	GP%	Comm amt	Order#	
51# 5 Thomas Weaton																
1268	233640	Flack Interior	06/30/05	0	10	1	255.00	0.00	16.58	10.50	282.08	108.00	58	44.10	32761	
1269	233640	Flack Interior	06/30/05	0	10	1	562.50	0.00	36.57	5.00	604.07	307.50	45	63.76	32756	
1270	233640	Flack Interior * F	06/30/05	0	10		0.00	#	0.00	0.00	0.00	0.00		0.00	32765	
1271	233640	Flack Interior * F	06/30/05	0	10		477.00	#	0.00	38.16	0.00	674.16	298.20	37	47.68	32772
1272	10100	Central City Me	06/30/05	0	IB	2	0.00	#	0.00	5.00	5.00	0.00		0.00	32792	
1275	10103	Peterson	F 06/30/05	0	10		99.95	0.00	6.00	0.00	105.95	55.00	45	22.48	32796	
Regular orders totals							817.50	0.00	53.15	20.50	891.15	415.50	49	107.86		
Fulfillment orders totals							576.95	0.00	44.16	0.00	780.11	353.20	39	70.16		
Salesperson totals							1394.45	0.00	97.31	20.50	1671.26	768.70	45	178.02		
* = Multiple salesperson order F = Fulfillment order # = Sales, GL/SH, Inv cost and GP amounts reflect only the salesperson's split																
OC (order code): 1 = New 2 = Exact repeat 3 = Repeat w/change																
This is the beginning & center sections of the report																
							Sales	GL/SH	Taxes	Other	Invamt	Inv cost	GP%	Comm amt		
Regular orders grand totals							817.50	0.00	53.15	20.50	891.15	415.50	49	107.86		
Fulfillment orders grand totals							576.95	0.00	44.16	0.00	780.11	353.20	39	70.16		
Grand totals							1394.45	0.00	97.31	20.50	1671.26	768.70	45	178.02		
This is the ending of the report																
51#	Name						Sales	GL/SH	Taxes	Other	Invamt	Inv cost	GP%	Commamt		
5	Thomas Weaton						1394.45	0.00	97.31	20.50	1671.26	768.70	45	178.02		
Totals for all salespeople							1394.45	0.00	97.31	20.50	1671.26	768.70	45	178.02		

Product, Source or Line Code Summary Reports

These reports provide additional analysis of MTD, YTD and LYR invoice activity. Report includes the cost, sale and GP% for each period.

Provide another analysis tool for breaking down P&L activity based on user-defined codes.

Keypoints:

- This is an important management tool for analyzing sales for your company.
- Breakdown P&L activity by either product code, (order) source code or (item) line codes..
- Graphical analysis is available.
- Able to save specific report formats for later use.

Available sort options and benefits:

- Select by product code to analyze costing, sales and GP % by product groups.
- Select by source code to analyze source of the order. Ie. Shows, mailings, advertising etc...
- Select by line item code of additional in-depth breakdown of costing, sales and GP% by sub-product groups.

