

DAC
User Guide

DAC Report Samples

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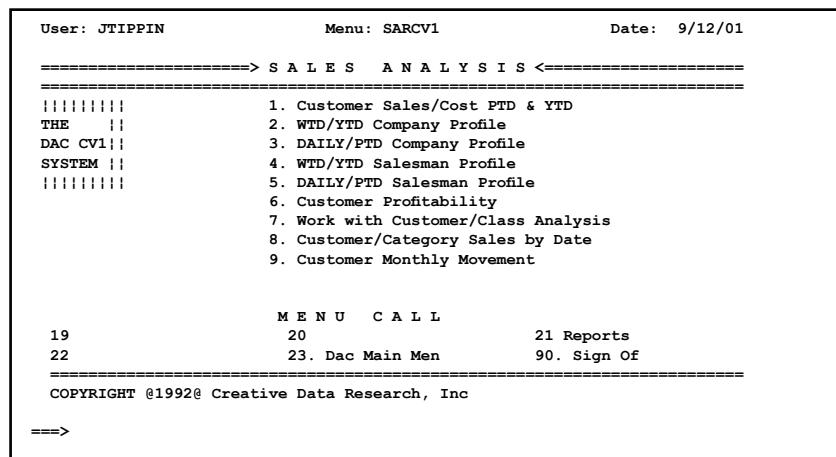
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Company Profile Reports

The Sales Analysis Reports application (option 8 of the Reports screen) is used to print the Company Profile reports.

Company Profile Report (Week-To-Date and Year-To-Date)

1. Select option 8 (Sales Analysis Reports) from the Reports screen. The Sales Analysis screen appears.



2. Select option 2 (WTD/YTD Company Profile) from the Sales Analysis screen.

Creative Data Research		Company Profile Report-W		JTIPPIN	DSXNPFR	9/12/01 10:56:13	Page	1
Cat.	Description	WEEK TO DATE		Sales	Cost	Margin	Pct.	%TS %TP
No.	Name			1873.86	1734.55	139.31	7.43	62.41 44.09
1	CIGARETTES			119.90	107.62	12.28	10.24	3.99 3.89
2	TOBACCO/SNUFF/CIGARS			117.98	100.26	17.72	15.02	3.93 5.61
3	SNACK ITEMS			42.20	36.87	5.33	12.63	1.41 1.69
4	CANDY/GUM			848.52	707.19	141.33	16.66	28.26 44.73
Totals:		3002.46	2686.49	315.97	10.52			
Cat.	Description	YEAR TO DATE		Sales	Cost	Margin	Pct.	%TS %TP
No.	Name			14618116.40	14046704.98	571411.42	3.91	72.42 54.81
1	CIGARETTES			2287275.02	2178012.58	109262.44	4.78	11.33 10.48
2	TOBACCO/SNUFF/CIGARS			312909.95	272022.39	40887.56	13.07	1.55 3.92
3	SNACK ITEMS			928570.29	861411.08	67159.21	7.23	4.60 6.44
4	CANDY/GUM			185935.47	158870.54	27064.93	14.56	.92 2.60
5	GENERAL MERCHANDISE			961494.62	872860.23	88634.39	9.22	4.76 8.50
6	GROCERY			342834.66	288519.85	54314.81	15.84	1.70 5.21
7	DRUGS/HBC			143237.99	123445.65	19792.34	13.82	.71 1.90
8	SPECIALTY ITEMS FOR OUTLETS			59927.19	45351.84	14575.35	24.32	.30 1.40
9	AUTO SUPPLIES			57159.05	49238.29	7920.76	13.86	.28 .76
10	OIL AND LUBE ITEMS			103462.67	101535.99	1926.68	1.86	.51 .18
11	CLOSE OUT ITEMS & TAX STAMPS			99062.11	78238.79	20823.32	21.02	.49 2.00
12	DELI ITEMS			84904.56	65043.93	19860.63	23.39	.42 1.90
13	STORE SUPPLIES			741.35	617.35	124.00	16.73	.00 .01
14	SNAPPLE			102.00	84.50	17.50	17.16	.00 .00
15	HAWAIIAN JULEP			1402.50	144.36	1258.14	89.71	.01 .12
16	TELXON & DEL. CHARGES			2628.76CR	210.00CR	2418.76CR	92.01	.01 .23
Totals:		20184507.07	19141892.35	1042614.72	5.17			
** END OF REPORT **								

Company Profile Report (Daily and Period-To-Date)

- Select option 8 (Sales Analysis Reports) from the Reports screen. The Sales Analysis screen appears.

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User: JTIPPIN          Menu: SARCV1          Date: 9/12/01
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=====> S A L E S   A N A L Y S I S <=====
=====
||||||| 1. Customer Sales/Cost PTD & YTD
THE    || 2. WTD/YTD Company Profile
DAC CV1|| 3. DAILY/PTD Company Profile
SYSTEM || 4. WTD/YTD Salesman Profile
||||||| 5. DAILY/PTD Salesman Profile
       6. Customer Profitability
       7. Work with Customer/Class Analysis
       8. Customer/Category Sales by Date
       9. Customer Monthly Movement

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- Select option 3 (Daily/PTD Company Profile) from the Sales Analysis screen.

Refer to the DAC Closing Procedures document for information about printing the Daily Company Profile Report during end of day processing.

Creative Data Research		Company Profile Report-D		JTIPPIN	DSPIPFR	9/12/01 10:49:29	Page	1
Cat.	Description	— TODAY —		Sales	Cost	Margin	Pct.	%TS %TP
No.	Name	1873.86	1734.55	139.31	7.43	62.41	44.09	
1	CIGARETTES	119.90	107.62	12.28	10.24	3.99	3.89	
2	TOBACCO/SNUFF/CIGARS	117.98	100.26	17.72	15.02	3.93	5.61	
3	SNACK ITEMS	42.20	36.87	5.33	12.63	1.41	1.69	
4	CANDY/GUM	848.52	707.19	141.33	16.66	28.26	44.73	
Totals:		3002.46	2686.49	315.97	10.52			
Cat.	Description	— PERIOD TO DATE —		Sales	Cost	Margin	Pct.	%TS %TP
No.	Name	6178.38	5378.05	800.33	12.95	41.65	36.54	
1	CIGARETTES	320.30	293.92	26.38	8.24	2.16	1.20	
2	TOBACCO/SNUFF/CIGARS	491.46	419.04	72.42	14.74	3.31	3.31	
3	SNACK ITEMS	2249.84	2083.17	166.67	7.41	15.17	7.61	
4	CANDY/GUM	617.85	597.30	20.55	3.33	4.17	.94	
5	GENERAL MERCHANDISE	1627.38	1397.98	229.40	14.10	10.97	10.47	
6	GROCERY	3263.93	2459.68	804.25	24.64	22.00	36.72	
7	DRUGS/HBC	19.31	14.03	5.28	27.34	.13	.24	
9	AUTO SUPPLIES	65.00	.00	65.00	100.00	.44	2.97	
Totals:		14833.45	12643.17	2190.28	14.77			
** END OF REPORT **								

Salesman Profile Reports

The Sales Analysis Reports application (option 8 of the Reports screen) is used to print the Salesman Profile reports.

Salesman Profile Report (Week-To-Date and Year-To-Date)

1. Select option 8 (Sales Analysis Reports) from the Reports screen. The Sales Analysis screen appears.

User: JTIPPIN Menu: SARCV1 Date: 9/12/01

=====> S A L E S A N A L Y S I S <=====

=====

THE 1. Customer Sales/Cost PTD & YTD
DAC CV1 2. WTD/YTD Company Profile
SYSTEM 3. DAILY/PTD Company Profile
 4. WTD/YTD Salesman Profile
 5. DAILY/PTD Salesman Profile
 6. Customer Profitability
 7. Work with Customer/Class Analysis
 8. Customer/Category Sales by Date
 9. Customer Monthly Movement

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2. Select option 4 (WTD/YTD Salesman Profile) from the Sales Analysis screen.

Creative Data Research		Salesman Profile Report-W		JTIPPIN	DSXOPFR	9/12/01 10:56:08	Page	1	
03 - RAYMOND WESTAVER									
Cat.	Description	WEEK TO DATE							
		Sales	Cost	Margin	Pct.	%TS	%TP		
1	CIGARETTES	1814.18	1677.85	136.33	7.51	61.65	43.56		
2	TOBACCO/SNUFF/CIGARS	119.90	107.62	12.28	10.24	4.07	3.92		
3	SNACK ITEMS	117.98	100.26	17.72	15.02	4.01	5.66		
4	CANDY/GUM	42.20	36.87	5.33	12.63	1.43	1.70		
6	GROCERY	848.52	707.19	141.33	16.66	28.83	45.15		
Totals:		2942.78	2629.79	312.99	10.64				
Cat.	Description	YEAR TO DATE							
		Sales	Cost	Margin	Pct.	%TS	%TP		
1	CIGARETTES	163375.35	152079.38	11295.97	6.91	64.65	53.52		
2	TOBACCO/SNUFF/CIGARS	34645.34	31910.37	2734.97	7.89	13.71	12.96		
3	SNACK ITEMS	3643.95	3139.08	504.87	13.86	1.44	2.39		
4	CANDY/GUM	21764.55	19581.90	2182.65	10.03	8.61	10.34		
5	GENERAL MERCHANDISE	2738.13	2327.44	410.69	15.00	1.08	1.95		
6	GROCERY	16258.83	14431.21	1827.62	11.24	6.43	8.66		
7	DRUGS/HBC	5758.72	4603.26	1155.46	20.06	2.28	5.47		
8	SPECIALTY ITEMS FOR OUTLETS	250.70	211.22	39.48	15.75	.10	.19		
9	AUTO SUPPLIES	757.82	555.98	201.84	26.63	.30	.96		
10	OIL AND LUBE ITEMS	594.02	483.96	110.06	18.53	.24	.52		
11	CLOSE OUT ITEMS & TAX STAMPS	14.46CR	6.000CR	8.46CR	58.51	.01	.04		
12	DELI ITEMS	1828.94	1484.70	344.24	18.82	.72	1.63		
14	STORE SUPPLIES	1081.21	801.86	279.35	25.84	.43	1.32		
15	SNAPPLE	9.75	7.65	2.10	21.54	.00	.01		
20	TELXON & DEL. CHARGES	25.00	.00	25.00	100.00	.01	.12		
Totals:		252717.85	231612.01	21105.84	8.35				
Commission WTD :	34.07	Promo Dollars WTD:	.00						
Commission YTD :	2560.03	Promo Dollars YTD:	167.60						

Salesman Profile Report (Week-To-Date and Year-To-Date continued)

Creative Data Research		Salesman Profile Report-W		JTIIPPIN	DSXOPFR	9/12/01 10:56:08 Page			2
06 - BUD CONNORS									
Cat.	Description	WEEK TO DATE							
No.	Name	Sales	Cost	Margin	Pct.	%TS	%TP		
	Totals:	.00	.00	.00	.00				
Cat.	Description	YEAR TO DATE							
No.	Name	Sales	Cost	Margin	Pct.	%TS	%TP		
1	CIGARETTES	1478174.83	1405553.27	72621.56	4.91	65.63	50.36		
2	TOBACCO/SNUFF/CIGARS	309972.53	293972.32	16000.21	5.16	13.76	11.10		
3	SNACK ITEMS	44464.53	38454.99	6009.54	13.52	1.97	4.17		
4	CANDY/GUM	134898.00	124439.64	10458.36	7.75	5.99	7.25		
5	GENERAL MERCHANDISE	25639.10	21774.83	3864.27	15.07	1.14	2.68		
6	GROCERY	165204.01	148722.30	16481.71	9.98	7.33	11.43		
7	DRUGS/HBC	54132.25	43963.59	10168.66	18.78	2.40	7.05		
8	SPECIALTY ITEMS FOR OUTLETS	293.22	258.81	34.41	11.74	.01	.02		
9	AUTO SUPPLIES	11149.61	8249.68	2899.93	26.01	.50	2.01		
10	OIL AND LUBE ITEMS	6128.09	4968.42	1159.67	18.92	.27	.80		
11	CLOSE OUT ITEMS & TAX STAMPS	534.67CR	20.40CR	514.27CR	96.18	.02	.36		
12	DELI ITEMS	9930.48	8059.68	1870.80	18.84	.44	1.30		
14	STORE SUPPLIES	12639.40	9560.74	3078.66	24.36	.56	2.14		
15	SNAPPLE	139.10	113.30	25.80	18.55	.01	.02		
20	TELXON & DEL. CHARGES	40.00	.08	39.92	99.80	.00	.03		
	Totals:	2252270.48	2108071.25	144199.23	6.40				
Commission WTD :	.00	Promo Dollars WTD:	.00						
Commission YTD :	23306.55	Promo Dollars YTD:	593.25						

Salesman Profile Report (Daily and Period-To-Date)

- Select option 8 (Sales Analysis Reports) from the Reports screen. The Sales Analysis screen appears.

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User: JTIPPIN          Menu: SARCV1          Date: 4/01/99
=====> S A L E S   A N A L Y S I S <=====
=====
|||||||      1. Customer Sales/Cost PTD & YTD
THE      2. WTD/YTD Company Profile
DAC CV1    3. DAILY/PTD Company Profile
SYSTEM    4. WTD/YTD Salesman Profile
|||||||    5. DAILY/PTD Salesman Profile
          6. Customer Profitability

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- Select option 5 (Daily/PTD Salesman Profile) from the Sales Analysis screen.

Creative Data Research-SUPPORT		Salesman Profile Report-D		JTIPPIN	DSOYPFR	8/17/99 15:59:37 Page		1
03 - RAYMOND WESTAVER								
Cat.	Description		TODAY					
No.	Name		Sales	Cost	Margin	Pct.	%TS	%TP
Totals:								
			.00	.00	.00	.00		
Cat. Description								
No.	Name		PERIOD TO DATE					
1	CIGARETTES		416.47	379.56	36.91	8.86	67.36	47.39
2	TOBACCO/SNUFF/CIGARS		68.04	62.10	5.94	8.73	11.01	7.63
3	SNACK ITEMS		13.09	11.44	1.65	12.61	2.12	2.12
4	CANDY/GUM		42.90	38.38	4.52	10.54	6.94	5.80
6	GROCERY		52.60	45.16	7.44	14.14	8.51	9.55
9	AUTO SUPPLIES		5.13	3.71	1.42	27.68	.83	1.82
20	TELXON & DEL. CHARGES		20.00	.00	20.00	100.00	3.24	25.68
			Totals:	618.23	540.35	77.88	12.60	
Commission Today: .00								
Commission PTD : 6.52								
Promo Dollars PTD: .00								

Creative Data Research-SUPPORT		Salesman Profile Report-D		JTIPPIN	DSOYPFR	8/17/99 15:59:37 Page		5
04 - LAWRENCE KELLER								
Cat.	Description		TODAY					
No.	Name		Sales	Cost	Margin	Pct.	%TS	%TP
Totals:								
			.00	.00	.00	.00		
Cat. Description								
No.	Name		PERIOD TO DATE					
1	CIGARETTES		72.15	68.06	4.09	5.67	40.65	32.90
2	TOBACCO/SNUFF/CIGARS		66.69	62.10	4.59	6.88	37.57	36.93
4	CANDY/GUM		33.63	31.20	2.43	7.23	18.95	19.55
9	AUTO SUPPLIES		5.03	3.71	1.32	26.24	2.83	10.62
			Totals:	177.50	165.07	12.43	7.00	
Commission Today: .00								
Commission PTD : 2.00								
Promo Dollars PTD: .00								
** END OF REPORT **								

Profitability Reports

The Customer Profitability application (option 6 of the Sales Analysis screen) is used to generate profitability reports for an individual customer, for a corporate customer, for a sales route, or for a sales representative. The reports list sales, costs, profit margins, profit percentages, and quantity by item category or item sales class.

Customer Profitability - Single Customer By Category

Creative Data Research-SUPPORT		Customer Profit Analysis		CDR1	GSR8 PFR	9/19/02 13:01:10	Page	1
From week 25 of year 2000 to week 52 of year 2000								
A/R Balance	1536.71	Customer	788985 S & I CONVENIENCE STORE					
Terms Code	0 WEEKLY		1200 S. BROAD ST.					
Salesman	47 GREG ADDISON							
Start Date	5/11/99							
		MOBILE	36603					
				*****				LAST YEAR *****
				Sales	Cost	Profit	Sales	Cost
Cat. 1 CIGARETTES	38,100.77	38,068.93	31.84	.08	17,809.21	17,778.96	30.25	.17
Cat. 2 TOBACCO	932.08	901.21	30.87	3.31	1,734.35	1,686.66	47.69	2.75
Cat. 3 HEALTH AND BEAUTY	1,578.38	1,272.73	305.65	19.36	513.47	419.33	94.14	18.33
Cat. 4 PET SUPPLIES	2,110.49	1,632.77	417.72	19.79	1,970.56	1,569.95	400.61	20.33
Cat. 5 STORE SUPPLIES	131.02	96.81	34.21	26.11	114.23	89.74	24.49	21.44
Cat. 6 DRY GOODS	2,695.25	2,498.78	196.47	7.29	2,534.47	2,353.08	181.39	7.16
Cat. 7 GROCERY	635.34	599.25	36.09	5.68	790.68	728.66	62.02	7.84
Cat. 8 AUTOMOTIVE	1,335.08	1,234.09	100.99	7.56	1,630.22	1,559.65	130.57	7.73
Cat. 9 GENERAL MDSE	1,367.15	1,158.10	209.05	15.29	393.82	335.22	58.60	14.88
Cat. 10 CANDY/GUM	1,934.79	1,816.54	118.25	6.11	2,058.44	1,925.72	132.72	6.45
Cat. 11 SNACKS	1,620.82	1,440.75	180.07	11.11	462.62	409.56	53.06	11.47
Cat. 12 FROZEN COOLER	156.57	141.85	14.72	9.40	1,119.09	979.46	139.63	12.48
Cat. 13 FRONDE	5,019.76	4,669.86	349.90	6.97	4,171.56	3,913.21	258.35	6.19
Cat. 14 BEVERAGE	.00	.00	.00	.00	.00	.00	.00	.00
Cat. 15 ELECTRONIC	59.51	59.51	.00	.00	61.50-	61.50-		
Cat. 99 NON STOCK ITEMS								
	57,677.01	55,651.18	2,025.83	3.51	35,301.22	33,687.70	1,613.52	4.57
	57,677.01	55,651.18	2,025.83	3.51	35,301.22	33,687.70	1,613.52	4.57
Salesman Employee Number	47							
Final totals	57,677.01	55,651.18	2,025.83	3.51	35,301.22	33,687.70	1,613.52	4.57
** END OF REPORT **								

Customer Profitability - Single Customer By Sales Class

Creative Data Research-SUPPORT		Customer Profit Analysis		CDRI	GSR8PFR	9/19/02 13:01:57	Page
From week 25 of year 2000 to week 52 of year 2000		Customer 788985 S & L CONVENIENCE STORE					1
A/R Balance	1536.71	TERMS CODE	0 WEEKLY	Salesman	GREG ADKISON	Start Date	5/11/99
MOBILE	36603	ALL	36603	*****	LAST YEAR	*****	
				Sales	Cost	Sales	Cost
Class	1	CIGARETTE HOUSE BRANDS	376.15	356.60	19.55	5.20	150.80
Class	2	CIGARETTE PREMIUM BRANDS	26,387.29	26,378.30	8.99	.03	12,006.59
Class	5	CIGARETTE DISCOUNT BRANDS	9,656.22	9,652.92	3.30	.03	5,631.72
Class	8	CIGARETTE 3RD TIER	1,681.11	1,681.11	.00	.00	0.00
Class	9	TOBACCO SCRAPP	164.67	161.46	3.21	1.95	86.09
Class	21	TOBACCO MOIST	435.71	428.40	7.31	1.68	84.42
Class	43	CIGARS	331.70	311.35	20.35	6.14	1,240.42
Class	71	SMOKING ACCESSORIES	.00	.00	.00	.00	361.82
Class	140	ANTACIDS	36.06	31.36	4.70	1.03	29.87
Class	141	BABY ACCESSORIES	24.57	19.92	4.65	1.93	16.38
Class	144	COLD & ALLERGY REMEDIES	8.64	7.32	1.32	1.28	0.00
Class	146	COUGH DROPS	96.96	85.38	11.58	11.94	18.72
Class	151	DEODORANTS	66.57	52.95	13.62	20.46	63.94
Class	155	FEMININE PRODUCTS	44.22	36.42	7.80	17.64	155.16
Class	158	FIRST AID PRODUCTS	3.72	2.94	.78	20.97	22.66
Class	172	HAIR ACCESSORIES	.00	.00	.00	.00	17.82
Class	176	LIP BALM	.00	.00	.00	.00	0.00
Class	179	HBC PREPRICED	222.26	166.64	55.02	25.02	24.81
Class	181	MOUTHWASH	10.68	10.60	.08	.75	6.00
Class	182	PAIN RELIEF CAROUSEL	325.73	222.83	102.30	31.59	12.00
Class	183	PAIN RELIEVERS	44.36	37.60	6.76	15.24	0.00
Class	184	PAIN POWDERS	694.61	598.77	95.84	13.80	95.58
Class	189	CONDOMS	.00	.00	.00	.00	82.40
Class	190	SAVVE CREAMS LOTIONS	.00	.00	.00	.00	40.73
Class	198	SHOE PRODUCTS	.00	.00	.00	.00	7.56
Class	210	DENTAL CARE	.00	.00	.00	.00	5.88
Class	211	TOOTHBRAHSES	.00	.00	.00	.00	8.64
Class	445	INSTITUTIONAL FOODS	745.95	612.91	133.04	17.83	30.37
Class	465	PAPER PLASTIC BAGS	447.89	340.83	107.06	23.90	55.51
Class	476	INSTITUTIONAL PAPER	916.65	739.03	177.62	19.38	1,072.68
Class	409	INSTITUTIONAL CLEANERS	81.48	59.43	22.15	27.06	31.96
Class	445	INSTITUTIONAL FOODS	.00	.00	.00	.00	23.39
Class	672	STORE SUPPLIES	49.54	37.38	12.16	24.55	58.88
Class	120	MARSHMALLOWS	3.09	2.82	.27	8.74	.00
Class	213	SINGLES-BBA	24.26	22.31	1.95	8.04	16.78
Class	214	SINGLES-MISC-SNACKS	234.72	219.20	15.52	6.61	240.70
Class	215	SINGLES-STAPLES	511.05	477.70	33.35	6.53	477.20
Class	216	SINGLES-VEG-FRUTTS	76.33	71.34	4.99	6.54	104.29
Class	217	SINGLES-DRINKS-JUICES	325.09	298.24	26.85	8.26	255.96
Class	218	SINGLES-SPREADS-SAUCE	116.69	108.96	7.73	6.62	124.74
Class	219	SINGLES-MEATS-SOUPS	801.96	749.03	52.93	6.60	547.00
Class	220	SINGLES-CLEANERS-	389.56	361.00	28.56	7.33	556.96
Class	221	SINGLES-DRY GOODS	81.28	75.90	5.38	6.62	55.70
Class	223	SINGLES-AUTOMOTIVE	36.88	34.16	2.72	7.38	66.36
Class	224	SINGLES-PET FOODS	42.35	39.51	2.84	6.71	35.16

Customer Profitability - Single Customer By Sales Class (continued)

	Creative Data Research-SUPPORT	Customer Profit Analysis	CDR1	GSR8PFR	9/19/02 13:01:57	Page
						2
Class	322 SPICES	.00	.00	.00	.00	.00
Class	647 LIGHT BULBS & FILES	51.99	38.61	13.38	25.14	32.20
Class	123 COOKIES-CRACKERS-NBC	.00	.00	.00	84.33	23.80
Class	129 COOKIES-SUNNY	.00	.00	.00	91.74	76.68
Class	179 HBC PREPRICED	.00	.00	.00	17.50	7.65
Class	257 PET FOOD	.00	.00	.00	16.47	11.99
Class	262 BAKING PRODUCTS	.00	.00	.00	1.03	13.07
Class	272 FRUITS & JUICE	131.09	123.67	7.42	5.66	5.89
Class	277 NOODLES MAC & SPAG	37.18	33.80	3.38	9.09	1.03
Class	282 MEATS CANNED	.00	.00	.00	115.04	.00
Class	324 SUGAR	.00	.00	.00	.00	.00
Class	402 BLEACH DIAPERS	165.42	159.05	6.37	3.85	1.03
Class	406 CLEANER CHARCOAL LITE	121.82	113.87	7.95	6.53	1.03
Class	421 CLEANING PAPER	.00	.00	.00	7.58	.00
Class	433 CLEANING PAPER	161.85	154.88	6.97	4.31	1.03
Class	639 ICE CHESTS	17.98	13.98	4.00	22.25	1.03
Class	530 MOTOR OIL 12/'S	1,129.49	1,050.17	79.32	7.02	1.03
Class	540 OIL & FLUIDS 8	174.40	160.02	14.38	8.25	1.03
Class	545 ANTIFREEZE-AUTO MISC	.00	.00	.00	35.16	.00
Class	547 AUTOMOTIVE ACCESSORIES	31.19	23.90	.00	7.29	2.18
Class	67 CIGARETTE PAPERS	777.90	684.80	93.30	23.96	9.10
Class	69 LIGHTERS & MATCHES	124.80	100.96	23.84	11.39	4.29
Class	421 CLEANING PAPER	.00	.00	.00	53.94	4.29
Class	461 TRASH BAGS CUPS PLATES	17.76	16.36	1.40	7.88	1.03
Class	513 RETAIL WRAP	198.17	180.16	18.01	9.09	1.03
Class	548 MAPS PREPRICED	43.20	22.56	20.64	47.78	1.03
Class	590 BATTERIES	107.14	83.48	23.66	22.08	1.03
Class	596 HOUSEHOLD, HOUSEWARES	.00	.00	.00	151.05	12.02
Class	668 PLAYING CARDS	28.56	22.32	6.24	21.85	12.02
Class	694 GLOVES	.00	.00	.00	3.93	12.02
Class	700 SCHOOL SUPPLIES	4.74	3.66	1.08	23.88	12.02
Class	709 TOYS, GIFTS, & NOVELTY	64.88	44.00	20.88	32.18	12.02
Class	79 CANDY PREPRICED	121.34	117.28	4.06	3.35	12.02
Class	80 CANDY 5 GUM 1,	3.53	3.30	.23	6.52	12.02
Class	83 CANDY 3,	12.06	10.35	1.11	9.20	12.02
Class	90 CANDY 5,	85.91	79.41	6.50	7.57	12.02
Class	91 CANDY 10->15	171.32	158.18	13.14	7.67	12.02
Class	92 CANDY 20->-TO-45	139.46	128.06	11.40	8.17	12.02
Class	93 CANDY STANDARD BARS	851.96	817.06	34.90	4.10	12.02
Class	95 CANDY KING SIZE BARS	12.78	12.30	.48	3.76	12.02
Class	100 SILVERPEAK CANDY	245.84	223.44	22.40	9.11	12.02
Class	108 MINT CANDY	24.65	22.40	2.25	9.13	12.02
Class	110 NOVELTY CANDY & GUM	.00	.00	.00	28.71	12.02
Class	111 GUM 2->3,	.00	.00	.00	13.58	12.02
Class	112 GUM PREPRICED	229.24	209.60	19.64	8.57	12.02
Class	115 GUM CANDY	16.81	15.56	1.25	7.44	12.02
Class	116 GUM PLEN-T & VALU PAK	19.89	19.00	.89	4.47	12.02
Class	122 SNACKS-MEAT-PICKLE	47.58	44.20	3.38	7.10	12.02
Class	123 COOKIES-CRACKERS-NBC	383.08	348.37	34.71	9.06	12.02
Class	125 NUTS CANNED & PACKAGED	127.64	118.21	9.43	7.39	12.02
Class	126 COOKIES-CAKES-COMBOS	555.02	497.28	57.74	10.40	12.02
Class	128 GALLON SNACKS	226.50	187.66	38.84	17.15	12.02
Class	129 COOKIES-SUNNY	195.72	170.14	25.58	13.07	12.02
Class	130 SNACKS PREPRICED	40.79	33.70	7.09	17.38	12.02
Class	255 KOOL AID	44.49	41.19	3.30	7.42	12.02
Class	130 SNACKS PREPRICED	.00	.00	.00	292.24	8.18
Class	340 SANDWICHES-FROZEN	32.66	27.98	4.68	14.33	8.18
Class	375 COOLER FROZEN	26.81	24.83	1.98	7.39	8.18

Customer Profitability - Single Customer By Sales Class (continued)

Creative Data Research-SUPPORT		Customer Profit Analysis		CDRL	GSR&PFR	9/19/02 13:01:57	Page	3
Class	387 COOLER FROZEN	97.10	89.04	8.06	8.30	180.95	165.85	15.10
Class	389 EGGS	.00	.00	.00	.00	90.65	78.12	12.53
Class	77 SNACKS PREPRICED	.00	.00	.00	.00	.00	.00	.00
Class	248 DRINKS PROMO	.00	.00	.00	.00	95.85	85.65	.00
Class	249 DRINKS PREMIUM	889.73	816.29	73.44	8.25	416.14	381.86	8.24
Class	250 DRINKS DISCOUNT	1,346.96	1,223.75	123.21	9.15	1,154.91	1,072.72	82.19
Class	252 GATOR AID-THIRST DRINK	1,072.29	1,020.90	51.39	4.79	873.61	831.85	41.76
Class	274 FRUITS & JUICE, PICKLES	1,441.27	1,366.31	74.96	5.20	1,522.47	1,443.31	79.16
Class	288 WATER BOTTLED	52.11	46.41	5.70	10.94	108.58	97.92	10.76
Class	289 LE BLU NASCAR WATER	217.40	196.20	21.20	9.75	.00	.00	.00
Class	720 RACKS	.00	.00	.00	.00	.00	.00	.00
Class	888 SPECIAL ORDER ITEMS	59.51	59.51	.00	.00	61.50-	61.50-	.00
		57,677.01	55,651.18	2,025.83	3.51	35,301.22	33,687.70	1,613.52
Salesman Employee Number	47	57,677.01	55,651.18	2,025.83	3.51	35,301.22	33,687.70	1,613.52
Final totals		57,677.01	55,651.18	2,025.83	3.51	35,301.22	33,687.70	1,613.52
** END OF REPORT **								

Customer Profitability - Single Sales Representative By Category

Creative Data Research-SUPPORT	Customer Profit Analysis	JTIIPPIN	GSR8PFR	4/01/99 13:04:53 Page	1
From week 1 of year 1998 to week 52 of year 1998					
A/R Balance 4306.90 Customer 111030 BUSY SHOP					
Terms Code 1 NET CASH 214 MAIN STREET					
Salesman 26 RONNIE CURRY					
Start Date 6/03/96					
COLUMBIA MS					
35601					
Sales Cost Profit Profit% Qty					
Category 1 CIGARETTES 26,468.00 25,334.71 1,133.29 4.28 1839					
Category 2 TOBACCO/SNUFF/CIGARS 2,955.72 2,759.24 196.48 6.65 284					
Category 3 SNACK ITEMS 2,690.21 2,440.63 249.58 9.28 1117					
Category 4 CANDY/GUM 3,458.68 3,259.45 199.23 5.76 429					
Category 5 GENERAL MERCHANDISE 1,294.77 1,039.32 255.45 19.73 1006					
Category 6 GROCERY 21,813.04 20,717.59 1,095.45 5.02 14269					
Category 7 DRUGS/HBC 2,340.42 2,025.51 314.91 13.46 965					
Category 9 AUTO SUPPLIES 75.60 58.55 17.05 22.55 72					
Category 10 OIL AND LUBE ITEMS 252.19 224.94 27.25 10.81 24					
Category 14 STORE SUPPLIES 765.02 687.35 77.67 10.15 74					
Category 35 RACK & MERCHANDISE .00 .00 .00 .00 4					
	62,113.65	58,547.29	3,566.36	5.74	20083

Creative Data Research-SUPPORT	Customer Profit Analysis	JTIIPPIN	GSR8PFR	4/01/99 13:04:53 Page	2
A/R Balance .00 Customer 111200 BUTTARD MART					
Terms Code 1 NET CASH 564 HWY 90					
Salesman 26 RONNIE CURRY					
Start Date 3/18/93					
TUPELO MS					
35750					
Sales Cost Profit Profit% Qty					
Category 1 CIGARETTES 17,023.80 16,227.91 795.89 4.68 1152					
Category 2 TOBACCO/SNUFF/CIGARS 2,253.89 2,105.94 147.95 6.56 151					
Category 3 SNACK ITEMS 144.91 123.45 21.46 14.81 25					
Category 4 CANDY/GUM 1,413.78 1,320.90 92.88 6.57 160					
Category 5 GENERAL MERCHANDISE 63.10 55.60 7.50 11.89 4					
Category 6 GROCERY 274.72 246.14 28.58 10.40 29					
Category 7 DRUGS/HBC 43.83 38.85 4.98 11.36 3					
Category 10 OIL AND LUBE ITEMS 17.76 13.24 4.52 25.45 2					
Category 14 STORE SUPPLIES 20.53 18.44 2.09 10.18 1					
	21,256.32	20,150.47	1,105.85	5.20	1527
** END OF REPORT **					

Purchase Order Prompting Report

The Purchase Order Prompting report displays reorder point units and days, days to reorder, total available days, quantity available, quantity on order, quantity on-hand, and lead days for each of the vendor's products.

Purchase Order Prompting Report (By Buyer)

Creative Data Research-SUPPORT			Order Prompting by Buyer			JTIPPIN	DSZEPFR	3/31/99 10:22:32			Page	1		
Item Number	WHSE	Item Description	Reorder Units & Days	Point +/-Days	To ROP	Available Days	On Ord Units	Onhand Units	Lead Days	Forcast Avg.	Service Level	Last Week Lost Sale		
Warehouse Code 1 MAIN WAREHOUSE														
Current Buyer 502 WILLIAM J. ANDERSON														
Vendor PHI100 PHILIP MORRIS INC														
100415 1	BASIC LIGHT KING BOX		53.7	5.0	+	11.7	16.7	179	180	1-	3.0	75.2	77.91	19
100418 1	BASIC F F MENT KING BOX		10.9	5.0	+	49.9	54.9	120	120		3.0	15.3	84.62	4
106360 1	MARLBORO MEN 100 BOX		.6	5.0	+	573.9	578.9	180	180		3.0	.8		
850286 1	BASIC LT KING B8G2F (1 CTN)		10.9	5.0	-	5.0	.0				3.0	15.2	88.89	
860205 1	V S LT B2G1F (15 PK CTN)		3.5	5.0	-	3.6	1.4	1		1	3.0	4.9	100.00	
860206 1	V S LT MEN B2G1F (15 PK CTN)		3.1	5.0	-	1.7	3.3	2		2	3.0	4.3	100.00	
860208 1	V S U L MEN B2G1F (15 PK CTN)		3.1	5.0	-	5.0	.0			3.0	4.3	100.00		
860293 1	BASIC U L 100 B8G2F (1 CTN)		48.1	5.0	-	3.3	1.7	16		16	3.0	67.3	100.00	
860320 1	BASIC LT 100 BOX B8G2F (1 CTN)		44.4	5.0	-	2.3	2.7	24		24	3.0	62.2	100.00	
900120 1	STALE BEST BUY		4.8	5.0	-	5.0	.0			3.0	6.7	96.23		
999901 1	STALE PHILIP MORRIS PREMIUM		32.6	5.0	-	4.8	.2	1		1	3.0	45.7	700.00	
999902 1	STALE PHILIP MORRIS DISCOUNT		25.1	5.0	-	5.0	.0			3.0	35.1	91.39		
Vendor PHI100 Minimum			0	Total Needed		4953				Service Level	99.57	32		
** END OF REPORT **														

Purchase Order Prompting Report (By Vendor)

Creative Data Research-SUPPORT			Order Prompting Report - By Vendor			JTIPPIN	DSJGPFR	3/31/99 10:21:27			Page	1
Item Number	WHSE	Item Description	Reorder Units & Days	Point +/-Days	Total To ROP	Available Days	On Order Units	Onhand Units	Lead Days			
Vendor PHI100 PHILIP MORRIS INC												
850286 1	BASIC LT KING B8G2F (1 CTN)		10.9	5.0	-	5.0	.0				3.0	
860205 1	V S LT B2G1F (15 PK CTN)		3.5	5.0	-	3.6	1.4	1.0		1.0	3.0	
860206 1	V S LT MEN B2G1F (15 PK CTN)		3.1	5.0	-	1.7	3.3	2.0		2.0	3.0	
860208 1	V S U L MEN B2G1F (15 PK CTN)		3.1	5.0	-	5.0	.0			3.0		
860293 1	BASIC U L 100 B8G2F (1 CTN)		48.1	5.0	-	3.3	1.7	16.0		16.0	3.0	
860320 1	BASIC LT 100 BOX B8G2F (1 CTN)		44.4	5.0	-	2.3	2.7	24.0		24.0	3.0	
900120 1	STALE BEST BUY		4.8	5.0	-	5.0	.0			3.0		
999901 1	STALE PHILIP MORRIS PREMIUM		32.6	5.0	-	4.8	.2	1.0		1.0	3.0	
999902 1	STALE PHILIP MORRIS DISCOUNT		25.1	5.0	-	5.0	.0			3.0		
Final totals												
** END OF REPORT **												

Buyer Guides

The Work With Vendors application is used to print a standard version and five shortened versions of the buyer guide for a particular vendor. The Purchasing Reports application is used to print a standard version and four shortened versions of the buyer guide for multiple buyers and multiple vendors.

Buyer Guide - Standard Version

V AMERICAN CANDY COMPANY										C	NORMAL	THIS ORDER	1	PAGE	1	PGM:PWORKU		
E P O BOX 830769	O	N	R ORDER CYCLE DAYS	-----	15.0	TODAYS	DATE	5/05/99										
N DRAWER 150	D	T	D	BARRY DARRIN														
D BIRMINGHAM	AL	T	E MINIMUM QTY- U/M	5 LBS	U													
O 3528-30000	A	CUST #	R BKTDISC QTY- U/M	\$	Y													
R	T		***** UNABLE TO REACH TARGET *****		E													
(800) 822-6398	()		D TARGET QTY- U/M	5 LBS	R													
VENDOR NUMBER: AME150	ASSOC. VENDOR:		A ACTUAL QTY- U/M	LBS														
— MESSAGE —	— MESSAGE —		A INCREM FACTOR DAYS	1.0	1.0	DELY LEAD TIME	14 DAYS AVG											
MILLER STABLER SMITH -						DELY DATE	/ /											
DYS+/-	CASE	TOTAL	ROP	ROP	LEAD T	SAFSTK	SS O/R	FCST O/R	FCST AVG	LAST FIVE PERIODS	ACTUAL DEMAND	(1)	(2)	(3)	(4)	(5)	BUY CODE	LOST QTY MTD/YTD
ROP	PACK	AVAIL	UNITS	DYS	DYS	DYS	DYS			(1)	(2)	(3)	(4)	(5)				
SUG	OQ	ON	ORD	ON	HND	LINE P	MULT Q	MIN Q	EOQ	DEMAND	ITEM ORDER QUANTITY	EXTENSIONS	EXT.WGT	UNT.WGT				S-CD
						UNITS	DYS	UNITS	UNITS	PTD								
200510-6	+ 64	12		53	18	STARLIGHT MINTS TUB	34	14	10	TUB	180	3.240			98/05/26	7503		
				53	27		49		20	-----	3.8	.0	1.0	5.0	6.0	5.0	1	
					30					CS:		WGT:			CUBE:	A	1	
201160-2	+ 40	16		33	15	GIANT POPS	34	14	10	BOX	160	3.200			98/05/25	200		
				33	22		49		20	-----	3.1	.0	3.0	3.0	8.0	1.0	1	
					27					CS:		WGT:			CUBE:	A	1	
202690-5	*- 11	1		1	1	AMERICAN STK HOREHOUND	34	14	10	BOX	80	2.720			98/03/24	400		
	*	9		1	2		49		20	-----	.3	.0	.0	.0	.0	.0	1	
					9					CS:		WGT:			CUBE:	A		
202720-5	+ 268	1		13	1	AMERICAN STK PEPPERMINT	34	14	10	BOX	80	2.720			97/12/17	400		
				13	2		49		20	-----	.3	.0	.0	.0	.0	.0	1	
					9					CS:		WGT:			CUBE:	A		
203400-1	+ 56	16		180	68	LONG BOY COCONUT	34	14	10	BOX	48	1.600			98/05/26	07523		
				180	98		49		20	-----	14.0	.0	5.0	12.0	19.0	25.0	1	
					82					CS:		WGT:			CUBE:	A		
204450-3	+ 82	16		5	1	BIG BO FRUIT STICK **	34	14	10	BOX	36	2.700			98/04/01	BARRY		
				5	2		49		20	-----	.3	.0	.0	.0	.0	.0	1	
					9					CS:		WGT:			CUBE:	A		
204460-0	+ 106	16		14	3	BIG BO PEPP STICK	34	14	10	BOX	36	2.700			98/05/07	135		
				14	5		49		20	-----	.7	.0	.0	.0	.0	.0	1	
					14					CS:		WGT:			CUBE:	A	13	
205687-2	+ 107	12		10	2	FUN POPS MICKEY	34	14	10	BOX	48	3.120			98/05/20	2030		
				10	3		49		20	-----	.5	.0	.0	1.0	.0	1.0	1	
					11					CS:		WGT:			CUBE:	A	1	
218964-8	*- 1	4		1	1	MICKEY TWIRL POPS 3OZ	24	14	10	BOX	36	17.580			98/05/13	2060		
	*	1		1	2		39		3	-----	.3	.0	.0	.0	.0	.0	1	
					3					CS:		WGT:			CUBE:	A	4	
238968-2	*- 34	4		1	1	PIK A STIK DISPLAY	34	14	10	DIS	240	12.900			98/02/05	42400		
	*	1		2	49				20	-----	.3	.0	.0	.0	.0	.0	1	
					4					CS:		WGT:			CUBE:	A		

Buyer Guide - Standard Version (continued)

OQ O/R	ITEM#CKDG	UPC#	ITEM DESCRIPTION					UNIT	PACK	NET COST	DEAL SRT	DEAL END	ALLOW\$	ALLOW%	LST SOLD	MFR #	RTL PAK
DYS+/-	CASE QTY		TOTAL ROP		ROP	LEAD T	SAFSTK	SS O/R	FCST O/R	FCST AVG	LAST 5 PERIODS		ACTUAL DEMAND	-	-	BUY	LOST
QTY	ROP	PACK	AVAIL	UNITS	DYS	DYS	DYS	DYS	(1)	(2)	(3)	(4)	(5)	CODE	MTD/YTD		
SUG	OQ	ON ORD	ON HND	LINE P	LP	MULT Q	MIN Q	EOQ	DEMAND	ITEM ORDER	QUANTITY	EXTENSIONS		S-CD			
				UNITS	DYS	UNITS	UNITS	UNITS	PTD	EXT.WGT	UNT.WGT						
*	293024-6			HALLOWEEN POP					BOX	48	2.800			97/10/07	8061		
*-	34	12		1	34	14	10	20	-----	.3	.0	.0	.0	.0	.0	1	
*	1			2	49			9		\$:	33.60	CS:	1	WGT:	CUBE:	A	
*	294020-7			AMERICAN GIANT STICK					BOX	12	4.680			96/12/05			
*-	34	8		1	34	14	10	20	-----	.3	.0	.0	.0	.0	.0	1	
*	1			2	49			7		\$:	37.44	CS:	1	WGT:	CUBE:	A	
	294021-6			GIANT MINT STICK CHIMNEY DISPLAY					DIS	48	18.300			97/11/25	120		
+ 222	1		11	1	34	14	10	20	-----	.3	.0	.0	.0	.0	.0	1	
			11	2	49			3		\$:		CS:		WGT:	CUBE:	A	
	294080-9			AMERICAN STOCKING 7 OZ					EA	1	1.020			97/12/22	1850		
+ 416	36	316	316	4	34	14	10	20	-----	.9	.0	.0	.0	.0	.0	1	
			316	6	49			26		\$:		CS:		WGT:	CUBE:	A	
*	294634-4			CHOCOLATE FILLED CANES					BOX	24	16.170			96/12/04	1251		
*-	34	6		1	34	14	10	20	-----	.3	.0	.0	.0	.0	.0	1	
*	1			2	49			3		\$:	97.02	CS:	1	WGT:	CUBE:	A	
TOTALS FOR VENDOR AME150: ITEMS LISTED: 15 ITEMS ORDERED: 6 \$: 314.46 CS: 14 WGT: CUBE:																	
LOST SALES \$ MTD: LOST SALES \$ YTD: 196.91																	

Buyer Guide - Shortened Version - Example 1

(Printed if the value of the Buyer Guide “B” Version field of the SYS008 default system option is 1)

Buyer Guide - Shortened Version (continued)

Creative Data Research-SUPPORT		Order Guide	JTIPPIN	BSZPPFR	5/05/99	9:41:11	Page	2											
Vendor	AM#150	DESCRIPTION	RET.	PACK_UNIT	MSRP	MANUFACTURER	BOX	CASE	WEIGHT	BASE_COST	NET_COST	ALICAT_	ON-ORD	FULL	EACH	AVLQTY	LOCAT	SELL/BUY	STATUS
(-QTY ON HAND-)																			
		294021 GIANT MINT STICK CHIMNEY DISPLAY	(2)	/	(3)	DIS .00 120	48	1		18.300	18.300		0	11.0		11.0	Q51.77	A	
AVE.	WKS CORR	\$ MTD/YTD ->				MTD Lost Qty Each/STD Sell	(6)	/		(7) YTD Lost Qty Each/STD Sell	(9)	/	(10)	(11)			TR	HI	
Lost Sales																			
		294080 AMERICAN STOCKING 7 OZ	(2)	/	(3)	EA 1.85 1850	\$ 1	36		1.026	1.026		0	316.0		316.0	Q51.71	A	
AVE.	WKS CORR	\$ MTD/YTD ->				MTD Lost Qty Each/STD Sell	(6)	/		(7) YTD Lost Qty Each/STD Sell	(8)	/	(10)	(11)			TR	HI	
Lost Sales																			
		294634 CHOCOLATE FILLED CANES	(2)	/	(3)	BOX .00 1251	24	6		16.177	16.177		0	(10)	(11)		TR	HI	
AVE.	WKS CORR	\$ MTD/YTD ->				MTD Lost Qty Each/STD Sell	(6)	/		(7) YTD Lost Qty Each/STD Sell	(9)	/							
Lost Sales																			
Vendor	AM#150	Total Items	15	Total Onhand		637.0													
** END OF REPORT **																			