Waterloo Fulfillment Company										
Product Code Summary Report										
Date:	06/30/05								Page:	1
Time:	13:09:25	Sorted By Product Code							Oper:	JF
Code	Description	Month to date			Year to date			Last year		
		Sales	Cost	GP%	Sales	Cost	GP%	Sales	Cost	GP%
AUTO	Automotive	0.00	0.00	0	0.00	0.00	0	4,523.50	2,145.30	53
AWRD	Awards	0.00	0.00	0	854.90	373.60	56	4,670.85	2,293.90	51
BAGS	Bags/Totes	843.50	480.60	43	1,263.02	652.98	48	12,795.00	8,395.00	34
BLLN	Balloons	0.00	0.00	0	0.00	0.00	0	21,030.00	11,451.91	46
BLTH	Blanket/Throw	0.00	0.00	0	0.00	0.00	0	2,574.00	1,352.00	47
BTTN	Buttons	0.00	0.00	0	0.00	0.00	0	1,254.00	364.00	71
CATL	Catalog Items	0.00	0.00	0	0.00	0.00	0	2,300.40	1,172.20	49
CLCK	Clocks/Watches	0.00	0.00	0	79.96	41.20	48	8,452.00	5,102.00	40
CLDR	Calendars	0.00	0.00	0	0.00	0.00	0	80,213.62	25,233.50	69
DESK	Desk Items	0.00	0.00	0	462.50	185.00	60	38,797.05	26,751.49	31
DKWR	Drinkware	0.00	0.00	0	186.85	75.40	60	11,702.75	6,145.25	47
ELEC	Electronics	0.00	0.00	0	0.00	0.00	0	5,042.30	3,000.50	40
FLAG	Flags/Pennants	0.00	0.00	0	0.00	0.00	0	2,192.00	993.05	55
FRIN	Freight In	0.00	0.00	0	0.00	0.00	0	17,567.85	13,822.50	21
FROT	Freight Out	0.00	0.00	0	0.00	0.00	0	20,011.10	17,129.80	14
GLSS	Glass Items	0.00	0.00	0	0.00	0.00	0	25,425.00	13,524.00	47
HSWR	Housewares	0.00	0.00	0	0.00	0.00	0	1,274.00	452.00	65
KITC	Kitchen Items	0.00	0.00	0	0.00	0.00	0	1,152.00	475.00	59
This is the beginning & ending of the report										
ZRUS	Rush Charge	0.00	0.00	0	0.00	0.00	0	2,305.00	1,914.00	17
ZSCL	Second Color	0.00	0.00	0	0.00	0.00	0	9,452.00	5,127.00	46
ZSCR	Screen Charge	0.00	0.00	0	0.00	0.00	0	4,638.95	2,855.20	38
ZSET	Set Up Charge	0.00	0.00	0	0.00	0.00	0	4,997.80	3,709.30	26
ZTAP	Tape Charge	0.00	0.00	0	0.00	0.00	0	1,587.00	945.00	40
ZTCL	Third Color	0.00	0.00	0	0.00	0.00	0	5,642.00	2,364.00	58
Totals		1,553.45	868.10	44	8,513.08	4,082.29	52	895,020.12	473,572.15	47

Waterloo Fulfillment Company
Source Code Summary Report

Date: 06/30/05
 Time: 13:09:47

Sorted By Source Code

Page:
 Oper: JF

Code	Description	Month to date			Year to date			Last year		
		Sales	Cost	GP%	Sales	Cost	GP%	Sales	Cost	GP%
ADV	Advertising	0.00	0.00		0.00	0.00		137,831.74	77,495.70	44
CRT	Cust Return	0.00	0.00		0.00	0.00		157,437.62	70,367.25	55
MLG	Mailing	0.00	0.00		0.00	0.00		6,409.18	4,069.62	37
PHB	Phone Book	562.50	307.50	45	562.50	307.50	45	165,893.83	86,409.50	48
SLR	Slsmn Return	0.00	0.00		0.00	0.00		250,721.80	166,401.20	34
SLS	Slsph ColdCall	0.00	0.00		0.00	0.00		35,563.78	20,145.53	43
TEL	Telemktg	0.00	0.00		0.00	0.00		44,184.63	28,994.62	34
USW	US West	0.00	0.00		0.00	0.00		8,425.60	4,597.23	45
YLW	Yellow Pages	255.00	108.00	58	255.00	108.00	58	46,596.23	21,118.40	55
Totals		817.50	415.50	49	817.50	415.50	49	852,864.41	479,599.05	44

Waterloo Fulfillment Company
Line Item Code Summary Report

Date: 06/30/05
 Time: 13:10:19

Sorted By Line Item Code

Page:
 Oper: JF

Code	Description	Month to date			Year to date			Last year		
		Sales	Cost	GP%	Sales	Cost	GP%	Sales	Cost	GP%
AD	Ad. Speciality Item	888.50	503.10	43	6884.78	3081.39	55	79482.95	34390.90	57
AO	Add On Item	47.50	25.00	47	81.50	38.60	53	454.05	245.20	46
CD	Card Item	0.00	0.00		0.00	0.00		14836.28	6228.38	58
CH	Cut Sheet Item	0.00	0.00		0.00	0.00		165.24	94.06	43
CS	Custom Form Item	0.00	0.00		0.00	0.00		576.00	267.90	53
CT	Continuous Item	0.00	0.00		0.00	0.00		2018.88	871.15	57
EN	Envelope Item	0.00	0.00		0.00	0.00		1226.34	514.09	58
LB	Label Item	0.00	0.00		0.00	0.00		3838.00	1714.20	55
LS	Laser Item	0.00	0.00		0.00	0.00		15656.17	6629.58	58
WB	Wearable Item	517.50	285.00	45	1446.85	907.30	37	17620.50	10505.00	40
Totals		1453.50	813.10	44	8413.13	4027.29	52	135874.41	61460.46	55