Buyer Guide - Shortened Version - Example 2

(Printed if the value of the Buyer Guide “B” Version field of the SYS008 default system option is 2)

Buyer Guide - Shortened Version - Example 3

(Printed if the value of the Buyer Guide "B" Version field of the SYS008 default system option is 3)

Creative Data Research-SUPPORT		Order Guide		JTLIPPIN	BSSZPFR	5/05/99	9:42:12	Page	1							
		P.O. #	CANCELLATION DATE	P.O. DATE	SHIP DATE											
V	AMERICAN CANDY COMPANY	Vendor No.	AME150	C					Buyer 503							
E	P O BOX 830769			O					Whs. 1							
N	N DRAWER 150			N												
D	O BIRMINGHAM	AL 35283 -	769 A	T												
R	R 800 822-6398	Fax	822-6398	C												
				T Terms	25 1% 15 DAYS											
						MIN. Weight	5	MILLER STABLER SMITH - MIKE T.								
Vendor AME150	Item	Description	MFG Number	CS Pk	Days OH AVL	On Hand	Avg Order	Week 1	Week 2	Week 3	Week 4	Week 5	Last-Receive	Weekly Qty - Date	Short	YTD Qty
	Sugg Qty						Curr Week									
		200510 STARLIGHT MINTS TUB	7503	\$ 12 109 109	53.0		3.4						6.0	5.0	4 /15/99	206
		201160 GIANT POPS	200	\$ 16 77 77	33.0		3.0						3.240	171.72	00932	
9	202690 AMERICAN STK HOREHOUND		400	\$ 1	1.0		Curr Week									1118
		202720 AMERICAN STK PEPPERMINT	400	\$ 1	13.0		Curr Week									
		203400 LONG BOY COCONUT	07523	\$ 16 103 103	180.0		12.2									684
		204450 BIG BO FRUIT STICK **	BARRY	\$ 16	5.0		Curr Week									5
		204460 BIG BO PEPP STICK	135	\$ 16 483 483	14.0		.2									7
		205687 FUN POPS MICKEY	2030	\$ 12 175 175	10.0		.4									19
1	218964 MICKEY TWIRL POPS 30Z		2060	4 34 34	1.0		.2									
1	238968 PIK A STIK DISPLAY		42400	4			Curr Week									
1	293024 HALLOWEEN POP		8061	12			Curr Week									30
1	294020 AMERICAN GIANT STICK			\$ 8			Curr Week									1
		294021 GIANT MINT STICK CHIMNEY DISPLAY	120	1	11.0		Curr Week									10/24/95
		294080 AMERICAN STOCKING 7 OZ	1850	\$ 36	316.0		Curr Week									Q5177
1	294634 CHOCOLATE FILLED CANES		1251	6			Curr Week									419
																10/21/96
																Final totals
																** END OF REPORT **

Buyer Guide - Shortened Version - Example 4

(Printed if the value of the Buyer Guide "B" Version field of the SYS008 default system option is 4)

Creative Data Research-SUPPORT	Vendor No.	Order Guide	JTIPPIN	BSZPFR	P/O. #	DATE	SHIP DATE	Buyer 503
Our Customer No.			CANCELLATION DATE					Wks. 1
V AMERICAN CANDY COMPANY	C							
E P O BOX 830769	O							
N DRAWER 150	N							
D	T							
O BIRMINGHAM	AL 35283 - 769 A							
R 800 822-6398	Fax 822-6398							
Vendor AME150	ITEM	DESCRIPTION	RET. PACK UNIT	MSRP	MANUFACTURER	BOX	CASE	NET COST
AVE.	200510 SPARLIGHT MINTS TUB	TUB	.03	7503	\$ 180	12	3.240	3.240
Transfers -> (1)	WKS CURR (2)	(2)	1.0	(4)	(6)	5.0	(7)	6.0
Lost Sales \$ MTD/YTD ->	/ 0	/ 0	0	0	0	0	0	0
AVE.	201160 GIANT POPS	BOX	.05	200	\$ 160	16	3.200	3.200
Transfers -> (1)	WKS CURR (2)	(2)	3.0	(4)	8.0	1.0	(7)	2.0
Lost Sales \$ MTD/YTD ->	/ 0	/ 0	0	0	0	0	0	0
AVE.	202690 AMERICAN STK HORNEHORN	BOX	.10	400	\$ 80	1	2.720	2.720
Transfers -> (1)	WKS CURR (2)	(2)	0	0	0	0	0	0
Lost Sales \$ MTD/YTD ->	/ 0	/ 0						
AVE.	202720 AMERICAN STK PEPPERMINT	BOX	.10	400	\$ 80	1	2.720	2.720
Transfers -> (1)	WKS CURR (2)	(2)	0	0	0	0	0	0
Lost Sales \$ MTD/YTD ->	/ 0	/ 0						
AVE.	203400 LONG BOY COCONUT	BOX	.10	07523	\$ 48	16	1.600	1.600
Transfers -> (1)	WKS CURR (2)	(2)	5.0	(4)	12.0	0	24.0	11.0
Lost Sales \$ MTD/YTD ->	/ 0	/ 0	0	0	0	0	0	0
AVE.	204450 BIG BO FRUIT STICK **	BOX	.15	135 BARRY	\$ 36	16	2.700	2.700
Transfers -> (1)	WKS CURR (2)	(2)	0	0	0	0	0	0
Lost Sales \$ MTD/YTD ->	/ 0	/ 0						
AVE.	204460 BIG BO PEPP STICK	BOX	.15	135	\$ 36	16	2.700	2.700
Transfers -> (1)	WKS CURR (2)	(2)	0	0	0	0	0	0
Lost Sales \$ MTD/YTD ->	/ 0	/ 0						
AVE.	205687 FUN POPS MICKEY	BOX	.15	2030	\$ 48	12	3.120	3.120
Transfers -> (1)	WKS CURR (2)	(2)	0	0	0	0	0	0
Lost Sales \$ MTD/YTD ->	/ 0	/ 0						
AVE.	218964 MICKEY TWIRL POOPS 303	BOX	.79	2060	36	4	17.580	17.580
Transfers -> (1)	WKS CURR (2)	(2)	0	0	0	0	0	0
Lost Sales \$ MTD/YTD ->	/ 0	/ 0						

Buyer Guide - Shortened Version (continued)

Creative Data Research - SUPPORT	
Vendor	AM150
ORDER	ITEM
AVE.	238966 PK A SPIK DIS
WKS	CORR
Transfers	> (1)
Lost Sales \$	MTD/YTD ->

Creative Data Research-SUPPORT		Order Guide		JTIPPTN	BSZPFR	5/05/99	9:43:04	Page	2								
Vendor AME150	ORDER ITEM	DESCRIPTION	RET. PACK UNIT	MSRP	MANUFACTURER	BOX	CASE	WEIGHT	BASE COST	NET COST	ALLCAT_	ON-ORD_	FULL_	EACH	AVLQTY_	LOCAT_	STATUS
AVE.	238968 PIK A STIK DISPLAY		DIS .10 42400			240	4	(7)	12.900	12.900							Q5124
AVE.	WKS CURR	(2) (2)	(3) 0	(4) (5)	(5) 0	(6)	(6)	0	(7)	(8)	TI	HI	Seq. #	0			A
Transfers	> (1)	/	0 (3)	0 (4)	0 (5)	0	0	0	0	0	0	0	Ave.	Weekly Transfer	/		A
Lost Sales \$	MTD/YTD ->		MTD Lost Qty Each/STD Sell	/					YTD Lost Qty Each/STD Sell								A
AVE.	293024 HALLOWEEN POP		BOX .00 8061			48	12	(7)	2.809	2.809							Q5124
AVE.	WKS CURR	(2) (2)	(3) 0	(4) (5)	(5) 0	(6)	(6)	0	(7)	(8)	TI	HI	Seq. #	0			A
Transfers	> (1)	/	0 (3)	0 (4)	0 (5)	0	0	0	YTD Lost Qty Each/STD Sell								A
Lost Sales \$	MTD/YTD ->		MTD Lost Qty Each/STD Sell	/													A
AVE.	294020 AMERICAN GIANT STICK		BOX .75			\$ 12	8	(7)	4.680	4.680							Q5169
AVE.	WKS CURR	(2) (2)	(3) 0	(4) (5)	(5) 0	(6)	(6)	0	(7)	(8)	TI	HI	Seq. #	0			A
Transfers	> (1)	/	11.07 MTD Lost Qty Each/STD Sell	/					YTD Lost Qty Each/STD Sell								A
Lost Sales \$	MTD/YTD ->																A
AVE.	294021 GIANT MINT STICK CHIMNEY DISPLAY		DIS .00 120			48	1	(7)	18.300	18.300							Q5169
AVE.	WKS CURR	(2) (2)	(3) 0	(4) (5)	(5) 0	(6)	(6)	0	(7)	(8)	TI	HI	Seq. #	0			A
Transfers	> (1)	/	0 (3)	0 (4)	0 (5)	0	0	0	YTD Lost Qty Each/STD Sell								A
Lost Sales \$	MTD/YTD ->		MTD Lost Qty Each/STD Sell	/													A
AVE.	294080 AMERICAN STOCKING 7 OZ		EA 1.85 1850			\$ 1	36	(7)	1.026	1.026							Q5177
AVE.	WKS CURR	(2) (2)	(3) 0	(4) (5)	(5) 0	(6)	(6)	0	(7)	(8)	TI	HI	Seq. #	0			A
Transfers	> (1)	/	0 (3)	0 (4)	0 (5)	0	0	0	YTD Lost Qty Each/STD Sell								A
Lost Sales \$	MTD/YTD ->		MTD Lost Qty Each/STD Sell	/													A
AVE.	294634 CHOCOLATE FILLED CANES		BOX .00 1251			24	6	(7)	16.177	16.177							Q5177
AVE.	WKS CURR	(2) (2)	(3) 0	(4) (5)	(5) 0	(6)	(6)	0	(7)	(8)	TI	HI	Seq. #	0			A
Transfers	> (1)	/	0 (3)	0 (4)	0 (5)	0	0	0	YTD Lost Qty Each/STD Sell								A
Lost Sales \$	MTD/YTD ->		MTD Lost Qty Each/STD Sell	/													A
Vendor AME150	Total Items	15	Total Onhand	637.0													

** END OF REPORT **

** END OF REPORT **

Buyer Guide - Shortened Version Printed in Location Order

Creative Data Research-SUPPORT	Order Guide	JTIPPIN	BZ2PPFR	5/05/99	9:45:50	Page	1
V AMERICAN CANDY COMPANY	Vendor No. AME150	C	P.O. #	DATE	SHIP DATE		Buyer 503
E P O BOX 830769	O	N	CANCELLATION DATE				WHS. 1
N DRAWER 150	N		Our Customer No.				
D			Vendor Order Cycle				
O BIRMINGHAM	T		Assoc. Vendor	:	Ave. Lead Time :	14.0	
R 800 822-6398	Fax	822-6398	T	Terms	25 1& 15 DAYS		
MN.	Weight				MIN. Weight	5 MILLER STABLER SMITH - MIKE T.	
Vendor AME150	ORDER ITEM	DESCRIPTION	RET. PACK UNIT	MSRP	MANUFACTURER	BOX CASE	(-QTY ON HAND)
			.00 8061	48	12	2.809	FULL EACH
Ave.	293024 HALLOWEN POP	(2) /	(3) /	(4) /	(6) /	(7) /	AVL.QTY LOCAT STATUS
Lost Sales \$ MTD/YTD >	WKS CURR	(2) /	(3) /	(4) /	(6) /	(7) /	SELL
Ave.	294634 CHOCOLATE FILLED CANES	(2) /	(3) /	(4) /	(5) /	(6) /	
Lost Sales \$ MTD/YTD >	WKS CURR	(2) /	(3) /	(4) /	(5) /	(6) /	
Ave.	202690 AMERICAN STK HOREHOUND	(2) /	(3) /	(4) /	(5) /	(6) /	
Lost Sales \$ MTD/YTD >	WKS CURR	(2) /	(3) /	(4) /	(5) /	(6) /	
Ave.	202720 AMERICAN STK PEPPERMINT	(2) /	(3) /	(4) /	(5) /	(6) /	
Lost Sales \$ MTD/YTD >	WKS CURR	(2) /	(3) /	(4) /	(5) /	(6) /	
Ave.	205667 FUN POPS MICKEY	(2) /	(3) /	(4) /	(5) /	(6) /	
Lost Sales \$ MTD/YTD >	WKS CURR	(2) /	(3) /	(4) /	(5) /	(6) /	
Ave.	204460 BIG BO PEPP STICK	(2) /	(3) /	(4) /	(5) /	(6) /	
Lost Sales \$ MTD/YTD >	WKS CURR	(2) /	(3) /	(4) /	(5) /	(6) /	
Ave.	204450 BIG BO FRUIT STICK **	(2) /	(3) /	(4) /	(5) /	(6) /	
Lost Sales \$ MTD/YTD >	WKS CURR	(2) /	(3) /	(4) /	(5) /	(6) /	
Ave.	200510 STARLIGHT MINTS TUB	(2) /	(3) /	(4) /	(5) /	(6) /	
Lost Sales \$ MTD/YTD >	WKS CURR	(2) /	(3) /	(4) /	(5) /	(6) /	
Ave.	201160 GIANT POOPS	(2) /	(3) /	(4) /	(5) /	(6) /	
Lost Sales \$ MTD/YTD >	WKS CURR	(2) /	(3) /	(4) /	(5) /	(6) /	
Ave.	203400 LONG BOY COCONUT	(2) /	(3) /	(4) /	(5) /	(6) /	
Lost Sales \$ MTD/YTD >	WKS CURR	(2) /	(3) /	(4) /	(5) /	(6) /	
Ave.	238968 PIK A STIK DISPLAY	(2) /	(3) /	(4) /	(5) /	(6) /	
Lost Sales \$ MTD/YTD >	WKS CURR	(2) /	(3) /	(4) /	(5) /	(6) /	
Ave.	294020 AMERICAN GIANT STICK	(2) /	(3) /	(4) /	(5) /	(6) /	
Lost Sales \$ MTD/YTD >	WKS CURR	(2) /	(3) /	(4) /	(5) /	(6) /	

Buyer Guide - Shortened Version Printed in Location Order (continued)

Creative Data Research-SUPPORT		Order Guide	JTIPPIN	BSZPFR	5/05/99	9:45:50	Page	2	(-QTY ON HAND-)										
Vendor	AME150	DESCRIPTION	RET.	PACK UNIT	MSRP	MANUFACTURER	BOX	CASE	WEIGHT	BASE COST	NET COST	ALLCAT	ON-ORD	FULL	EACH	AVLQTY	LOCAT	SELL/BUY	STATUS
AVE.	294080 AMERICAN STOCKING 7 OZ	(2)	/	(3)	EA	1.85	1850	\$	1	36	1.026				0	316.0		316.0	Q5171
Lost Sales \$	MTD/YTD ->				(4)		(5)		(6)	/	(8)	/			(10)		(11)		TI HI A
	WKS CURR				MTD Lost Qty	Each/STD Sell			(7)	YTD Lost Qty	Each/STD Sell								
AVE.	294021 GIANT MINT STICK CHIMNEY DISPLAY	(2)	/	(3)	DIS	.00	120		48	1	18.300				0	11.0		11.0	Q5177
Lost Sales \$	MTD/YTD ->				(4)		(5)		(6)	/	(8)	/			(10)		(11)		TI HI A
	WKS CURR				MTD Lost Qty	Each/STD Sell			(7)	YTD Lost Qty	Each/STD Sell								
AVE.	218864 MICKEY TWIRL POFS 3OZ	(2)	/	(3)	BOX	.79	2060		36	4	17.580				0	1.0		1.0	Q5178
Lost Sales \$	MTD/YTD ->				(4)		(5)		(6)	/	(8)	/			(10)		(11)		TI HI A
	WKS CURR				MTD Lost Qty	Each/STD Sell			(7)	YTD Lost Qty	Each/STD Sell								
Vendor	AME150	Total Items	15	Total Onhand	637.0														
** END OF REPORT **																			

Order Books

The Order Books application (option 10 of the Reports screen) is used to print the following order books:

- Multi-Week Order Book - prints with bar codes for scanning and with an index.
- Two and Three Column Order Book - prints in five different formats including one with bar codes.
- Profile Order Form - prints in two formats including one with bar codes and for individual customers.
- 6 Week Tear Strip Book - prints with the prices for one or two customers and with an index.
- Bar Code Order Book (also called Custom Order Book) - prints with EAN8, UPC numbers or Plessey bar codes for a specific customer and with an index.

Multi-Week Order Books

The Multi-Week Order Book application is used to print order books in a format for use for 5 and 10 weeks. The items are printed with bar codes for scanning, and in order by book heading number (also called product heading) and book sequence number.

BSDDPVR	ENTER	Creative Data Research-SUPPORT Order Book Selection Pmt.	8/24/99 10:02:45
Selection		Criteria:	
Beginning Product Heading	0390		
Ending Product Heading .	0411		
Warehouse code	1		
Print Wholesale Price? .	Y		
Output To File?			
Message	Canned Foods		
Print Information:			
Order Book Version	1	Version 1 Has 10 Weeks. No UPC. Version 2 Has 5 Weeks And The UPC.	
F3=Exit	F4=Search	F6=Print	

Unless designated otherwise, the sample pages of the multi-week order books which follow (and the index below) were produced as a result of the values entered on the Order Book Selection Pmt screen illustrated above.

Below is the index printed for the multi-week order book.

Creative Data Research	Book Index	8/24/99	Page	1
Description	Start Page	End Page		
CANNED BEANS & PEAS	2	3		
CANNED FRUITS	4	5		
CANNED MEATS	1	2		
CANNED SOUPS	4	4		
CANNED VEGETABLES	3	4		
** END OF REPORT **				

Multi-Week Order Book

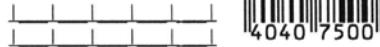
(Printed if the value of the Order Book Version field is 1 for 10-week format.)

Creative Data Research Canned Foods

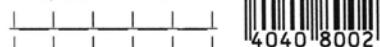
PAGE : 1
 WK1 | WK2 | WK3 | WK4 | WK5
 WK6 | WK7 | WK8 | WK9 | WK10

CANNED MEATS

ARM CHILI W/BN PP99 15 OZ
1/CAN .88



ARM DEVILED HAM 3 OZ
1/CAN .64



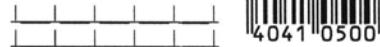
ARM JALAPENO VIENNA 5 OZ
1/CAN .74



ARM POTTED MEAT 3 OZ
1/CAN .34



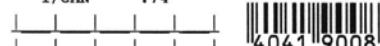
ARM POTTED MEAT 5.5 OZ
1/CAN .54



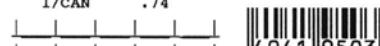
ARM PRK BRAIN W/GRVY 5 OZ
1/CAN .76



ARM VIENNA SAU BBQ 5 OZ
1/CAN .74



ARM VIENNA SAU HT&SP 5 OZ
1/CAN .74



ARM VIENNA SAU SMOKE 5 OZ
1/CAN .74



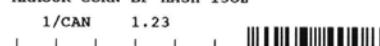
ARM VIENNA SAUSAGE 5 OZ
1/CAN .64



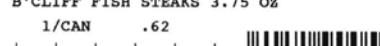
ARM VIENNA SAUSAGE 9 OZ
1/CAN 1.14



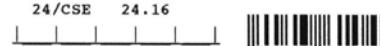
ARMOUR CORN BF HASH 15OZ
1/CAN 1.23



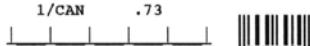
B'CLIFF FISH STEAKS 3.75 OZ
1/CAN .62



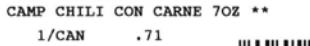
BANNER SAUSAGE 10OZ CAN
24/CSE 24.16



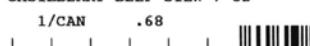
CAMP BEEF STEW 7.5 OZ**
1/CAN .73



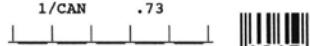
CAMP CHILI CON CARNE 7OZ **
1/CAN .71



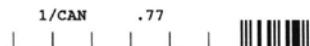
CASTLBERRY BEEF STEW 7 OZ
1/CAN .68



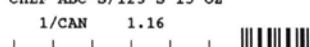
CASTLEBERRY CHILI 7.5 OZ
1/CAN .73



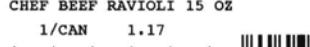
CASTLEBRY BRUNS STEW 7 OZ
1/CAN .77



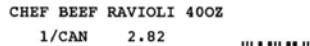
CHEF ABC'S/123'S 15 OZ
1/CAN 1.16



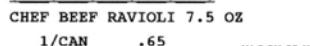
CHEF BEEF RAVIOLI 15 OZ
1/CAN 1.17



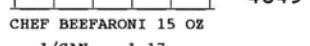
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1/CAN 2.82



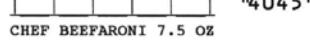
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1/CAN .65



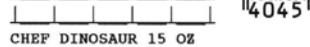
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1/CAN 1.17



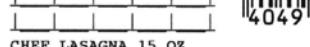
CHEF BEEFARONI 7.5 OZ
1/CAN .65



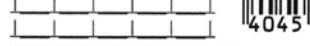
CHEF DINOSAUR 15 OZ
1/CAN .70



CHEF LASAGNA 15 OZ
1/CAN 1.17



CHEF MINI RAVIOLI 15 OZ
1/CAN 1.16



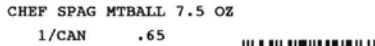
CHEF SPAG MTBALL 15 OZ
1/CAN 1.17



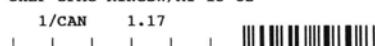
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1/CAN 2.69



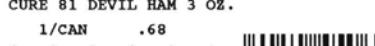
CHEF SPAG MTBALL 7.5 OZ
1/CAN .65



CHEF SPAG RINGSW/MT 15 OZ
1/CAN 1.17



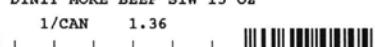
CURE 81 DEVIL HAM 3 OZ.
1/CAN .68



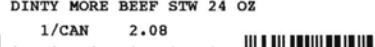
DINTY MORE BEEF STEW 7 OZ
1/CAN .78



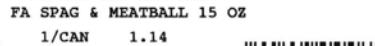
DINTY MORE BEEF STW 15 OZ
1/CAN 1.36



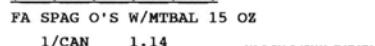
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1/CAN 2.08



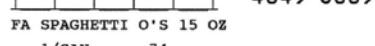
FA SPAG & MEATBALL 15 OZ
1/CAN 1.14



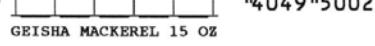
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1/CAN 1.14



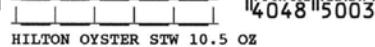
FA SPAGHETTI O'S 15 OZ
1/CAN .74



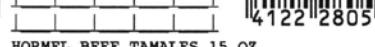
GEISHA MACKEREL 15 OZ
1/CAN .81



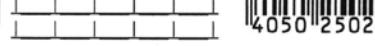
HILTON OYSTER STW 10.5 OZ
1/CAN 1.54



HORMEL BEEF TAMALES 15 OZ
1/CAN .99



HORMEL CHILI N/BEAN 15 OZ
1/CAN 1.55



HORMEL CHILI W/BEAN 15 OZ
1/CAN 1.22



Multi-Week Order Book

(Printed if the value of the Order Book Version field is 2 for 5-week format.)

Creative Data Research Canned Foods

PAGE : 1
WK1|WK2|WK3|WK4|WK5

CANNED MEATS

ARM CHILI W/BN PP99 15 OZ 1/CAN .88 01700001465	CAMP BEEF STEW 7.5 OZ** 1/CAN .73 4040 7500	CAMP CHILI CON CARNE 7OZ ** 1/CAN .71 5100003105	CASTLBERRY BEEF STEW 7 OZ 1/CAN .68 3030000807	CASTLEBERRY CHILI 7.5 OZ 1/CAN .73 3030008407	CHEF SPAG MTBALL 39 OZ 1/CAN 2.69 06414404323	CHEF SPAG MTBALL 7.5 OZ 1/CAN .65 06414486170	CHEF SPAG RINGSW/MT 15 OZ 1/CAN 1.17 06414404160	CURE 81 DEVIL HAM 3 OZ. 1/CAN .68 03760000006
ARM DEVILED HAM 3 OZ 1/CAN .64 01700000955	4040 8002	4042 8000	4042 9502	4043 4506	4046 3001	4046 1007	4045 5808	
ARM JALAPENO VIENNA 5 OZ 1/CAN .74 01700000952	4041 9305	4043 4704	4043 4001	4046 4001	4050 4506			
ARM POTTED MEAT 3 OZ 1/CAN .34 01700000946	4041 0005	3030000307	3030000307	4043 4001	DINTY MORE BEEF STEW 7 OZ 1/CAN .78 03760008899	4046 5005		
ARM POTTED MEAT 5.5 OZ 1/CAN .54 01700000950	4041 0500	06414404164	06414404164	4049 6801	DINTY MORE BEEF STW 15 OZ 1/CAN 1.36 03760024609	4047 0009		
ARM PRK BRAIN W/GRVY 5 OZ 1/CAN .76 01700000954	4041 8001	06414404315	06414404315	4046 0000	DINTY MORE BEEF STW 24 OZ 1/CAN 2.08 03760021583	4047 5004		
ARM VIENNA SAU BBQ 5 OZ 1/CAN .74 01700000936	4041 9008	06414404315	06414404315	4045 8601	FA SPAG & MEATBALL 15 OZ 1/CAN 1.14 05100012083	4049 0007		
ARM VIENNA SAU HT&SP 5 OZ 1/CAN .74 01700000937	4041 9503	06414486090	06414486090	4045 8007	FA SPAG O'S W/MTBAL 15 OZ 1/CAN 1.14 05100002526	4049 6009		
ARM VIENNA SAU SMOKE 5 OZ 1/CAN .74 01700000939	4041 9206	06414404302	06414404302	4045 5006	FA SPAGHETTI O'S 15 OZ 1/CAN .74 05100002524	4049 5002		
ARM VIENNA SAUSAGE 5 OZ 1/CAN .64 01700000925	4042 0004	06414486020	06414486020	4045 4009	GEISHA MACKEREL 15 OZ 1/CAN .81 07114030203	4048 5003		
ARM VIENNA SAUSAGE 9 OZ 1/CAN 1.14 01700000931	4042 0509	06414404395	06414404395	4049 7006	HILTON OYSTER STW 10.5 OZ 1/CAN 1.54 07154020005	4122 2805		
ARMOUR CORN BF HASH 15OZ 1/CAN 1.23 01700001926	4053 4008	06414404304	06414404304	4045 8502	HORMEL BEEF TAMALES 15 OZ 1/CAN .99 03760021629	4050 2502		
B'CLIFF FISH STEAKS 3.75 OZ 1/CAN .62 02010020211	4051 9005	06414404306	06414404306	4045 9004	HORMEL CHILI N/BEAN 15 OZ 1/CAN 1.55 03760024193	4050 0201		
BANNER SAUSAGE 100Z CAN 24/CSE 24.16	4043 6104	06414404322	06414404322	4046 2004	HORMEL CHILI W/BEAN 15 OZ 1/CAN 1.22 03760022318	4050 0003		

Two/Three Column Order Books

The Two/Three Column Order Book application is used to print order books in five different formats for a one-time use. The items can be printed in order by book heading number (also called product heading) and book sequence number, or in order by sales class numbers.

```
BSURPVR   ENTER   Creative Data Research      5/28/01 18:48:43
          Two/Three Column Order Book Selection

          Selection           Criteria:

Beginning Sales Class . . .
Ending Sales Class . . .
** OR **
Beginning Prod. Heading . . . 0390
Ending Prod. Heading . . . 0411
Print Check Digit(Y/N)? . . . N
Order Book Version . . . . 001
Print 'XXX' For Non-Sellable? N

Version Information: Versions 1-4 Are Two-Column Versions.

Version 1: For IPDS Printer (GRAPHICS,NO BARCODES)
Version 2: For NON-IPDS Printer (NO GRAPHICS, NO BARCODES)
Version 3: For IPDS Printer (INFORMATION IS RIGHT JUSTIFIED)
Version 4: For IPDS Printer (GRAPHICS, BARCODES)
Version 5: For IPDS Printer (GRAPHICS, NO BARCODES, 3 COLUMN)
F3=Exit   F4=Search   F6=Print   F8>Edit Item Spacing
```

Unless designated otherwise, the sample pages of the two/three column order books which follow were produced as a result of the values entered on the Two/Three Column Order Book Selection screen illustrated above.

Two Column Order Book

(Printed if the value of the Order Book Version field is 1.)

Creative Data Research

PAGE : 1

SOLD TO	CUST NO.	DATE:

] CANNED MEATS	409420] VAN CAMP BNE WNE BBQ 8 OZ	1
]	409575] VAN CAMP BNNE WNE BK 8 OZ	1
404075] ARM CHILI W/BN PP99 15 OZ	409410] VAN CAMP BNNE WNEE 10 OZ	1
404080] ARM DEVILED HAM 3 OZ	409400] VAN CAMP BNNE WNEE 8 OZ	1
404193] ARM JALAPENO VIENNA 5 OZ	405750] VAN CAMP CHILI W/BN 15 OZ	1
404100] ARM POTTED MEAT 3 OZ	409500] VAN CAMP CHILI WNEE 8 OZ	1
404105] ARM POTTED MEAT 5.5 OZ	405810] VIETTI CHILI NO/BN 15 OZ	1
404180] ARM PRK BRAIN W/GRVY 5 OZ	405790] VIETTI CHILI W/BN 15OZ	1
404190] ARM VIENNA SAU BBQ 5 OZ	405795] VIETTI CHILI W/BN 7 OZ	1
404195] ARM VIENNA SAU HT&SP 5 OZ	405800] VIETTI HOT DOG CHILI 10OZ	1
404192] ARM VIENNA SAU SMOKE 5 OZ	404300] VIETTI PORK BBQ 10 OZ	1
404200] ARM VIENNA SAUSAGE 5 OZ	*****] CANNED BEANS & PEAS	
404205] ARM VIENNA SAUSAGE 9 OZ	408310] BUSH BABY BUTR BN 16 OZ	1
405340] ARMOUR CORN BF HASH 15OZ	408200] BUSH BAKED BEANS 16 OZ	1
405190] B'CLIFF FISH STEAKS 3.75 OZ	408225] BUSH BAKED BNS 28 OZ	1
404361] BANNER SAUSAGE 10OZ CAN	408300] BUSH BLACKEYE PEAS 16 OZ	1
404280] CAMP BEEF STEW 7.5 OZ**	408400] BUSH CHILI HOT BEAN 15 OZ	1
404295] CAMP CHILI CON CARNE 7OZ **	408405] BUSH CHILI HOT BEAN 29 OZ	1
404345] CASTLEBERRY BEEF STEW 7 OZ	408500] BUSH CUT GR BEANS 15 OZ	1
404347] CASTLEBERRY CHILI 7.5 OZ	409302] BUSH CUT GRN BNS 29 OZ	1
404340] CASTLEBERRY BRUNS STEW 7 OZ	408600] BUSH GREAT NORTH BN 16 OZ	1
404968] CHEF ABC'S/123'S 15 OZ	408700] BUSH KIDNEY BEANS 15 OZ	1
404600] CHEF BEEF RAVIOLI 15 OZ	408800] BUSH PINTO BEANS 15 OZ	1
404586] CHEF BEEF RAVIOLI 40OZ	410205] BUSHS MIXED BEANS 16 OZ.	1
404580] CHEF BEEF RAVIOLI 7.5 OZ	409010] GREEN GIANT PEAS 15 OZ	1
404550] CHEF BEEFARONI 15 OZ	409020] LESUER PEAS 8 OZ	1
404540] CHEF BEEFARONI 7.5 OZ	409206] LUCKS BLACKEYE PEAS 15 OZ	1
404970] CHEF DINOSAUR 15 OZ	409100] LUCKS LIMA BEANS 15 OZ	1
404585] CHEF LASAGNA 15 OZ	409200] LUCKS PINTO BEANS 15 OZ	1
404590] CHEF MINI RAVIOLI 15 OZ	409208] LUCKS PINTO BEANS 26 OZ	1
404620] CHEF SPAG MTBALL 15 OZ	409290] OLD EE REFRIED BEAN 16 OZ	1
404630] CHEF SPAG MTBALL 39 OZ	409235] PARADE BEETS SLIC 15.2 OZ	1
404610] CHEF SPAG MTBALL 7.5 OZ	409300] STOKLEY CT GRN BEAN 14 OZ	1
404558] CHEF SPAG RINGSW/MT 15 OZ	409305] STOKLY FK CT GRN BN 14 OZ	1
405045] CURR 81 DEVIL HAM 3 OZ.	409670] VAN CAMP PORK&BEAN 31 OZ	1
404650] DINTY MORE BEEF STEW 7 OZ	409650] VAN CAMP PORK&BEANS 15 OZ	1
404700] DINTY MORE BEEF STW 15 OZ	409550] VAN CAMP PORK&BEANS 8 OZ	1
404750] DINTY MORE BEEF STW 24 OZ	*****] CANNED VEGETABLES	
404900] FA SPAG & MEATBALL 15 OZ	410510] B V WHOLE POTATOES 15 OZ	1
404960] FA SPAG O'S W/MTBAL 15 OZ	410172] B&B MUSHROOM STM&PIE 3 OZ	1
404950] FA SPAGHETTI O'S 15 OZ	410170] B&B MUSHROOM , SLICED 3 OZ	1
404850] GEISHA MACKEREL 15 OZ	411750] BRUCE YAMS CUT 29 OZ	1
412228] HILTON OYSTER STW 10.5 OZ	410190] BUSH KRAUT CHOPPED 10 OZ	1
405025] HORMEL BEEF TAMALES 15 OZ	410200] BUSH KRAUT SHREDDED 14.5 OZ	1
405002] HORMEL CHILI N/BEAN 15 OZ	410400] BUSH TURNIP GRN CRP 15 OZ	1
405000] HORMEL CHILI W/BEAN 15 OZ	410502] BUSH WHITE HOMINY 15 OZ	1
405040] HORMEL PIGS FEET 9 OZ	410700] D M WK GOLD CORN 15.25 OZ	1
405050] HORMEL POTTED MEAT 3 OZ	410800] GG MUSHROOM STM&PIECE 4 OZ	1
405150] HORMEL VIENNA SAU 5 OZ	411553] GREEN GNT MEXICORN 11 OZ	1
404475] KELLY CHILI N/B 15OZ PP99	410790] GREEN GNT MUSHRM PCE 4 OZ	1
404450] KELLY CHILI W/B 15OZ PP89	410802] GREEN GT MSHROON WHL 4.5 OZ	1
405175] KELLY VIENNA SAUSAGE 5 OZ	411155] HUNT CRSHD TOMATOES 28 OZ	1
404060] LIBBY CORNED BEEF 12 OZ	411150] HUNT STEWD TOMATO 14.5 OZ	1
404855] LIBBY PINK SALMON 7.5 OZ	410900] HUNTS MANWICH SAUCE 15 OZ	1
404152] MORTON H. STK/GRAVY 12OZ	411304] HUNTS TOMATO PASTE 12 OZ	1
404155] MORTON HOUS BF STEW 24 OZ	411300] HUNTS TOMATO PASTE 6 OZ	1
404150] MORTON HOUSE BF/GRVY 12OZ	411405] HUNTS TOMATO SAUCE 15 OZ	1
404870] OYSTERS GEISHA SMOKE 3 OZ	411400] HUNTS TOMATO SAUCE 8 OZ	1
404250] OYSTERS, GEISHA 8 OZ	411100] HUNTS TOMATOES WH 15 OZ	1
404860] PARADE PINK SALMON 14.75 OZ	411200] HUNTS TOMATOES WH 28 OZ	1
405205] POSSUM SARD/CHILIES 3.75	411555] NIBLET WK CORN 11 OZ	1
405202] POSSUM SARDINE/HOT 3.75OZ	411550] NIBLET WK CORN 7 OZ	1
405200] POSSUM SARDINES 3.75 OZ	411620] PARADE SLI CARROTS 15 OZ	1
405270] RED BIRD VIENNA SAUS 4 OZ	411650] PRIDE IL CR GLD CORN 17OZ	1
405380] SPAM DEVILED SPREAD 3 OZ	411600] PRIDE IL CR WHT CORN 17OZ	1
405360] SPAM LUNCH MEAT 12 OZ	411655] PRIDE IL WK GLD CORN 17OZ	1
405350] SPAM LUNCHEON MEAT 7 OZ	411659] ROTEL TOM/GRN CHILI 10 OZ	1
405610] SPREAD CHICKEN SALAD 7 OZ	410100] STOKLEY WK GOLD CRN 15 OZ	1
405453] STARKIST LT TUNA OP 3CT	408250] V C SPANISH RICE 15 OZ	1
405452] STARKIST LT TUNA WP 3CT	411900] VEG ALL MIXED VEG 15 OZ	1
405500] STARKIST TUNA CK OF 6 OZ	*****] CANNED SOUPS	
405456] STARKST CH LT LUN KT 5 OZ	412890] CAMP BEAN W/BACON 11.5 OZ	1
405450] STARKST TUNA CK WP 6 OZ	412900] CAMP CELERY 10.5 OZ	1
405600] SWEET SU CHIC DUMPL 24 OZ	412750] CAMP CH CHK/NOOD/PAS 10OZ	1
405550] SWEET SUE CHIC DUMPL 8 OZ		
405530] SWEET SUE CHIC STEW 24 OZ		
405405] STREET LUNCH MEAT 12 OZ		
405650] UNDERWOOD DEVIL HAM 3 OZ		
405675] UNDERWOOD DEVIL HAM 4.25 OZ		

Two Column Order Book
 (Printed if the value of the Order Book Version field is 2.)

Creative Data Research		PAGE :	1
SOLD TO	CUST NO.	DATE: ___/___/___	
***** CANNED MEATS			
404075 ARM CHILI W/BN PP99 15 OZ	409420 VAN CAMP BNE WNE BBQ 8 OZ		1
404080 ARM DEVILED HAM 3 OZ	409575 VAN CAMP BNNE WNE BK 8 OZ		1
404193 ARM JALAPENO VIENNA 5 OZ	409410 VAN CAMP BNNE WNEE 10 OZ		1
404100 ARM POTTED MEAT 3 OZ	1 409400 VAN CAMP BNNE WNEE 8 OZ		1
404105 ARM POTTED MEAT 5.5 OZ	1 405750 VAN CAMP CHILI W/BN 15 OZ		1
404180 ARM PRK BRAIN W/GRVY 5 OZ	1 409500 VAN CAMP CHILI WNEE 8 OZ		1
404190 ARM VIENNA SAU BBQ 5 OZ	1 405810 VIETTI CHILI NO/BN 15 OZ		1
404195 ARM VIENNA SAU HT&SP 5 OZ	1 405790 VIETTI CHILI W/BN 15OZ		1
404192 ARM VIENNA SAU SMOKE 5 OZ	1 405795 VIETTI CHILI W/BN 7 OZ		1
404200 ARM VIENNA SAUSAGE 5 OZ	1 405800 VIETTI HOT DOG CHILI 10OZ		1
404205 ARM VIENNA SAUSAGE 9 OZ	1 404300 VIETTI PORK BBQ 10 OZ		1
405340 ARMOUR CORN BF HASH 15OZ			
405190 B'CLIFF FISH STEAKS 3.75 OZ	1 408310 BUSH BABY BUTR BN 16 OZ		1
404361 BANNER SAUSAGE 10OZ CAN	1 408200 BUSH BAKED BEANS 16 OZ		1
404280 CAMP BEEF STEW 7.5 OZ**	24 408225 BUSH BAKED BNS 28 OZ		1
404295 CAMP CHILI CON CARNE 7OZ **	1 408300 BUSH BLACKEYE PEAS 16 OZ		1
404345 CASTLEBERRY BEEF STEW 7 OZ	1 408400 BUSH CHILI HOT BEAN 15 OZ		1
404347 CASTLEBERRY CHILLI 7.5 OZ	1 408405 BUSH CHILI HOT BEAN 29 OZ		1
404340 CASTLEBRY BRUNS STEW 7 OZ	1 408500 BUSH CUT GRN BEANS 15 OZ		1
404968 CHEF ABC'S/123'S 15 OZ	1 409302 BUSH CUT GRN BNS 29 OZ		1
404600 CHEF BEEF RAVIOLI 15 OZ	1 408600 BUSH GREAT NORTH BN 16 OZ		1
404586 CHEF BEEF RAVIOLI 40OZ	1 408700 BUSH KIDNEY BEANS 15 OZ		1
404580 CHEF BEEF RAVIOLI 7.5 OZ	1 408800 BUSH PINTO BEANS 15 OZ		1
404550 CHEF BEEFARONI 15 OZ	1 410205 BUSHS MIXED BEANS 16 OZ.		1
404540 CHEF BEEFARONI 7.5 OZ	1 409010 GREEN GIANT PEAS 15 OZ		1
404970 CHEF DINOSAUR 15 OZ	1 409020 LESUER PEAS 8 OZ		1
404585 CHEF LASAGNA 15 OZ	1 409206 LUCKS BLACKEYE PEAS 15 OZ		1
404590 CHEF MINI RAVIOLI 15 OZ	1 409100 LUCKS LIMA BEANS 15 OZ		1
404620 CHEF SPAG MTBALL 15 OZ	1 409200 LUCKS PINTO BEANS 15 OZ		1
404630 CHEF SPAG MTBALL 39 OZ	1 409208 LUCKS PINTO BEANS 26 OZ		1
404610 CHEF SPAG MTBALL 7.5 OZ	1 409290 OLD EP REFRIED BEAN 16 OZ		1
404558 CHEF SPAG RINGSW/MT 15 OZ	1 409235 PARADE BEETS SLIC 15.2 OZ		1
405045 CURE 81 DEVIL HAM 3 OZ.	1 409300 STOKLEY CT GRN BEAN 14 OZ		1
404650 DINTY MORE BEEF STEW 7 OZ	1 409305 STOKLY FR CT GRN BN 14 OZ		1
404700 DINTY MORE BEEF STW 15 OZ	1 409670 VAN CAMP PORK&BEAN 31 OZ		1
404750 DINTY MORE BEEF STW 24 OZ	1 409650 VAN CAMP PORK&BEANS 15 OZ		1
404900 FA SPAG & MEATBALL 15 OZ	1 409550 VAN CAMP PORK&BEANS 8 OZ		1
404960 FA SPAG O'S W/MTBAL 15 OZ			
404950 FA SPAGHETTI O'S 15 OZ			
404850 GEISHA MACKEREL 15 OZ	1 410510 B V WHOLE POTATOES 15 OZ		1
412228 HILTON OYSTER STW 10.5 OZ	1 410172 B&B MUSHROOM STM&PIE 3 OZ		1
405025 HORMEL BEEF TAMALES 15 OZ	1 410170 B&B MUSHROOM, SLICED 3 OZ		1
405002 HORMEL CHILI N/BEAN 15 OZ	1 411750 BRUCE YAMS CUT 29 OZ		1
405000 HORMEL CHILI W/BEAN 15 OZ	1 410190 BUSH KRAUT CHOPPED 10 OZ		1
405040 HORMEL FIGS FEET 9 OZ	1 410200 BUSH KRAUT SHREDDED 14.5 OZ		1
405050 HORMEL POTTED MEAT 3 OZ	1 410400 BUSH TURNIP GRN CHP 15 OZ		1
405150 HORMEL VIENNA SAU 5 OZ	1 410502 BUSH WHITE HOMINY 15 OZ		1
404475 KELLY CHILI N/B 15OZ PP99	24 410700 D M WK GOLD CORN 15.25 OZ		1
404450 KELLY CHILI W/B 15OZ PP89	1 410800 GG MUSHROOM STM&PIECE 4 OZ		1
405175 KELLY VIENNA SAUSAGE 5 OZ	48 411553 GREEN GNT MEXICON 11 OZ		1
404060 LIBBY CORNED BEEF 12 OZ	1 410790 GREEN GNT MUSHRM PCE 4 OZ		1
404855 LIBBY PINK SALMON 7.5 OZ	1 410802 GREEN GT MSHROOM WHL 4.5 OZ		1
404152 MORTON H. STK/GRAVY 12OZ	1 411155 HUNT CRSHD TOMATOES 28 OZ		1
404155 MORTON HOUS BF STEW 24 OZ	1 411150 HUNT STEWD TOMATO 14.5 OZ		1
404150 MORTON HOUSE BF/GRVY 12OZ	1 410900 HUNTS MANWICH SAUCE 15 OZ		1
404870 OYSTERS GEISHA SMOKE 3 OZ	1 411304 HUNTS TOMATO PASTE 12 OZ		1
404250 OYSTERS, GEISHA 8 OZ	1 411300 HUNTS TOMATO PASTE 6 OZ		1
404860 PARADE PINK SALMON 14.75 OZ	1 411405 HUNTS TOMATO SAUCE 15 OZ		1
405205 POSSUM SARD/CHILLIES 3.75	1 411400 HUNTS TOMATO SAUCE 8 OZ		1
405202 POSSUM SARDINE/HOT 3.75OZ	1 411100 HUNTS TOMATOES WH 15 OZ		1
405200 POSSUM SARDINES 3.75 OZ	1 411200 HUNTS TOMATOES WH 28 OZ		1
405270 RED BIRD VIENNA SAUS 4 OZ	1 411555 NIBLET WK CORN 11 OZ		1
405380 SPAM DEVILED SPREAD 3 OZ	1 411550 NIBLET WK CORN 7 OZ		1
405360 SPAM LUNCH MEAT 12 OZ	1 411620 PARADE SLI CARROTS 15 OZ		1
405350 SPAM LUNCHEON MEAT 7 OZ	1 411650 PRIDE IL CR GLD CORN 17OZ		1
405610 SPREAD CHICKEN SALAD 7 OZ	1 411600 PRIDE IL CR WHT CORN 17OZ		1
405453 STARKIST LT TUNA OP 3CT	1 411655 PRIDE IL WK GLD CORN 17OZ		1
405452 STARKIST LT TUNA WP 3CT	1 411659 ROTEL TOM/GRN CHILI 10 OZ		1
405500 STARKIST TUNA CK OP 6 OZ	1 410100 STOKLEY WK GOLD CRN 15 OZ		1
405456 STARKST CH LT LUN KT 5 OZ	1 408250 V C SPANISH RICE 15 OZ		1
405450 STARKST TUNA CK WP 6 OZ	1 411900 VEG ALL MIXED VEG 15 OZ		1
405600 SWEET SU CHIC DUMPL 24 OZ			
405550 SWEET SUE CHIC DUMPL 8 OZ			
405530 SWEET SUE CHIC STEW 24 OZ	1 ***** CANNED SOUPS		
405405 STREET LUNCH MEAT 12 OZ			
405650 UNDERWOOD DEVIL HAM 3 OZ	1 412890 CAMP BEAN W/BACON 11.5 OZ		1
405675 UNDERWOOD DEVIL HAM 4.25 OZ	1 412900 CAMP CELERY 10.5 OZ		1
	1 412750 CAMP CH CHK/NOOD/PAS 10OZ		1

Two Column Order Book
 (Printed if the value of the Order Book Version field is 3.)

Creative Data Research		PAGE : 1
SOLD TO	CUST NO.	DATE: ___/___/___
***** CANNED MEATS		
404075 ARM CHILI W/BN PP99 15 OZ	1	409420 VAN CAMP BNE WNE BBQ 8 OZ 409575 VAN CAMP BNNE WNE BK 8 OZ
404080 ARM DEVILED HAM 3 OZ	1	409410 VAN CAMP BNNE WNEE 10 OZ 409400 VAN CAMP BNNE WNEE 8 OZ
404193 ARM JALAPENO VIENNA 5 OZ	1	405750 VAN CAMP CHILLI W/BN 15 OZ 409500 VAN CAMP CHILLI WNEE 8 OZ
404100 ARM POTTED MEAT 3 OZ	1	405810 VIETTI CHILI NO/BN 15 OZ 405790 VIETTI CHILI W/BN 15OZ
404105 ARM POTTED MEAT 5.5 OZ	1	405795 VIETTI CHILI W/BN 7 OZ 405800 VIETTI HOT DOG CHILI 10OZ
404180 ARM PRK BRAIN W/GRVY 5 OZ	1	404300 VIETTI PORK BBQ 10 OZ
404190 ARM VIENNA SAU BBQ 5 OZ	1	
404195 ARM VIENNA SAU HT&SP 5 OZ	1	
404192 ARM VIENNA SAU SMOKE 5 OZ	1	
404200 ARM VIENNA SAUSAGE 5 OZ	1	
404205 ARM VIENNA SAUSAGE 9 OZ	1	
405340 ARMOUR CORN BF HASH 15OZ	1	
405190 B'CLIFF FISH STEAKS 3.75 OZ	1	
404361 BANNER SAUSAGE 10OZ CAN	24	
404280 CAMP BEEF STEW 7.5 OZ**	1	
404295 CAMP CHILI CON CARNE 7OZ **	1	
404345 CASTLBERRY BEEF STEW 7 OZ	1	
404347 CASTLEBERRY CHILLI 7.5 OZ	1	
404340 CASTLEBRY BRUNS STEW 7 OZ	1	
404968 CHEF ABC'S/123'S 15 OZ	1	
404600 CHEF BEEF RAVIOLI 15 OZ	1	
404586 CHEF BEEF RAVIOLI 400Z	1	
404580 CHEF BEEF RAVIOLI 7.5 OZ	1	
404550 CHEF BEEFARONI 15 OZ	1	
404540 CHEF BEEFARONI 7.5 OZ	1	
404970 CHEF DINOSAUR 15 OZ	1	
404585 CHEF LASAGNA 15 OZ	1	
404590 CHEF MINI RAVIOLI 15 OZ	1	
404620 CHEF SPAG MTBALL 15 OZ	1	
404630 CHEF SPAG MTBALL 39 OZ	1	
404610 CHEF SPAG MTBALL 7.5 OZ	1	
404558 CHEF SPAG RINGSW/MT 15 OZ	1	
405045 CURE 81 DEVIL HAM 3 OZ.	1	
404650 DINTY MORE BEEF STEW 7 OZ	1	
404700 DINTY MORE BEEF STW 15 OZ	1	
404750 DINTY MORE BEEF STW 24 OZ	1	
404900 FA SPAG & MEATBALL 15 OZ	1	
404960 FA SPAG O'S W/MTBAL 15 OZ	1	
404950 FA SPAGHETTI O'S 15 OZ	1	
404850 GEISHA MACKEREL 15 OZ	1	
412228 HILTON OYSTER STEW 10.5 OZ	1	
405025 HORMEL BEEF TAMALES 15 OZ	1	
405002 HORMEL CHILI N/BEAN 15 OZ	1	
405000 HORMEL CHILI W/BEAN 15 OZ	1	
405040 HORMEL PIGS FEET 9 OZ	1	
405050 HORMEL POTTED MEAT 3 OZ	1	
405150 HORMEL VIENNA SAU 5 OZ	1	
404475 KELLY CHILI N/B 15OZ PP99	24	
404450 KELLY CHILI W/B 15OZ PP89	1	
405175 KELLY VIENNA SAUSAGE 5 OZ	48	
404060 LIBBY CORNED BEEF 12 OZ	1	
404855 LIBBY PINK SALMON 7.5 OZ	1	
404152 MORTON H. STK/GRVY 12OZ	1	
404155 MORTON HOUS BF STEW 24 OZ	1	
404150 MORTON HOUSE BF/GRVY 12OZ	1	
404870 OYSTERS GEISHA SMOKE 3 OZ	1	
404250 OYSTERS, GEISHA 8 OZ	1	
404860 PARADE PINK SALMON 14.75 OZ	1	
405205 POSSUM SARD/CHILIES 3.75	1	
405202 POSSUM SARDINE/HOT 3.75OZ	1	
405200 POSSUM SARDINES 3.75 OZ	1	
405270 RED BIRD VIENNA SAUS 4 OZ	1	
405380 SPAM DEVILED SPREAD 3 OZ	1	
405360 SPAM LUNCH MEAT 12 OZ	1	
405350 SPAM LUNCHEON MEAT 7 OZ	1	
405610 SPREAD CHICKEN SALAD 7 OZ	1	
405453 STARKIST LT TUNA OP 3CT	1	
405452 STARKIST LT TUNA WP 3CT	1	
405500 STARKIST TUNA CK OP 6 OZ	1	
405456 STARKST CH LT LUN KT 5 OZ	1	
405450 STARKST TUNA CK WP 6 OZ	1	
405600 SWEET SU CHIC DUMPL 24 OZ	1	
405550 SWEET SUE CHIC DUMPL 8 OZ	1	
405530 SWEET SUE CHIC STEW 24 OZ	1	
405405 TREET LUNCH MEAT 12 OZ	1	
405650 UNDERWOOD DEVIL HAM 3 OZ	1	
405675 UNDERWOOD DEVIL HAM 4.25 OZ	1	
***** CANNED BEANS & PEAS		
408310 BUSH BABY BUTR BN 16 OZ	1	
408200 BUSH BAKED BEANS 16 OZ	1	
408225 BUSH BAKED BNS 28 OZ	1	
408300 BUSH BLACKEYE PEAS 16 OZ	1	
408400 BUSH CHILI HOT BEAN 15 OZ	1	
408405 BUSH CHILI HOT BEAN 29 OZ	1	
408500 BUSH CUT GR BEANS 15 OZ	1	
409302 BUSH CUT GRN BNS 29 OZ	1	
408600 BUSH GREAT NORTH BN 16 OZ	1	
408700 BUSH KIDNEY BEANS 15 OZ	1	
408800 BUSH PINTO BEANS 15 OZ	1	
410205 BUSHES MIXED BEANS 16 OZ.	1	
409010 GREEN GIANT PEAS 15 OZ	1	
409020 LESUER PEAS 8 OZ	1	
409206 LUCKS BLACKEYE PEAS 15 OZ	1	
409100 LUCKS LIMA BEANS 15 OZ	1	
409200 LUCKS PINTO BEANS 15 OZ	1	
409208 LUCKS PINTO BEANS 26 OZ	1	
409290 OLD EP REFRID BEAN 16 OZ	1	
409235 PARADE BEETS SLIC 15.2 OZ	1	
409300 STOKLEY CT GRN BEAN 14 OZ	1	
409305 STOKLY FR CT GRN BN 14 OZ	1	
409670 VAN CAMP PORK&BEAN 31 OZ	1	
409650 VAN CAMP PORK&BEANS 15 OZ	1	
409550 VAN CAMP PORK&BEANS 8 OZ	1	
***** CANNED VEGETABLES		
410510 B V WHOLE POTATOES 15 OZ	1	
410172 B&B MUSHROOM STM&PIE 3 OZ	1	
410170 B&B MUSHROOM, SLICED 3 OZ	1	
411750 BRUCE YAMS CUT 29 OZ	1	
410190 BUSH KRAUT CHOPPED 10 OZ	1	
410200 BUSH KRAUT SHREDDED 14.5 OZ	1	
410400 BUSH TURNIP GRN CHIP 15 OZ	1	
410502 BUSH WHITE HOMINY 15 OZ	1	
410700 D M WK GOLD CORN 15.25 OZ	1	
410800 GG MUSHROOM STM&PIECE 4 OZ	1	
411553 GREEN GNT MEXICORN 11 OZ	1	
410790 GREEN GNT MUSHRM PCE 4 OZ	1	
410802 GREEN GT MSHROOM WHL 4.5 OZ	1	
411155 HUNT CRSHD TOMATOES 28 OZ	1	
411150 HUNT STWD TOMATO 14.5 OZ	1	
410900 HUNTS MANWICH SAUCE 15 OZ	1	
411304 HUNTS TOMATO PASTE 12 OZ	1	
411300 HUNTS TOMATO PASTE 6 OZ	1	
411405 HUNTS TOMATO SAUCE 15 OZ	1	
411400 HUNTS TOMATO SAUCE 8 OZ	1	
411100 HUNTS TOMATOES WH 15 OZ	1	
411200 HUNTS TOMATOES WH 28 OZ	1	
411555 NIBLET WK CORN 11 OZ	1	
411550 NIBLET WK CORN 7 OZ	1	
411620 PARADE SLI CARROTS 15 OZ	1	
411650 PRIDE IL CR GLD CORN 17OZ	1	
411600 PRIDE IL CR WHT CORN 17OZ	1	
411655 PRIDE IL WK GLD CORN 17OZ	1	
411659 ROTEL TOM/GRN CHILLI 10 OZ	1	
410100 STOKLEY WK GOLD CRN 15 OZ	1	
408250 V C SPANISH RICE 15 OZ	1	
411900 VEG ALL MIXED VEG 15 OZ	1	
***** CANNED SOUPS		
412890 CAMP BEAN W/BACON 11.5 OZ	1	
412900 CAMP CELERY 10.5 OZ	1	
412750 CAMP CH CHK/NOOD/PAS 10OZ	1	

Two Column Order Book

(Printed if the value of the Order Book Version field is 4.)

Creative Data Research			PAGE : 1
SOLD TO _____	CUST NO. _____	DATE: ____ / ____ / ____	
_____		 CHEF BEEF RAVIOLI 7.5 OZ 1	
***** CANNED MEATS		 CHEF BEEFARONI 15 OZ 1	
_____		 CHEF BEEFARONI 7.5 OZ 1	
 40407500	ARM CHILI W/BN PP99 15 OZ	1	 CHEF DINOSAUR 15 OZ 1
 40408002	ARM DEVILED HAM 3 OZ	1	 CHEF LASAGNA 15 OZ 1
 40419305	ARM JALAPENO VIENNA 5 OZ	1	 CHEF MINI RAVIOLI 15 OZ 1
 40410005	ARM POTTED MEAT 3 OZ	1	 CHEF SPAG MTBALL 15 OZ 1
 40410500	ARM POTTED MEAT 5.5 OZ	1	 CHEF SPAG MTBALL 39 OZ 1
 40418001	ARM PRK BRAIN W/GRVY 5 OZ	1	 CHEF SPAG MTBALL 7.5 OZ 1
 40419008	ARM VIENNA SAU BBQ 5 OZ	1	 CHEF SPAG RINGSW/MT 15 OZ 1
 40419503	ARM VIENNA SAU HT&SP 5 OZ	1	 CURE 81 DEVIL HAM 3 OZ. 1
 40419206	ARM VIENNA SAU SMOKE 5 OZ	1	 DINTY MORE BEEF STEW 7 OZ 1
 40420004	ARM VIENNA SAUSAGE 5 OZ	1	 DINTY MORE BEEF STW 15 OZ 1
 40420509	ARM VIENNA SAUSAGE 9 OZ	1	 DINTY MORE BEEF STW 24 OZ 1
 40534008	ARMOUR CORN BF HASH 15OZ	1	 FA SPAG & MEATBALL 15 OZ 1
 40519005	B'CLIFF FISH STEAKS 3.75 OZ	1	 FA SPAG O'S W/MTBAL 15 OZ 1
 40436104	BANNER SAUSAGE 100Z CAN	24	 FA SPAGHETTI O'S 15 OZ 1
 40428000	CAMP BEEF STEW 7.5 OZ**	1	 GEISHA MACKEREL 15 OZ 1
 40429502	CAMP CHILI CON CARNE 7OZ **	1	 HILTON OYSTER STW 10.5 OZ 1
 40434506	CASTLEBERRY BEEF STEW 7 OZ	1	 HORMEL BEEF TAMALES 15 OZ 1
 40434704	CASTLEBERRY CHILI 7.5 OZ	1	 HORMEL CHILI N/BEAN 15 OZ 1
 40434001	CASTLEBRY BRUNS STEW 7 OZ	1	 HORMEL CHILI W/BEAN 15 OZ 1
 40496801	CHEF ABC'S/123'S 15 OZ	1	 HORMEL PIGS FEET 9 OZ 1
 40460000	CHEF BEEF RAVIOLI 15 OZ	1	 HORMEL POTTED MEAT 3 OZ 1
 40458601	CHEF BEEF RAVIOLI 40OZ	1	 HORMEL VIENNA SAU 5 OZ 1

Three Column Order Book

(Printed if the value of the Order Book Version field is 5.)

Profile Order Forms

The Profile Order Form application is used to print order forms for individual customers for a one-time use. The items are printed in order by book heading number (also called product heading) and book sequence number.

The order forms list only items which the customer has purchased, and contains the customer's final billing price for the standard selling unit of measure, the average quantity ordered by the customer year-to-date, and the last date of purchase. Users designate one or all of the following types of item for printing in the order forms:

- All items that the customer has purchased.
- Items that are designated in the customer/item record for printing in the customer's price book.
- Items that are designated in the customer/item record as authorized for purchase.

Profile order forms can be printed with or without bar codes. If bar codes are printed, an **N** can be printed for items that are not guaranteed to be returnable.

Profile Order Form
 (Printed if the value of the Barcode Version field is N.)

JTIIPPIN BSG1PFR PROFILE ORDER FORM				8/25/99 Page 1			
Customer No. 121745 DISCOUNT SERVICES				Salesman: OUTLET AND SPECIALTY SALES			
Sugg. Retail	U/M	Pack	Description	Item Number	Last Bought	Order Qty	Avg. Qty
16.49	CTN	10	LUCKY STRIKE REGULAR	100220	5/25/98	1	1
1.65	CTN	10	BEST BUY FULL FLAVOR KING	100350	4/18/95	1	3
16.49	CTN	10	BARCLAY KING	100390	5/25/98	1	2
16.49	CTN	10	BELAIR FILTER KING	100500	2/23/98	1	16.67
16.49	CTN	10	B&H MULTIFILTER KING	100590	12/08/97	1	16.67
16.49	CTN	10	CAMEL SPECIAL LIGHT KING	100685	2/23/98	1	16.67
16.49	CTN	10	CAMEL SPEC LIGHT KING BOX	100686	5/20/98	1	3
16.49	CTN	10	CAMEL FILTER KING	100690	5/18/98	1	4
16.49	CTN	10	CAMEL F F MENT KING BOX	100693	5/25/98	1	3
16.49	CTN	10	CAMEL FILTER KING BOX	100700	5/25/98	1	3
16.49	CTN	10	RED KAMEL KING BOX	100720	12/04/97	1	2
16.49	CTN	10	RED KAMEL LIGHT KING BOX	100725	12/04/97	1	16.67
16.49	CTN	10	CAMEL LIGHT KING	100750	5/25/98	1	3
16.49	CTN	10	CAMEL LT MENT KING BOX	100753	5/25/98	1	16.67
16.49	CTN	10	CAMEL LIGHT KING BOX	100760	5/25/98	1	2
16.49	CTN	10	CAMEL ULTRA LT KING BOX	100763	3/09/98	1	16.67
16.49	CTN	10	CAMEL WIDES KING BOX	100765	5/18/98	1	2
16.49	CTN	10	CAMEL WIDES LT KING BOX	100767	2/11/98	1	16.67
16.49	CTN	10	CARLTON KING	100830	5/11/98	1	16.67
16.49	CTN	10	CARLTON KING BOX	100833	5/18/98	1	16.67
16.49	CTN	10	CARLTON MENTHOL KING	100900	4/29/98	1	2
16.49	CTN	10	KENT GOLDEN LIGHT KING	101200	5/18/98	1	16.67
16.49	CTN	10	KENT GOLDEN LT MEN KING	101260	12/30/97	1	2
16.49	CTN	10	KENT KING	101390	5/11/98	1	16.67
16.49	CTN	10	KENT III ULTRA LT KING	101430	5/06/98	1	16.67
16.49	CTN	10	KOOL MEN KING	101520	5/25/98	1	13
16.49	CTN	10	KOOL LT MEN KING	101570	1/26/98	1	2
16.49	CTN	10	KOOL MEN KING BOX	101580	5/25/98	1	7

Profile Order Form
 (Printed if the value of the Barcode Version field is Y.)

Customer No. 121745 DISCOUNT SERVICES			Salesman: OUTLET AND SPECIALTY SALES			Last Order 5/25/98	
Sugg. Retail Unit	Buy Pack	Description	Item Number	Last Purchase	Unit Price	Order Qty	Avg. Units YTD
16.49 CTN	10	LUCKY STRIKE REGULAR	 1002 2009	5/25/98	16.67	1	50
1.65 CTN	10	BEST BUY FULL FLAVOR KING	 1003 5009	4/18/95	13.17	1	3
16.49 CTN	10	BARCLAY KING	 1003 9007	5/25/98	16.67	1	20
16.49 CTN	10	BELAIR FILTER KING	 1005 0002	2/23/98	16.67	1	2
16.49 CTN	10	B&H MULTIFILTER KING	 1005 9005	12/08/97	16.67	1	1
16.49 CTN	10	CAMEL SPECIAL LIGHT KING	 1006 8502	2/23/98	16.67	1	8
16.49 CTN	10	CAMEL SPEC LIGHT KING BOX	 1006 8601	5/20/98	16.67	3	39
16.49 CTN	10	CAMEL FILTER KING	 1006 9004	5/18/98	16.67	4	133
16.49 CTN	10	CAMEL F F MENT KING BOX	 1006 9301	5/25/98	16.67	3	48
16.49 CTN	10	CAMEL FILTER KING BOX	 1007 0000	5/25/98	16.67	3	170
16.49 CTN	10	RED KAMEL KING BOX	 1007 2004	12/04/97	16.67	2	1
16.49 CTN	10	RED KAMEL LIGHT KING BOX	 1007 2509	12/04/97	16.67	1	
16.49 CTN	10	CAMEL LIGHT KING	 1007 5005	5/25/98	16.67	3	96
16.49 CTN	10	CAMEL LT MENT KING BOX	 1007 5302	5/25/98	16.67	1	16
16.49 CTN	10	CAMEL LIGHT KING BOX	 1007 6002	5/25/98	16.67	2	172
16.49 CTN	10	CAMEL ULTRA LT KING BOX	 1007 6309	3/09/98	16.67	1	8
16.49 CTN	10	CAMEL WIDES KING BOX	 1007 6507	5/18/98	16.67	2	16
16.49 CTN	10	CAMEL WIDES LT KING BOX	 1007 6705	2/11/98	16.67	1	5
16.49 CTN	10	CARLTON KING	 1008 3000	5/11/98	16.67	1	20

6 Week Tear Strip Books

The 6 Week Tear Strip Book application is used to print order books on perforated paper that can be used for six weeks. The items are printed in order by book heading number (also called product heading) and book sequence number.

Users can designate that one of the following types of items are included in an order book:

- All items including those never previously purchased by the customer.
- Only items that are designated in the customer/item record as authorized for purchase including those never previously purchased.
- Only items that are designated in the customer/item record for printing in the customer's price book including those never previously purchased.
- Only items previously purchased by the customer.

An item's final billing price, as designated for one or two customers can be printed for each item rather than its list price.

6 Week Tear Strip Order Book

(Printed if values are entered for the Customer Number and Alternate Customer fields.)

8/25/99 6 Week Tear Strip Book #4											
Heading 0390 - 0411 121745		Page 1		Week - 6		Week - 5		Week - 4			
Description	U/M	Pack	Size	DCT	SER	DCT	INC	Retail	Item		
Product Heading 0390 CANNED MEATS											
ARM CHILLI W/BN PP99 15 OZ	CAN	1	.86	.84	.99	404075	0	404075	0		
ARM DEVILED HAM 3 OZ	CAN	1	.63	.61	.99	404080	2	404080	2		
ARM JALAPENO VIENNA 5 OZ	CAN	1	.73	.71	1.15	404193	5	404193	5		
ARM POTTED MEAT 3 OZ	CAN	1	.53	.55	404100	5	404100	5	404100	5	
ARM POTTED MEAT 5.5 OZ	CAN	1	.52	.85	404105	0	404105	0	404105	0	
ARM PRK BRAIN W/GRVY 5 OZ	CAN	1	.74	.73	1.15	404180	1	404180	1	404180	1
ARM VIENNA SAU BRD 5 OZ	CAN	1	.73	.71	1.15	404190	8	404190	8	404190	8
ARM VIENNA SAU HNSP 5 OZ	CAN	1	.73	.71	1.15	404195	3	404195	3	404195	3
ARM VIENNA SAU SMOKE 5 OZ	CAN	1	.63	.61	.99	404192	6	404192	6	404192	6
ARM VIENNA SAUSAGE 5 OZ	CAN	1	.63	.61	1.09	404200	4	404200	4	404200	4
ARM VIENNA SAUSAGE 9 OZ	CAN	1	.12	.12	1.75	404205	9	404205	9	404205	9
ARMOUR CORN BF HASH 15OZ	CAN	1	.21	.18	1.89	405340	8	405340	8	405340	8
B CLIFF FISH STEAKS 3.75 OZ	CAN	1	.61	.60	.95	405190	5	405190	5	405190	5
HANNER SAUSAGE 100% CAN	CSE	24	.68	.39	1.15	404361	4	404361	4	404361	4
CAMP BEEF STEW 7.5 OZ**	CAN	1	.72	.70	1.15	404280	0	404280	0	404280	0
CAMP CHILI CON CARNE 7OZ **	CAN	1	.70	.68	1.09	404295	2	404295	2	404295	2
CRSTBERRY BEEF STEW 7 OZ	CAN	1	.67	.65	1.05	404345	6	404345	6	404345	6
CASTLEBERRY CHILI 7.5 OZ	CAN	1	.72	.70	1.15	404347	4	404347	4	404347	4
CASTLEBERRY BROWNS STEW 7 OZ	CAN	1	.75	.74	1.15	404340	1	404340	1	404340	1
CHEF ABC'S/123'S 15 OZ	CAN	1	.14	.11	1.75	404368	1	404368	1	404368	1
CHEF BEEF RAVIOLI 15 OZ	CAN	1	.15	.12	1.79	404360	0	404360	0	404360	0
CHEF BEEF RAVIOLI 400Z	CAN	1	.26	.27	4.25	404586	1	404586	1	404586	1
CHEF BEEF RAVIOLI 7.5 OZ	CAN	1	.64	.62	.99	404380	7	404380	7	404380	7
CHEF BEFFARONI 15 OZ	CAN	1	.15	.12	1.79	404550	6	404550	6	404550	6
CHEF BEFFARONI 7.5 OZ	CAN	1	.64	.62	.99	404340	9	404340	9	404340	9
CHEF DINOSAUR 15 OZ	CAN	1	.69	.67	1.09	404370	6	404370	6	404370	6
CHEF LASAGNA 15 OZ	CAN	1	.15	.15	1.12	404385	2	404385	2	404385	2
CHEF MINI RAVIOLI 15 OZ	CAN	1	.67	.65	1.19	404390	4	404390	4	404390	4
CHEF SPAG MTBALL 15 OZ	CAN	1	.76	.75	1.19	404450	5	404450	5	404450	5
CHEF SPAG MTBALL 39 OZ	CAN	1	.15	.15	1.79	404620	4	404620	4	404620	4
CHEF SPAG MTBALL 7.5 OZ	CAN	1	.64	.64	4.09	404630	1	404630	1	404630	1
FA SPAG 6 MEATBALL 15 OZ	CAN	1	.62	.62	.99	404610	7	404610	7	404610	7
FA SPAG RINGS/WMT 15 OZ	CAN	1	.15	.15	1.12	404585	8	404585	8	404585	8
CORE 81 DEVIL HAM 3 OZ	CAN	1	.67	.65	1.15	404545	6	404545	6	404545	6
DINTY MORE BEEF STEW 7 OZ	CAN	1	.76	.75	1.19	404550	4	404550	4	404550	4
DINTY MORE BEEF STEW 15 OZ	CAN	1	.15	.15	1.12	404520	4	404520	4	404520	4
DINTY MORE BEEF STEW 10.5 OZ	CAN	1	.33	.31	2.05	404700	9	404700	9	404700	9
DINTY MORE BEEF STEW 24 OZ	CAN	1	.20	.20	2.35	404750	4	404750	4	404750	4
HORMEL BEEF TAMALES 15 OZ	CAN	1	.97	.95	1.49	405025	2	405025	2	405025	2
HORMEL CHILLI N/BEEF 15 OZ	CAN	1	.12	.12	1.09	404900	7	404900	7	404900	7
HORMEL CHILLI W/BEEF 15 OZ	CAN	1	.12	.12	1.09	404960	9	404960	9	404960	9
HORMEL CHILLI W/BEAN 15 OZ	CAN	1	.73	.71	1.15	404545	6	404545	6	404545	6
HORMEL FIGS FRET 9 OZ	JAR	1	.45	.42	2.25	405040	1	405040	1	405040	1
HORMEL POTTED MEAT 3 OZ	CAN	1	.36	.36	.55	405050	8	405050	8	405050	8
HORMEL VIENNA SAU 5 OZ	CAN	1	.64	.62	.99	405150	7	405150	7	405150	7
KELLY CHILLI N/B 15OZ PP99	CSE	24	.77	.77	2.35	405002	1	405002	1	405002	1
KELLY CHILLI W/B 15OZ PP99	CAN	1	.76	.75	.99	404450	7	404450	7	404450	7
KELLY VIENNA SAUSAGE 5 OZ	CSE	48	.11	.11	.85	405175	6	405175	6	405175	6
LIBBY CORNED BEEF 12 OZ	CAN	1	.85	.81	2.85	404060	8	404060	8	404060	8
LIBBY PINK SALMON 5.5 OZ	CAN	1	.60	.56	2.49	404855	8	404855	8	404855	8
MORTON H. STK/GRVY 12OZ	CAN	1	.45	.42	2.25	404152	8	404152	8	404152	8
MORTON HOUSE BEEF STEW 24 OZ	CAN	1	.54	.51	2.39	404155	5	404155	5	404155	5
MORTON HOUSE BEEF STEW 12OZ	CAN	1	.45	.42	2.25	404150	0	404150	0	404150	0

6 Week Tear Strip Order Book

(Printed if no values are entered for the Customer Number and Alternate Customer fields.)

8/25/99 6 Week Tear Strip Book		Page		1		Week - 6		Week - 5		Week - 4		Week - 3		Week - 2		Week - 1	
Heading 0390 - 0411		Description	U/M	Pack	Size	Price	Retail	Build Item	Qty	Item	Qty	Item	Qty	Item	Qty	Item	Qty
Product Heading 0390 CANNED MEATS																	
ARM CHILI W/BN PP99 15 OZ	CAN	1	.88	.99		404075 0		404075 0		404075 0		404075 0		404075 0		404075 0	
ARM DEVILED HAM 3 OZ	CAN	1	.64	.99		404080 2		404080 2		404080 2		404080 2		404080 2		404080 2	
ARM JALAPENO VIENNA 5 OZ	CAN	1	.74	1.15		404193 5		404193 5		404193 5		404193 5		404193 5		404193 5	
ARM POTTED MEAT 3 OZ	CAN	1	.34	.55		404100 5		404100 5		404100 5		404100 5		404100 5		404100 5	
ARM POTTED MEAT 5.5 OZ	CAN	1	.54	.85		404105 0		404105 0		404105 0		404105 0		404105 0		404105 0	
ARM PRK BRAIN W/GRVY 5 OZ	CAN	1	.76	1.19		404180 1		404180 1		404180 1		404180 1		404180 1		404180 1	
ARM VIENNA SAU BBQ 5 OZ	CAN	1	.74	1.15		404190 8		404190 8		404190 8		404190 8		404190 8		404190 8	
ARM VIENNA SAU HT&SP 5 OZ	CAN	1	.74	1.15		404195 3		404195 3		404195 3		404195 3		404195 3		404195 3	
ARM VIENNA SAU SMOKE 5 OZ	CAN	1	.64	.99		404192 6		404192 6		404192 6		404192 6		404192 6		404192 6	
ARM VIENNA SAUSAGE 5 OZ	CAN	1	.14	.75		404205 9		404205 9		404205 9		404205 9		404205 9		404205 9	
ARM VIENNA SAUSAGE 9 OZ	CAN	1	.23	1.89		405340 8		405340 8		405340 8		405340 8		405340 8		405340 8	
ARMOUR CORN BF HASH 15OZ	CAN	1	.62	1.95		405190 5		405190 5		405190 5		405190 5		405190 5		405190 5	
B'CLIFF FISH STEAKS 3.75 OZ	CAN	1	24.16	1.49		404361 4		404361 4		404361 4		404361 4		404361 4		404361 4	
BANNER SAUSAGE 10OZ CAN	CSE	24	.73	1.15		404280 0		404280 0		404280 0		404280 0		404280 0		404280 0	
CAMP BEEF STEW 7.5 OZ**	CAN	1	.73	1.05		404295 2		404295 2		404295 2		404295 2		404295 2		404295 2	
CAMP CHILLI CON CARNE 7OZ **	CAN	1	.68	1.05		404345 6		404345 6		404345 6		404345 6		404345 6		404345 6	
CASTLEBERRY BEEF STEW 7 OZ	CAN	1	.73	1.15		404347 4		404347 4		404347 4		404347 4		404347 4		404347 4	
CASTLEBERRY CHILLI 7.5 OZ	CAN	1	.77	1.09		404340 1		404340 1		404340 1		404340 1		404340 1		404340 1	
CASTLEBERRY BRUNS STEW 7 OZ	CAN	1	1.16	1.79		404968 1		404968 1		404968 1		404968 1		404968 1		404968 1	
CHEF ABC/S 12.3/ S 15 OZ	CAN	1	1.17	1.79		404600 0		404600 0		404600 0		404600 0		404600 0		404600 0	
CHEF BEEF RAVIOLI 15 OZ	CAN	1	2.82	.65		404586 1		404586 1		404586 1		404586 1		404586 1		404586 1	
CHEF BEEF RAVIOLI 40OZ	CAN	1	1.16	1.09		404580 7		404580 7		404580 7		404580 7		404580 7		404580 7	
CHEF BEEF RAVIOLI 7.5 OZ	CAN	1	.65	1.17		404550 6		404550 6		404550 6		404550 6		404550 6		404550 6	
CHEF BEEFARONI 15 OZ	CAN	1	1.17	1.79		404620 4		404620 4		404620 4		404620 4		404620 4		404620 4	
CHEF BEEFARONI 7.5 OZ	CAN	1	.65	1.09		404540 9		404540 9		404540 9		404540 9		404540 9		404540 9	
CHEF DINGSAUCE 15 OZ	CAN	1	.70	1.09		404970 6		404970 6		404970 6		404970 6		404970 6		404970 6	
CHEF LASAGNA 15 OZ	CAN	1	1.17	1.79		404585 2		404585 2		404585 2		404585 2		404585 2		404585 2	
CHEF MINI RAVIOLI 15 OZ	CAN	1	1.16	1.79		404590 4		404590 4		404590 4		404590 4		404590 4		404590 4	
CHEF SPAG MITBALL 15 OZ	CAN	1	1.17	1.79		404620 4		404620 4		404620 4		404620 4		404620 4		404620 4	
CHEF SPAG MITBALL 39 OZ	CAN	1	2.69	4.14		404630 1		404630 1		404630 1		404630 1		404630 1		404630 1	
CHEF SPAG MITBALL 7.5 OZ	CAN	1	.65	1.09		404610 7		404610 7		404610 7		404610 7		404610 7		404610 7	
CHEF SPAG RINGS/WMT 15 OZ	CAN	1	1.17	1.79		404586 8		404586 8		404586 8		404586 8		404586 8		404586 8	
CURE 81 DEVIL HAM 3 OZ.	CAN	1	.68	1.05		405045 6		405045 6		405045 6		405045 6		405045 6		405045 6	
DINTY MORE BEEF STEW 7 OZ	CAN	1	.78	1.19		404650 5		404650 5		404650 5		404650 5		404650 5		404650 5	
DINTY MORE BEEF STEW 15 OZ	CAN	1	1.36	2.09		404700 9		404700 9		404700 9		404700 9		404700 9		404700 9	
DINTY MORE BEEF STEW 24 OZ	CAN	1	2.08	3.20		404750 4		404750 4		404750 4		404750 4		404750 4		404750 4	
FAB SPAG & MEATBALL 15 OZ	CAN	1	1.14	1.75		404900 7		404900 7		404900 7		404900 7		404900 7		404900 7	
FAB SPAG RINGS/WMT 15 OZ	CAN	1	1.14	1.75		404960 9		404960 9		404960 9		404960 9		404960 9		404960 9	
HORMEL CHILLI W/BEAN 15 OZ	CAN	1	.74	1.13		404950 2		404950 2		404950 2		404950 2		404950 2		404950 2	
HORMEL PIGS FEET 9 OZ	CAN	1	.81	1.25		404850 3		404850 3		404850 3		404850 3		404850 3		404850 3	
HORMEL MACKEREL 15 OZ	CAN	1	1.54	2.35		412228 5		412228 5		412228 5		412228 5		412228 5		412228 5	
HORMEL OYSTER STEW 10.5 OZ	CAN	1	2.08	3.20		404750 4		404750 4		404750 4		404750 4		404750 4		404750 4	
KELLY CHILLI N/B 15OZ FP99	CSE	24	.99	1.55		405025 2		405025 2		405025 2		405025 2		405025 2		405025 2	
KELLY CHILLI N/BEAN 15 OZ	CAN	1	1.55	2.39		405002 1		405002 1		405002 1		405002 1		405002 1		405002 1	
LIBBY VIENNA SAUSAGE 5 OZ	CSE	48	.89	1.89		405000 3		405000 3		405000 3		405000 3		405000 3		405000 3	
LIBBY CORNED BEEF 12 OZ	CAN	1	1.48	2.29		405040 1		405040 1		405040 1		405040 1		405040 1		405040 1	
LIBBY PINK SALMON 7.5 OZ	CAN	1	1.63	.59		405050 8		405050 8		405050 8		405050 8		405050 8		405050 8	
MORTON H. STIR/GRVY 12OZ	CAN	1	1.48	2.28		404150 7		404150 7		404150 7		404150 7		404150 7		404150 7	
MORTON HOOS B STEW 12 OZ	CAN	1	1.57	2.45		404155 5		404155 5		404155 5		404155 5		404155 5		404155 5	
MORTON HOUSE B/GRVY 12OZ	CAN	1	1.48	2.28		404150 0		404150 0		404150 0		404150 0		404150 0		404150 0	

Bar Code Order Books

The Bar Code Order Book application is used to print a bar code order book (also called custom order book) for a specific customer to use. The items are printed with bar codes for scanning, and in order by book heading number (also called product heading) and book sequence number.

Users can designate that one of the following types of items are included in an order book:

- All items including those never previously purchased by the customer.
- Only items that are designated in the customer/item record as authorized for purchase including those never previously purchased.
- Only items that are designated in the customer/item record for printing in the customer's price book including those never previously purchased.
- Only items previously purchased by the customer.

Users select one of the following to print as bar codes:

- EAN8 - European article number (8 digits)
- UPC - universal product code
- Plessey bar codes.

A **Y** is printed next to the item number of the items which are sold at both the first selling unit of measure, which is usually eaches, and another selling level. This flag indicates that an item is sold in broken quantities.

An **N** can be printed under the *Guar.* heading for items that are not guaranteed to be returnable. Refer to Working With Items of the Item File Maintenance document for additional information about the **Guarantee Return** field of item records.

Bar Code Order Book

(Printed if value are entered for the Barcode Option field is E.)

DISCOUNT SERVICES							Creative Data Research									
	UPC	U/H Retail PK	Price	Retail	Prof %	Item #	Bar Code	QTY	WK1 IN OR IN OR	WK2 IN OR IN OR	WK3 IN OR IN OR	WK4 IN OR IN OR	WK5 IN OR IN OR	WK6 IN OR IN OR	WK7 IN OR IN OR	WK8 IN OR IN OR
0390 CANNED MEATS	01700001465	CAN	1	Case Pk	.24											
ARM CHILLI W/BN PP99 15 OZ																
ARM DEVILED HAM 3 OZ	01700000955	CAN	1	Case Pk	.24											
ARM JALAPENO VIENNA 5 OZ	01700000952	CAN	1													
ARM POTTED MEAT 3 OZ	01700000946	CAN	1	Case Pk	.24											
ARM POTTED MEAT 5.5 OZ	01700000950	CAN	1	Case Pk	.24											
ARM PRK BRAIN W/GRVY 5 OZ	01700000954	CAN	1	Case Pk	.24											
ARM VIENNA SAU BBQ 5 OZ	01700000936	CAN	1	Case Pk	.24											
ARM VIENNA SAU HT&SP 5 OZ	01700000937	CAN	1	Case Pk	.24											
ARM VIENNA SAU SMOKE 5 OZ	01700000939	CAN	1	Case Pk	.24											
ARM VIENNA SAU SMOKE 5 OZ	01700000925	CAN	1	Case Pk	.24											
ARM VIENNA SAUSAGE 5 OZ	01700000931	CAN	1	Case Pk	.24											
ARM VIENNA SAUSAGE 9 OZ	017000001926	CAN	1	Case Pk	.24											
IMOUR CORN BF HASH 15OZ	02010020211	CAN	1	Case Pk	.24											
!CLIFF FISH STEAKS 3.75 OZ																
JANNER SAUSAGE 10OZ CAN																
AMP BEEF STEW 7.5 OZ**																
AMP CHILLI CON CARNE 7OZ **	5100003105	CAN	1	Case Pk	.24											
ASTLBBERRY BEEF STEW 7 OZ	3030000807	CAN	1	Case Pk	.24											
ASTLBBERRY CHILI 7.5 OZ	3030008407	CAN	1	Case Pk	.24											
ASTLBBERRY BRUNS STEW 7 OZ	303000307	CAN	1	Case Pk	.24											
HEF ABC'S/123'S 15 OZ	06414404164	CAN	1	Case Pk	.24											

Bar Code Order Book

(Printed if value are entered for the Barcode Option field is U.)

DISCOUNT SERVICES		121745		Creative Data Research		8/26/99		PAGE 1			
Description	UPC	U/M Retail PK	Price	Retail Prof %	UPC Barcode	WEEK 1	WEEK 2	WEEK 3	WEEK 4	WEEK 5	WEEK 6
0390 CANNED MEATS											
Item # <u>404075</u> <u>0</u>	01700001465	CAN	1 Case PK	.24							
ARM CHILI W/BN PP99 15 OZ											
Item # <u>404080</u> <u>2</u>	01700000955	CAN	1 Case PK	.24							
ARM DEVILED HAM 3 OZ											
Item # <u>404193</u> <u>5</u>	01700000952	CAN	1	.63							
ARM JALAPENO VIENNA 5 OZ											
Item # <u>404100</u> <u>5</u>	01700000946	CAN	1 Case PK	.73							
ARM POTTED MEAT 3 OZ											
Item # <u>404105</u> <u>0</u>	01700000950	CAN	1 Case PK	.24							
ARM POTTED MEAT 5.5 OZ											
Item # <u>404180</u> <u>1</u>	01700000954	CAN	1 Case PK	.53							
ARM PK BRAIN W/GRVY 5 OZ											
Item # <u>404190</u> <u>8</u>	01700000936	CAN	1 Case PK	.73							
ARM VIENNA SAU BBQ 5 OZ											
Item # <u>404195</u> <u>3</u>	01700000937	CAN	1 Case PK	.73							
ARM VIENNA SAU HT&SP 5 OZ											
Item # <u>404192</u> <u>6</u>	01700000939	CAN	1 Case PK	.74							
ARM VIENNA SAU SMOKE 5 OZ											
Item # <u>404200</u> <u>4</u>	01700000925	CAN	1 Case PK	.73							
ARM VIENNA SAUSAGE 5 OZ											
Item # <u>404205</u> <u>9</u>	01700000931	CAN	1 Case PK	.63							
ARM VIENNA SAUSAGE 9 OZ											
Item # <u>405340</u> <u>8</u>	01700001926	CSE	1	.12							
ARMOR CORN BF HASH 15OZ											
Item # <u>405190</u> <u>5</u>	02010020211	CAN	1	.21							
B'CLIFF FISH STEAKS 3.75 OZ											
Item # <u>404361</u> <u>4</u>											
BANNER SAUSAGE 10OZ CAN											
Item # <u>404280</u> <u>0</u>		CAN	1 Case PK	.23							
BAMP BEEF STEW 7.5 OZ**											
Item # <u>404295</u> <u>2</u>	5100003105	CAN	1 Case PK	.72							
BAMP CHILLI CON CARNE 7OZ **											
Item # <u>404345</u> <u>6</u>	303000807	CAN	1 Case PK	.61							
BASTLEBERRY BEEF STEM 7 OZ											
Item # <u>404347</u> <u>4</u>	3030008407	CAN	1 Case PK	.70							
BASTLEBERRY CHILLI 7.5 OZ											
Item # <u>404340</u> <u>1</u>	3030000307	CAN	1 Case PK	.72							
BASTLEBERRY BRUNIS STEM 7 OZ											
Item # <u>404968</u> <u>1</u>	06414404164	CAN	1 Case PK	.75							
BHEF ABC'S/123'S 15 OZ											

Vendor Tracking Reports

Deal Tracking Report

The Deal Tracking Report details the customer orders of items to which vendor deals apply. The information appearing on the report is limited to posted customer orders contained in the history files after end of day closing is run.

Creative Data Research		Deal Tracking Report			JTIIPPIN	CVOHPFR	2/08/00	9:47:00	Page	1	
From	2/07/00 - 2/07/00	*Only Vendor*	BAY100	*Only Jurisdiction*	Inv Date	Invoice	Customer Name	*Only Deal*	Qty Sold	Promo \$	Total Amount
Vendor BAY100 BAYER CORPORATION											
100407	510060	ALKA SELTZER TUBE	2 CT		2/07/00	177246	DANIEL'S GROCERY		6		
100407	510062	ALEVE CAPLETS	24 CT		2/07/00	177246	DANIEL'S GROCERY		20	.25	5.00
Total for 510062						*			20	*	5.00
100407	510105	ALKA SELTZER TAB	12 6CT		2/07/00	177246	DANIEL'S GROCERY		20	.25	5.00
Total for 510105						*			20	*	5.00
100407	516580	MIDOL MAX CAPLETS PEG	8CT		2/07/00	177246	DANIEL'S GROCERY		20	.25	5.00
Total for 516580						*			20	*	5.00
** END OF REPORT **											

Deal Activity Recap

The Deal Activity Recap report lists vendor deals according to a range of dates, and limited to a specific vendor. The information appearing on the report can also be limited to a designated customer and vendor deal.

Creative Data Research			Deal Activity Recap			JTIPPIN	CVRNPFR	6/29/00 13:08:35	Page 1
SELECTION CRITERIA: From 6/01/00 - 7/31/00									
Deal #	Description	From	- To	Distributor \$ Incentive % Incentive	Retailer Deal Total Fixed Price Cents Off % Off				
Deal Type B Buydown Allowance									
Vendor CHA200 CHALLENGER CANDY COMPANY									
51 Challenger Buydown		6/15/00	7/15/00	.30	25.50			.25	
Date	Invoice	Item	Item Description	Distributor \$	Qty 1	Qty 2	Retailer \$		
Customer 107300	BILTON GAS								
6/26/00	177260	210750	COTTON CANDY STRAW 1OZ	3.00		10	2.50		
6/26/00	177260	218966	COTTON CANDY STRAW 3OZ	4.50		15	3.75		
Totals for Customer 107300				7.50		25	6.25		
Deal	51 Challenger Buydown		6/15/00 - 7/15/00		7.50		25	6.25	
Vendor PHI100 PHILIP MORRIS INC									
45 Buydown - Philip Morris		6/15/00	7/15/00				.15		
Date	Invoice	Item	Item Description	Distributor \$	Qty 1	Qty 2	Retailer \$		
Customer 107300	BILTON GAS								
6/26/00	177259	100401	BASIC LIGHT KING	.00		15	2.25		
Totals for Customer 107300				.00		15	2.25		
Deal	45 Buydown - Philip Morris		6/15/00 - 7/15/00		.00		15	2.25	
Deal Type N Rebate Based on Net Cost									
Vendor BAY100 BAYER CORPORATION									
30 Bayer rebate on net		3/01/00	6/30/00	5.00	21.76			4.00	
Date	Invoice	Item	Item Description	Distributor \$	Qty 1	Qty 2	Retailer \$		
Customer 107300	BILTON GAS								
6/23/00	177252	510060	ALKA SELTZER TUBE 2 CT	1.04		2	.83		
6/26/00	177256	510060	ALKA SELTZER TUBE 2 CT	5.18		10	4.14		
6/26/00	177259	510060	ALKA SELTZER TUBE 2 CT	10.36		20	8.29		
Totals for Customer 107300				16.58		32	13.26		
Deal	30 Bayer rebate on net		3/01/00 - 6/30/00		16.58		32	13.26	
48 Bayer - rebate on net		6/15/00	7/15/00	5.00	15.54			4.00	
Date	Invoice	Item	Item Description	Distributor \$	Qty 1	Qty 2	Retailer \$		
Customer 107300	BILTON GAS								
6/26/00	177259	510060	ALKA SELTZER TUBE 2 CT	10.36		20	8.29		
Totals for Customer 107300				10.36		20	8.29		
Deal	48 Bayer - rebate on net		6/15/00 - 7/15/00		10.36		20	8.29	

Vendor Sales Report

The Vendor Sales Report details the quantities sold of specific items to designated customers during a user-specified date range. The information appearing on the report is limited to posted customer orders contained in the history files after end of day closing is run. This report can be run interactively by the user, or automatically during end of week or end of period closing.

Vendor Sales Report CVO1PFR			9/24/01	Page	1
			From	9/01/01	To 9/22/01
Vendor	BAY100 BAYER CORPORATION	Item #	Description	Quantity	
Customer	100407 DANIEL'S GROCERY	515560	BAYER TABLETS 24 CT	55	
Category Total	7		*	55	
Customer Total	100407		**	55	

Vendor Sales Report CVO1PFR			9/24/01	Page	2
			From	9/01/01	To 9/22/01
Vendor	BAY100 BAYER CORPORATION	Item #	Description	Quantity	
Customer	100815 CASEY'S STOP	510060	ALKA SELTZER TUBE 2 CT	3	
Category Total	7		*	3	
Customer Total	100815		**	3	

Vendor Sales Report CVO1PFR			9/24/01	Page	3
			From	9/01/01	To 9/22/01
Vendor	BAY100 BAYER CORPORATION	Item #	Description	Quantity	
Customer	107300 BILTON GAS	510060	ALKA SELTZER TUBE 2 CT	30	
Category Total	7		*	30	
Customer Total	107300		**	30	

Vendor Sales Report CVO1PFR			9/24/01	Page	4
			From	9/01/01	To 9/22/01
Vendor	BOR050 BORDEN INC	Item #	Description	Quantity	
Customer	100407 DANIEL'S GROCERY	210800	CRACKER JACKS	5	
Category Total	3		*	5	
Customer Total	100407		**	5	

Vendor Weekly Movement Report

The Vendor Weekly Movement report details 12 weeks of sales activity for a designated vendor's items at the standard selling level. This report does not include lost sales.

Creative Data Research-SUPPORT		Vendor Weekly Movement ***** Movement Over Past 12 Weeks *****						JTIIPPIN	GSA9PFR	8/21/99 14:58:01	Page	1
Item #	Description	Week 1 Week 7	Week 2 Week 8	Week 3 Week 9	Week 4 Week 10	Week 5 Week 11	Week 6 Week 12					
Vendor Number FAN100	FUENTE & NEWMAN PREMIUM CIGARS LIMT				Start Date: 8/20/99							
111056	A F CHURCHILL NAT	0 BOX	0 BOX	0 BOX	0 BOX	0 BOX	0 BOX	Total:	0			
		0 BOX	0 BOX	0 BOX	0 BOX	0 BOX	0 BOX					
111061	A F CORONA EMPERIAL NAT	0 BOX	0 BOX	0 BOX	0 BOX	0 BOX	0 BOX	Total:	0			
		0 BOX	0 BOX	0 BOX	0 BOX	0 BOX	0 BOX					
111051	A F DOUBLE CHATEAU NAT	0 BOX	0 BOX	0 BOX	0 BOX	0 BOX	0 BOX	Total:	0			
		0 BOX	0 BOX	0 BOX	0 BOX	0 BOX	0 BOX					
112273	A F HEMINGWAY CLASSIC BOX	0 BOX	0 BOX	0 BOX	0 BOX	0 BOX	1 BOX	Total:	3			
		2 BOX	0 BOX	0 BOX	0 BOX	0 BOX	0 BOX					
111063	A F HEMINGWAY MASTERPIECE NAT	0 BOX	0 BOX	0 BOX	0 BOX	0 BOX	0 BOX	Total:	0			
		0 BOX	0 BOX	0 BOX	0 BOX	0 BOX	0 BOX					
111059	A F ROTHSCHILD'S MAD	0 BOX	0 BOX	0 BOX	0 BOX	0 BOX	0 BOX	Total:	0			
		0 BOX	0 BOX	0 BOX	0 BOX	0 BOX	0 BOX					
111058	A F ROTHSCHILD'S NAT	0 BOX	0 BOX	0 BOX	0 BOX	0 BOX	0 BOX	Total:	0			
		0 BOX	0 BOX	0 BOX	0 BOX	0 BOX	0 BOX					
112266	A FUE FL FINA 8-5-8 MAD	0 BOX	0 BOX	0 BOX	0 BOX	0 BOX	0 BOX	Total:	0			
		0 BOX	0 BOX	0 BOX	0 BOX	0 BOX	0 BOX					
112262	A FUEN FL FINA 8-5-8 NAT	0 BOX	0 BOX	0 BOX	1 BOX	1 BOX	0 BOX	Total:	4			
		0 BOX	0 BOX	0 BOX	0 BOX	2 BOX	0 BOX					
112260	A FUENT SPAN LONSDLE NAT	0 BOX	0 BOX	0 BOX	0 BOX	0 BOX	0 BOX	Total:	0			
		0 BOX	0 BOX	0 BOX	0 BOX	0 BOX	0 BOX					
111050	A FUENTE CUBAN COR NAT	0 BOX	0 BOX	0 BOX	0 BOX	0 BOX	0 BOX	Total:	0			
		0 BOX	0 BOX	0 BOX	0 BOX	0 BOX	0 BOX					
112272	A FUENTE HEM SHORT STRY BX	0 BOX	0 BOX	0 BOX	0 BOX	2 BOX	0 BOX	Total:	2			
		0 BOX	0 BOX	0 BOX	0 BOX	0 BOX	0 BOX					
111054	A FUENTE HEM SIG NAT	0 BOX	0 BOX	0 BOX	0 BOX	0 BOX	3 BOX	Total:	3			
		0 BOX	0 BOX	0 BOX	0 BOX	0 BOX	0 BOX					
112259	A FUENTE PAN FINA MAD BX	0 BOX	0 BOX	0 BOX	0 BOX	0 BOX	0 BOX	Total:	0			
		0 BOX	0 BOX	0 BOX	0 BOX	0 BOX	0 BOX					
112258	A FUENTE PAN FINA NAT BX	0 BOX	0 BOX	0 BOX	0 BOX	0 BOX	2 BOX	Total:	2			
		0 BOX	0 BOX	0 BOX	0 BOX	0 BOX	0 BOX					
111052	A FUENTE PETIT COR NAT	0 BOX	0 BOX	0 BOX	0 BOX	0 BOX	0 BOX	Total:	0			
		0 BOX	0 BOX	0 BOX	0 BOX	0 BOX	0 BOX					
112256	A FUENTE SEL PRIVADA # 1 NAT	0 BOX	0 BOX	0 BOX	0 BOX	3 BOX	0 BOX	Total:	3			
		0 BOX	0 BOX	0 BOX	0 BOX	0 BOX	0 BOX					
112257	A FUENTE SEL PRIVADA #1 MAD	2 BOX	0 BOX	0 BOX	0 BOX	0 BOX	0 BOX	Total:	2			
		0 BOX	0 BOX	0 BOX	0 BOX	0 BOX	0 BOX					
112264	MONTESINO CESAR #2 NAT BX	1 BOX	0 BOX	0 BOX	0 BOX	0 BOX	0 BOX	Total:	1			
		0 BOX	0 BOX	0 BOX	0 BOX	0 BOX	0 BOX					
112250	MONTESINO DIPLOMATICO NAT BOX	0 BOX	1 BOX	1 BOX	0 BOX	0 BOX	0 BOX	Total:	4			
		0 BOX	0 BOX	2 BOX	0 BOX	0 BOX	0 BOX					
112254	MONTESINO GRAN COR NAT BX	0 BOX	0 BOX	0 BOX	0 BOX	0 BOX	0 BOX	Total:	0			
		0 BOX	0 BOX	0 BOX	0 BOX	0 BOX	0 BOX					
112270	MONTESINO GRAN CORONA MAD	0 BOX	0 BOX	0 BOX	0 BOX	0 BOX	0 BOX	Total:	0			
		0 BOX	0 BOX	0 BOX	0 BOX	0 BOX	0 BOX					
112252	MONTESINO NUMERO 1 BX	2 BOX	0 BOX	0 BOX	0 BOX	0 BOX	0 BOX	Total:	2			
		0 BOX	0 BOX	0 BOX	0 BOX	0 BOX	0 BOX					
Final totals										Final Qty:	26	
** END OF REPORT **												

Velocity Reports

The Velocity Report application is primarily used to print a velocity report by sales class or item category for use by the distributor's customers. It can also be used by the distributor to analyze product sales to customers according to account type.

The items of the velocity report can be sorted by profit amount, retail amount, or units sold. Users have the option of printing the velocity report with the items ranked according to the total quantity purchased by the retailer, or the total quantity sold by the wholesaler. A variety of summary reports can also be printed with the velocity report.

GWDTPVR	ENTER	CDR Customer Conference	4/05/13 12:25:30
Velocity By Date Range			
Beg Corp. #	** O R **	Beg Cust. # 320033	** O R ** Salesman
End Corp. #		End Cust. # 320033	Cust. Collection
Account Type . . .		Print Cust/Item Velocity? Y	
Warehouse . . .	1	Print Cust/Class *OR*	
Beg Sales Class	00100	Print Cust/Group Summary? C (C,G)	
End Sales Class	00101		
Item Collection:		Print Corp/Class Summary? N	
Vendor Number . . .		Print Acct. Type/Item *OR*	
Start Date . . .	10113	Print Corp/Item Summary? (A,C)	
End Date . . .	33113	Print Item Summary? . . (Y,N,Blank)	
Print Item/UPC	I (? For Values)	Print Item/Cust Summary? (Y,N,Blank)	
Rank Option . . .	R (? For Values)		
Item Sort Option	1 (? For Values)	U/M For Price . . .	SSU (SSU, EA.)
Version . . .	1 (? For Values)	Job Queue . . .	BOOK
Use Custom Cat?	(Y,N,Blank)	Output To PDF?	(Y,N,Blank)
		Output To CSV?	(Y,N,Blank)
F2=Load Sel. F3=Exit F4=Search F6=Print F7=Toggle Class F10=Save Sel.			

Refer to Printing A Velocity Report of the Customer File Maintenance document for information about using the Velocity By Date Range screen illustrated above.

Velocity Report - Version 1

CDR Customer Conference		V E L O C I T Y R E P O R T		J E A N N I N E B S M P F R		4 / 05 / 13 12:26:49 Page		1	
From: 01/01/13 To: 03/31/13	Warehouse: 1	For -- KINGS GROCERY		B I L O X I 319 C A I L A V E L S T		M S Cust #: 320033			
Item Number	Description	-Packed-	Unit	Unit Price	Rank	Item %	Cumm %	Net Dollars	Retail Dollars
111700	Class 100 PREMIUM CIGARETTES	20PK	CTN	31.37	1	32.55	1503	47149.11	5.95
120200	KOOL MENT 100 MILD	20PK	CTN	31.37	2	28.23	60.78	1201	6.19
100500	WINSTON 100 LIGHT	20PK	CTN	31.37	3	18.52	79.30	855	5.95
108300	CAMEL FILTER 85 BOX	20PK	CTN	33.90	4	13.00	92.30	603	26821.35
118800	B&H MENT 100 LT.	20PK	CTN	33.43	5	7.49	95.79	253	20441.70
115401	VANTAGE MENT 100	20PK	CTN	27.76	6	1.88	101.67	151	8457.79
100058	PAL MALL 100 BOX	20PK	CTN	36.60	7	.03	101.70	3	4191.76
100056	MARLBORO BLACK BOX 100 BG\$2	20PK	CTN	43.38	8	.00	101.70	1	109.80
100055	VIRGINIA SLIMS MENTHOL 100	20PK	CTN	43.38	9	.00	101.70	1	43.38
100057	VIRGINIA SLIMS MENTHOL BOX 100	20PK	CTN	43.38	10	.00	101.70	1	43.38
100054	VIRGINIA SLIM SILVER BOX 100	20PK	CTN	43.38	11	.00	101.70	1	43.38
100053	VIRGINIA SLIM GOLD MEN 120	20PK	CTN	43.38	12	.00	101.70	1	43.38
100052	VIRGINIA SLIM GOLD MEN BOX 100	20PK	CTN	43.38	13	.00	101.70	1	43.38
100051	VIRGINIA SLIM GOLD BOX 100	20PK	CTN	43.38	14	.00	101.70	1	43.38
100017	MARLBORO RED LABEL BOX KING	20PK	CTN	41.60	15	.00	101.70	1	41.60
100014	MARLBORO GREEN MEN 72	20PK	CTN	41.60	16	.00	101.70	1	41.60
100012	MARLBORO GOLD MEN BOX 100	20PK	CTN	41.60	17	.00	101.70	1	41.60
100011	MARLBORO GOLD KING	20PK	CTN	41.60	18	.00	101.70	1	41.60
100009	MARLBORO GOLD BOX KING	20PK	CTN	41.60	19	.00	101.70	1	41.60
100015	MARLBORO BLUE MEN 72	20PK	CTN	41.60	20	.00	101.70	1	41.60
100013	MARLBORO BLUE MEN 72	20PK	CTN	41.60	21	.00	101.70	1	41.60
100010	MARLBORO BLUE MEN BOX 100	20PK	CTN	41.60	22	.00	101.70	1	41.60
100007	MARLBORO BLEND BOX #54	20PK	CTN	41.60	23	.00	101.70	1	41.60
100006	MARLBORO BLEND BOX KING #54	20PK	CTN	41.60	24	.00	101.70	1	41.60
100005	MARLBORO BLEND BOX KING #27	20PK	CTN	41.60	25	.00	101.70	1	41.60
100027	MARLBORO BLACK SPEC BLEND BOX 100	20PK	CTN	41.60	26	.00	101.70	1	41.60
100024	MARLBORO BLACK SPEC BLEND BOX KING	20PK	CTN	41.60	27	.00	101.70	1	41.60
100026	MARLBORO BLACK MEN SPEC BLEND BX KS 20PK	CTN	41.60	28	.00	101.70	1	41.60	
100028	MARLBORO BLACK MEN SPEC BLEND B 100	20PK	CTN	41.60	29	.00	101.70	1	41.60
100001	MARLBORO BLEND BOX K/S SOFTPACK	20PK	CTN	31.60	30	.00	101.70	1	31.60
100031	MARLBORO VIRGINIA BLEND BOX KING	20PK	CTN	41.60	31	.00	101.70	2	83.20
100029	MARLBORO SPEC BLEND RED BOX KING	20PK	CTN	41.60	32	.00	101.70	2	83.20
100022	MARLBORO SILVER MENTHOL BOX KING	20PK	CTN	41.60	33	.00	101.70	2	83.20
100020	MARLBORO SILVER BOX 100	20PK	CTN	41.60	34	.00	101.70	2	83.20
100018	MARLBORO RED LABEL BOX 100	20PK	CTN	41.60	35	.00	101.70	2	83.20
100008	MARLBORO BLUE MEN BOX K/S	20PK	CTN	41.60	36	.00	101.70	2	80.60
100004	MARLBORO BLACK MEN BOX 100	20PK	CTN	36.60	37	.00	101.70	2	73.20
100032	MARLBORO VIRGINIA BLEND BOX 100	20PK	CTN	41.60	38	.00	101.70	3	120.90

Velocity Report - Version 1 (continued)

From: 01/01/13 To: 03/31/13		Warehouse: 1 MAIN WAREHOUSE		For -- KINGS GROCERY		REPOR T		JEANNINE		BSKMPFR		4/05/13 12:26:49 Page		
Item Number	Description	-Packed-	Unit	Unit Price	Rank	Item %	Cumm %	Whole Units	Each Units	Net Dollars	Retail Price	Retail Dollars	Profit Dollars	Profit Pct.
100030	MARLBORO SPEC BLEND RED BOX 100	20PK	CTN	41.60	39	.00	101.70	3		124.80	4.03	120.90	3.90-	3.23-
100023	MARLBORO SILVER MENTHOL BOX 100	20PK	CTN	41.60	40	.00	101.70	3		124.80	4.03	120.90	3.90-	3.23-
100021	MARLBORO SILVER BOX 72	20PK	CTN	41.60	41	.00	101.70	3		124.80	4.03	120.90	3.90-	3.23-
100019	MARLBORO SILVER BOX KING	20PK	CTN	41.60	42	.00	101.70	3		124.80	4.03	120.90	3.90-	3.23-
100003	MARLBORO BLACK BOX 100	20PK	CTN	36.60	43	.00	101.70	3		109.80	3.53	105.90	3.90-	3.68-
100002	MARLBORO BLACK BOX K/S SOFTPACK	20PK	CTN	36.60	44	.00	101.70	3		109.80	3.53	105.90	3.90-	3.68-
113200	MARLBORO GOLD BOX 100	20PK	CTN	41.60	45	.20	101.50	271		1117.10	4.03	10921.30	257.80-	2.36-
100016	MARLBORO GOLD 100	20PK	CTN	41.60	46	.60	100.90	601		25001.60	4.03	24220.30	781.30-	3.23-
119526	VIRGINIA SLIM SILVER MEN BOX 100	20PK	CTN	43.38	47	.83	100.07	841		36482.58	4.21	35406.10	1076.48-	3.04-
*** Class Totals ***				6340				219885.42		349785.50		129900.08		
101. DISCOUNT CIGARETTES														
131200	BEST VALUE MENT 100 LT	20PK	CTN	18.50	1	29.30	29.30	2523		46675.50	3.69	93098.70	46423.20	49.86
125800	DORAL FF MENT 100	20PK	CTN	27.76	2	20.39	49.69	2001		55547.76	4.39	87043.90	32296.14	36.77
131761	BASIC FF 100 BOX	20PK	CTN	28.79	3	20.03	69.72	1503		43271.37	4.99	74999.70	31728.33	42.30
130585	GPC 100 ULTRA BOX	20PK	CTN	22.49	4	12.32	82.04	14556		32722.95	3.59	52334.50	19511.55	37.35
101300	CHARLTON MENTHOL	20PK	CTN	34.90	5	8.18	90.22	864		30153.60	4.99	43113.60	12960.00	30.06
102811	LIGGETT SELECT FF MENTH BOX 100	20PK	CTN	17.69	6	7.02	97.24	783		13851.27	3.19	24977.70	11126.43	44.55
102815	LIGGETT SELECT ULTRA 100 BX	20PK	CTN	17.69	7	2.98	100.22	332		5873.08	3.19	10590.80	4717.72	44.55
100039	BASIC GOLD MENTHOL BOX 100	20PK	CTN	39.00	8	.00	100.22	3		117.00	3.77	113.10	3.90-	3.45-
100038	BASIC GOLD MENTHOL BOX KING	20PK	CTN	39.00	9	.00	100.22	3		117.00	3.77	113.10	3.90-	3.45-
100037	BASIC GOLD BOX 100	20PK	CTN	39.00	10	.00	100.22	3		117.00	3.77	113.10	3.90-	3.45-
100036	BASIC GOLD BOX KING	20PK	CTN	39.00	11	.00	100.22	3		117.00	3.77	113.10	3.90-	3.45-
100035	BASIC BLUE 100	20PK	CTN	39.00	12	.00	100.22	3		117.00	3.77	113.10	3.90-	3.45-
100034	BASIC BLUE BOX 100	20PK	CTN	39.00	13	.00	100.22	3		117.00	3.77	113.10	3.90-	3.45-
100033	BASIC BLUE BOX KING	20PK	CTN	39.00	14	.00	100.22	3		117.00	3.77	113.10	3.90-	3.45-
100048	MERIT SILVER MENTHOL K/S	20PK	CTN	50.54	15	.02	100.20	2		101.08	3.77	75.40	25.68-	34.06-
100046	MERIT GOLD MENTHOL 100	20PK	CTN	50.54	16	.02	100.18	2		101.08	3.77	75.40	25.68-	34.06-
100044	MERIT BRONZE BOX 100	20PK	CTN	50.54	17	.02	100.16	2		101.08	3.77	75.40	25.68-	34.06-
100042	MERIT BLUE 100	20PK	CTN	50.54	18	.02	100.14	2		101.08	3.77	75.40	25.68-	34.06-
100040	MERIT BLUE BOX KING	20PK	CTN	50.54	19	.02	100.12	2		101.08	3.77	75.40	25.68-	34.06-
100049	MERIT SILVER MENTHOL 100	20PK	CTN	50.54	20	.02	100.10	3		151.62	3.77	113.10	38.52-	34.06-
100047	MERIT GOLD 100	20PK	CTN	50.54	21	.02	100.08	3		151.62	3.77	113.10	38.52-	34.06-
100045	MERIT GOLD BOX KING	20PK	CTN	50.54	22	.02	100.06	3		151.62	3.77	113.10	38.52-	34.06-
100043	MERIT BRONZE BOX KING	20PK	CTN	50.54	23	.02	100.04	3		151.62	3.77	113.10	38.52-	34.06-
100041	MERIT BLUE BOX 100	20PK	CTN	50.54	24	.02	100.02	3		151.62	3.77	113.10	38.52-	34.06-
*** Class Totals ***				9507				230178.03		388593.10		158415.07		
*** Customer Totals ***														
				15847				450063.45		738378.60		288315.15		

Velocity Report - Version 2

CDR Customer Conference		V E L O C I T Y R E P O R T		J E A N N I N E		G S K R D F R	4 / 05 / 13 14:10:12 Page	1						
From : 01/01/13 To : 03/31/13	Warehouse: 1 MAIN WAREHOUSE	For -- KINGS GROCERY		B I L O X I				Cust # : 320033						
Item Number	Description	-Packed-	Unit	Unit Rank	Whole Units	Each Units	W Units	E Units	Last Yr	Net Dollars	Retail Price	Retail Dollars	Profit Dollars	Profit Pct.
Vendor LIG001 LIGGETT & MEYERS TOBACCO														
102811	Class 101 DISCOUNT CIGARETTES	20PK	CTN	17.69	1	783				13851.27	3.19	24977.70	11126.43	44.55
102815	LIGGETT SELECT FF MENTH BOX 100	20PK	CTN	17.69	2	332				5873.08	3.19	10590.80	4717.72	44.55
	*** Class Totals ***				1115					19724.35		35568.50		15844.15
	*** Vendor Totals ***				1115					19724.35		35568.50		15844.15
Vendor PHI001 PHILLIP MORRIS INC.														
108300	Class 100 PREMIUM CIGARETTES	20PK	CTN	33.90	1	603				20441.70	6.19	37325.70	16884.00	45.23
100058	B&H MENT 100 LT.	20PK	CTN	36.60	2	3				109.80	9.98	149.70	39.90	26.65
100056	MARLBORO BLACK BOX 100 B2G\$2	20PK	CTN	43.38	3	1				43.38	4.21	42.10	1.28-	3.04-
100055	VIRGINIA SLIMS MENTHOL 100	20PK	CTN	43.38	4	1				43.38	4.21	42.10	1.28-	3.04-
100057	VIRGINIA SLIMS MENTHOL BOX 100	20PK	CTN	43.38	5	1				43.38	4.21	42.10	1.28-	3.04-
100054	VIRGINIA SLIM GOLD 120	20PK	CTN	43.38	6	1				43.38	4.21	42.10	1.28-	3.04-
100053	VIRGINIA SLIM GOLD MEN 120	20PK	CTN	43.38	7	1				43.38	4.21	42.10	1.28-	3.04-
100052	VIRGINIA SLIM GOLD MEN BOX 100	20PK	CTN	43.38	8	1				43.38	4.21	42.10	1.28-	3.04-
100051	VIRGINIA SLIM GOLD BOX 100	20PK	CTN	43.38	9	1				43.38	4.21	42.10	1.28-	3.04-
100017	MARLBORO RED LABELED BOX KING	20PK	CTN	41.60	10	1				41.60	4.03	40.30	1.30-	3.23-
100014	MARLBORO GREEN MEN 72	20PK	CTN	41.60	11	1				41.60	4.03	40.30	1.30-	3.23-
100012	MARLBORO GOLD MEN BOX 100	20PK	CTN	41.60	12	1				41.60	4.03	40.30	1.30-	3.23-
100011	MARLBORO GOLD KING	20PK	CTN	41.60	13	1				41.60	4.03	40.30	1.30-	3.23-
100009	MARLBORO GOLD BOX KING	20PK	CTN	41.60	14	1				41.60	4.03	40.30	1.30-	3.23-
100015	MARLBORO BLUE MEN 72	20PK	CTN	41.60	15	1				41.60	4.03	40.30	1.30-	3.23-
100013	MARLBORO BLUE MEN 72	20PK	CTN	41.60	16	1				41.60	4.03	40.30	1.30-	3.23-
100010	MARLBORO BLUE MEN BOX 100	20PK	CTN	41.60	17	1				41.60	4.03	40.30	1.30-	3.23-
100007	MARLBORO BLEND BOX 100 #54	20PK	CTN	41.60	18	1				41.60	4.03	40.30	1.30-	3.23-
100006	MARLBORO BLEND BOX KING #54	20PK	CTN	41.60	19	1				41.60	4.03	40.30	1.30-	3.23-
100005	MARLBORO BLEND BOX KING #27	20PK	CTN	41.60	20	1				41.60	4.03	40.30	1.30-	3.23-
100027	MARLBORO BLACK SPEC BLEND BOX 100	20PK	CTN	41.60	21	1				41.60	4.03	40.30	1.30-	3.23-
100024	MARLBORO BLACK SPEC BLEND BOX KING	20PK	CTN	41.60	22	1				41.60	4.03	40.30	1.30-	3.23-
100026	MARLBORO BLACK MEN SPEC BLEND BX KS 20PK	20PK	CTN	41.60	23	1				41.60	4.03	40.30	1.30-	3.23-
100028	MARLBORO BLACK MEN SPEC BLEND B 100 20PK	20PK	CTN	41.60	24	1				41.60	4.03	40.30	1.30-	3.23-
100001	MARLBORO BLEND BOX K/S SOFTPACK	20PK	CTN	31.60	25	1				31.60	3.02	30.20	1.40-	4.64-
100031	MARLBORO VIRGINIA BLEND BOX KING	20PK	CTN	41.60	26	2				83.20	4.03	80.60	2.60-	3.23-
100029	MARLBORO SPEC BLEND RED BOX KING	20PK	CTN	41.60	27	2				83.20	4.03	80.60	2.60-	3.23-
100022	MARLBORO SILVER MENTHOL BOX KING	20PK	CTN	41.60	28	2				83.20	4.03	80.60	2.60-	3.23-
100020	MARLBORO SILVER BOX 100	20PK	CTN	41.60	29	2				83.20	4.03	80.60	2.60-	3.23-

Velocity Report - Version 2 (continued)

CDR Customer Conference		V E L O C I T Y R E P O R T		JEANNINE GS&RPFR		4/05/13 14:10:12 Page		MS		Cust #: 320033	
From: 01/01/13 To: 03/31/13		For -- KINGS GROCERY		BILLOXI							
Warehouse: 1	MAIN WAREHOUSE										
Item Number	Description	-Packed-	Unit	Unit Rank	Whole Units	Each Units	W Units	E Units	Last Yr	Dollars	Retail Price
100018	MARLBORO RED LABEL BOX 100	20PK	CTN	41.60	30	2			83.20	4.03	80.60
100008	MARLBORO BLUE MEN BOX K/S	20PK	CTN	41.60	31	2			83.20	4.03	2.60-
100004	MARLBORO BLACK MEN BOX 100	20PK	CTN	36.60	32	2			73.20	3.53	70.60
100032	MARLBORO VIRGINIA BLEND BOX 100	20PK	CTN	41.60	33	3			124.80	4.03	120.90
100030	MARLBORO SPEC BLEND RED BOX 100	20PK	CTN	41.60	34	3			124.80	4.03	120.90
100023	MARLBORO SILVER MENTHOL BOX 100	20PK	CTN	41.60	35	3			124.80	4.03	120.90
100021	MARLBORO SILVER BOX 72	20PK	CTN	41.60	36	3			124.80	4.03	120.90
100019	MARLBORO SILVER BOX KING	20PK	CTN	41.60	37	3			124.80	4.03	120.90
100003	MARLBORO BLACK BOX 100	20PK	CTN	36.60	38	3			109.80	3.53	105.90
100002	MARLBORO BLACK BOX K/S SOFTPACK	20PK	CTN	36.60	39	3			109.80	3.53	105.90
113200	MARLBORO GOLD BOX 100	20PK	CTN	41.60	40	271			11179.10	4.03	10921.30
100016	MARLBORO GOLD 100	20PK	CTN	41.60	41	601			25001.60	4.03	24220.30
119526	VIRGINIA SLIM SILVER MEN BOX 100	20PK	CTN	43.38	42	841			36482.58	4.21	35406.10
*** Class Totals ***									95590.04		110323.00
*****											14732.96
131761	101 DISCOUNT CIGARETTES								43271.37	4.99	74999.70
100039	BASIC FF 100 BOX	20PK	CTN	28.79	1	1503			117.00	3.77	113.10
100038	BASIC GOLD MENTHOL BOX 100	20PK	CTN	39.00	2	3			117.00	3.77	113.10
100037	BASIC GOLD MENTHOL BOX KING	20PK	CTN	39.00	3	3			117.00	3.77	113.10
100036	BASIC GOLD BOX KING	20PK	CTN	39.00	4	3			117.00	3.77	113.10
100035	BASIC BLUE 100	20PK	CTN	39.00	5	3			117.00	3.77	113.10
100034	BASIC BLUE BOX 100	20PK	CTN	39.00	6	3			117.00	3.77	113.10
100033	BASIC BLUE BOX KING	20PK	CTN	39.00	7	3			117.00	3.77	113.10
100048	MERIT SILVER MENTHOL K/S	20PK	CTN	50.54	8	3			117.00	3.77	113.10
100046	MERIT GOLD MENTHOL 100	20PK	CTN	50.54	9	2			117.00	3.77	113.10
100044	MERIT BRONZE BOX 100	20PK	CTN	50.54	10	2			117.00	3.77	113.10
100042	MERIT BLUE 100	20PK	CTN	50.54	11	2			117.00	3.77	113.10
100040	MERIT BLUE BOX KING	20PK	CTN	50.54	12	2			117.00	3.77	113.10
100049	MERIT SILVER MENTHOL 100	20PK	CTN	50.54	13	2			117.00	3.77	113.10
100047	MERIT GOLD 100	20PK	CTN	50.54	14	3			117.00	3.77	113.10
100045	MERIT GOLD BOX KING	20PK	CTN	50.54	15	3			151.62	3.77	151.62
100043	MERIT BRONZE BOX KING	20PK	CTN	50.54	16	3			151.62	3.77	151.62
100041	MERIT BLUE BOX 100	20PK	CTN	50.54	17	3			151.62	3.77	151.62
*** Class Totals ***									45353.87		76733.90
*****											31380.03
*** Vendor Totals ***									140943.91		187056.90
*****											46112.99

Velocity Report - Version 2 (continued)

CDR Customer Conference		V E L O C I T Y R E P O R T		J E A N N I N E G S K P F R		4 / 05 / 13 14:10:12 Page		3					
From: 01/01/13 To: 03/31/13 Warehouse: 1 MAIN WAREHOUSE		For -- KINGS GROCERY		B I L O X I				MS Cust #: 320033					
Item Number	Description	-Packed-	Unit	Unit Rank	Whole Units	Each Units	W Units	E Units	Net Dollars	Retail Price	Retail Dollars	Profit Dollars	Profit Pct.
Vendor RJRL00 R. J. REYNOLDS TOBACCO INC.													
111700	Class 100 PREMIUM CIGARETTES	20PK	CMN	31.37	1	1503	47149.11	5.95	89428.50	42279.39	47.28		
120200	KOOL MENT 100 MILD	20PK	CMN	31.37	2	1201	37675.37	6.19	74341.90	36666.53	49.32		
100500	WINSTON 100 LIGHT	20PK	CMN	31.37	3	855	26821.35	5.95	50372.50	24051.15	47.28		
118800	CAMEL FILTER 85 BOX	20PK	CMN	33.43	4	253	8457.79	7.19	18190.70	9732.91	53.50		
115401	VANTAGE MENT 100	20PK	CMN	27.76	5	151	4191.76	4.39	6528.90	2437.14	36.77		
	*** Class Totals ***				3963		124295.38		239462.50		115167.12		
Vendor GPC100 GPC 100													
101 DISCOUNT CIGARETTES	Class	101 DISCOUNT CIGARETTES	CMN	18.50	1	2523	46675.50	3.69	93098.70	46423.20	49.86		
BEST VALUE MENT 100 LT		20PK	CMN	27.76	2	2001	55547.76	4.39	87843.90	32296.14	36.77		
DORAL FF MENT 100		20PK	CMN	22.49	3	1455	32722.95	3.59	52234.50	19511.55	37.35		
GPC 100 ULTRA BOX		20PK	CMN	34.90	4	864	30153.60	4.99	43113.60	12960.00	30.06		
CARLTON MENTHOL													
	*** Class Totals ***				6843		165099.81		276290.70		111190.89		
Customer Totals													
	*** Vendor Totals ***				10806		289395.19		515753.20		226358.01		
	*** Customer Totals ***				15847		450063.45		738378.60		288315.15		

Velocity Report - Version 2 (continued)

CDR Customer Conference			V E L O C I T Y R E P O R T			JEANNINE	GSKKPF	4 /05/13 14:10:12 Page
			(Customer Vendor/Class Summary)					4
From:	01/01/13 To:	03/31/13	For --	KINGS GROCERY	BILLOXI		MS	Cust: 320033
Class	Description		Purchases	% Of Total	Retail			
Vendor LIG001	LIGGETT & MEYERS TOBACCO		19724.35	4.38	35568.50			
Class	101 DISCOUNT CIGARETTES							
*** Vendor Totals ***			19724.35	4.38	35568.50			
Vendor PH1001	PHILLIP MORRIS INC.		95590.04	21.24	110323.00			
Class	100 PREMIUM CIGARETTES		45553.87	10.08	76733.90			
Class	101 DISCOUNT CIGARETTES							
*** Vendor Totals ***			140943.91	31.32	187056.90			
Vendor RUR100	R. J. REYNOLDS TOBACCO INC.		124295.38	27.62	239462.50			
Class	100 PREMIUM CIGARETTES		165099.81	36.68	276290.70			
Class	101 DISCOUNT CIGARETTES							
*** Vendor Totals ***			289395.19	64.30	515753.20			
*** Final totals ***			450,063.45		738,378.60			
** END OF REPORT **								

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CDR Customer Conference		V E L O C I T Y R E P O R T		JEANNINE		GMBPER		4/05/13 16:27:51 Page		1													
Saleman:	JOE BADEAUX	From: 01/01/13 To: 03/31/13		Warehouse: 1 MAIN WAREHOUSE		For -- B & D FOOD STORE																	
								-Packed-	Unit	Rank	Item %	Cumm %	Whole	Units	Each	Units	Net	Retail	Dollars	Profit	Dollars	Profit	Per.
100017	Class	1.00	PREMIUM CIGARETTES	20PK	CTIN	53.90	1	.03	.03	2	.03	.03	2	107.80	12.55	251.00	143.20	143.20	57.05				
100014	MARLBORO	RED LABEL BOX KING	20PK	CTIN	53.90	2	.03	.03	.06	2	.03	.03	2	107.80	12.55	251.00	143.20	143.20	57.05				
100012	MARLBORO	GREEN MEN 72	20PK	CTIN	53.90	3	.03	.09	.06	2	.03	.09	2	107.80	12.55	251.00	143.20	143.20	57.05				
100011	MARLBORO	GOLD MEN BOX 100	20PK	CTIN	53.90	4	.03	.12	.06	2	.03	.12	2	107.80	12.55	251.00	143.20	143.20	57.05				
100009	MARLBORO	GOLD KING	20PK	CTIN	53.90	5	.03	.15	.06	2	.03	.15	2	107.80	12.55	251.00	143.20	143.20	57.05				
100015	MARLBORO	BLOCK BOX KING	20PK	CTIN	53.90	6	.03	.18	.06	2	.03	.18	2	107.80	12.55	251.00	143.20	143.20	57.05				
100013	MARLBORO	BLUE MEN 72	20PK	CTIN	53.90	7	.03	.21	.06	2	.03	.21	2	107.80	12.55	251.00	143.20	143.20	57.05				
100010	MARLBORO	BLUE MEN BOX 100	20PK	CTIN	53.90	8	.03	.24	.06	2	.03	.24	2	107.80	12.55	251.00	143.20	143.20	57.05				
100058	MARLBORO	BLACK BOX 100 BG/\$2	20PK	CTIN	48.90	9	.04	.28	.06	3	.04	.28	3	146.70	22.75	341.25	194.55	194.55	57.01				
100003	MARLBORO	BLACK BOX 100	20PK	CTIN	48.90	10	.04	.32	.06	3	.04	.32	3	146.70	11.39	341.70	195.00	195.00	57.07				
100002	MARLBORO	BLACK BOX K/S SOFTPACK	20PK	CTIN	48.90	11	.04	.36	.06	3	.04	.36	3	146.70	11.39	341.70	195.00	195.00	57.07				
100006	MARLBORO	BLIND BOX KING #54	20PK	CTIN	53.90	12	.04	.40	.06	3	.04	.40	3	161.70	12.55	376.50	214.80	214.80	57.05				
100005	MARLBORO	BLIND BOX KING #27	20PK	CTIN	53.90	13	.04	.44	.06	3	.04	.44	3	161.70	12.55	376.50	214.80	214.80	57.05				
100024	MARLBORO	SPEC BLEND BOX KING	20PK	CTIN	53.90	14	.04	.48	.06	3	.04	.48	3	161.70	12.55	376.50	214.80	214.80	57.05				
100026	MARLBORO	BLACK MEN SPEC BLEND BX KS	20PK	CTIN	53.90	15	.04	.52	.06	3	.04	.52	3	161.70	12.55	376.50	214.80	214.80	57.05				
100028	MARLBORO	BLACK MEN SPEC BLEND BX 100	20PK	CTIN	53.90	16	.04	.56	.06	3	.04	.56	3	161.70	12.55	376.50	214.80	214.80	57.05				
100057	VIRGINIA	SLIM SILVER BOX 100	20PK	CTIN	55.68	17	.04	.60	.06	3	.04	.60	3	167.04	12.95	388.50	221.46	221.46	57.00				
100054	VIRGINIA	SLIM GOLD 120	20PK	CTIN	55.68	18	.04	.64	.06	3	.04	.64	3	167.04	12.95	388.50	221.46	221.46	57.00				
100053	VIRGINIA	SLIM GOLD MEN 120	20PK	CTIN	55.68	19	.04	.68	.06	3	.04	.68	3	167.04	12.95	388.50	221.46	221.46	57.00				
100052	VIRGINIA	SLIM GOLD MEN BOX 100	20PK	CTIN	55.68	20	.04	.72	.06	3	.04	.72	3	167.04	12.95	388.50	221.46	221.46	57.00				
100051	VIRGINIA	SLIM GOLD BOX 100	20PK	CTIN	55.68	21	.04	.76	.06	3	.04	.76	3	167.04	12.95	388.50	221.46	221.46	57.00				
100001	MARLBORO	BLEND BOX K/S SOFTPACK	20PK	CTIN	43.90	22	.06	.82	.06	6	.06	.82	6	219.50	10.25	512.50	293.00	293.00	57.17				
100004	MARLBORO	BLACK MEN BOX 100	20PK	CTIN	48.90	23	.06	.88	.06	5	.06	.88	5	244.50	11.39	569.50	325.00	325.00	57.07				
100056	VIRGINIA	SILMS MENTHOL 100	20PK	CTIN	55.68	24	.07	.95	.07	5	.07	.95	5	278.40	12.95	647.50	369.10	369.10	57.00				
100055	VIRGINIA	SILMS MENTHOL BOX 100	20PK	CTIN	55.68	25	.07	1.02	.07	5	.07	1.02	5	278.40	12.95	647.50	369.10	369.10	57.00				
100020	MARLBORO	SILVER BOX 100	20PK	CTIN	53.90	26	.08	1.10	.08	6	.08	1.10	6	323.40	12.55	753.00	429.60	429.60	57.05				
100018	MARLBORO	RED LABEL BOX 100	20PK	CTIN	53.90	27	.08	1.16	.08	6	.08	1.16	6	323.40	12.55	753.00	429.60	429.60	57.05				
100007	MARLBORO	BLEND BOX 100 #54	20PK	CTIN	53.90	28	.08	1.26	.08	6	.08	1.26	6	323.40	12.55	753.00	429.60	429.60	57.05				
100008	MARLBORO	BLUE MEN BOX K/S	20PK	CTIN	53.90	29	.08	1.34	.08	6	.08	1.34	6	323.40	12.55	753.00	429.60	429.60	57.05				
100027	MARLBORO	BLACK SPEC BLEND BOX 100	20PK	CTIN	53.90	30	.10	1.44	.07	7	.10	1.44	7	377.30	12.55	878.50	501.20	501.20	57.05				
100032	MARLBORO	VIRGINIA BLEND BOX 100	20PK	CTIN	53.90	31	.11	1.55	.08	8	.11	1.55	8	431.20	12.55	1004.00	572.80	572.80	57.05				
100031	MARLBORO	VIRGINIA BLEND BOX KING	20PK	CTIN	53.90	32	.11	1.66	.08	8	.11	1.66	8	431.20	12.55	1004.00	572.80	572.80	57.05				
100029	MARLBORO	SPEC BLEND RED BOX KING	20PK	CTIN	53.90	33	.12	1.78	.09	9	.12	1.78	9	485.10	12.55	1129.50	644.40	644.40	57.05				
100022	MARLBORO	SILVER MENTHOL BOX KING	20PK	CTIN	53.90	34	.12	1.90	.09	9	.12	1.90	9	485.10	12.55	1129.50	644.40	644.40	57.05				
100021	MARLBORO	SILVER BOX 72	20PK	CTIN	53.90	35	.12	2.02	.09	9	.12	2.02	9	485.10	12.55	1129.50	644.40	644.40	57.05				
100019	MARLBORO	SILVER BOX KING	20PK	CTIN	53.90	36	.12	2.14	.09	9	.12	2.14	9	485.10	12.55	1129.50	644.40	644.40	57.05				

Velocity Report - Version 3 (continued)

CDR Customer Conference		VELOCITY REPORT		JEANNINE		GMBPFR		4/05/13 16:27:51 Page		2			
From : 01/01/13 To : 03/31/13		Warehouse: 1 MAIN WAREHOUSE		For -- B & D FOOD STORE									
Description		-Packed-	Unit	Unit Rank	Item %	Cumm %	Whole Units	Each Units	Net Dollars	Retail Price	Retail Dollars	Profit Dollars	Profit Pct.
100030 MARLBORO SPEC BLEND RED BOX 100	20PK	CTN	53 .90	.37	.15	.29	11		592 .90	12 .55	1380 .50	787 .60	57 .05
100023 MARLBORO SILVER MENTHOL BOX 100 B&H MENT 100 LT.	20PK	CTN	53 .90	.38	.15	.44	11		592 .90	12 .55	1380 .50	787 .60	57 .05
108300 B&H MENT 100 LT.	20PK	CTN	46 .20	.39	1 .54	.98	516		23839 .20	6 .19	3940 .40	8101 .20	25 .36
115401 PALI MALL 100 BOX	20PK	CTN	40 .06	40	1 .56	5 .54	153		6129 .18	9 .35	14305 .50	8176 .32	57 .16
100016 MARLBORO GOLD 100	20PK	CTN	53 .90	.41	8 .20	13 .74	602		32447 .80	12 .55	75551 .00	43103 .20	57 .05
100500 CAMEL FILTER 85 BOX	20PK	CTN	43 .67	.42	9 .47	23 .21	855		37337 .85	10 .19	87124 .50	49786 .65	57 .14
119526 VIRGINIA SLIM SILVER MEN BOX 100	20PK	CTN	55 .68	.43	11 .84	35 .05	843		46938 .24	12 .95	10168 .50	62230 .26	57 .05
113200 MARLBORO GOLD BOX 100	20PK	CTN	53 .90	.44	11 .87	46 .92	872		47000 .80	12 .55	109436 .00	6235 .20	57 .05
120200 WINSTON 100 LIGHT	20PK	CTN	43 .67	.45	13 .32	60 .24	1203		52535 .01	10 .19	12585 .70	70050 .69	57 .14
111700 KOOL MENT 100 MILD	20PK	CTN	43 .67	.46	16 .65	76 .89	1503		65636 .01	10 .19	153155 .70	87519 .69	57 .14
118800 VANTAGE MENT 100	20PK	CTN	45 .73	.47	23 .13	100 .02	2001		91505 .73	10 .65	213106 .50	121600 .77	57 .06
*** Class Totals ***													
							8728		412996 .32	938785 .95	525789 .63		
101 DISCOUNT CIGARETTES													
100037 BASIC GOLD BOX 100	20PK	CTN	51 .30	1	.03	.03	2		102 .60	7 .35	147 .00	44 .40	30 .20
100036 BASIC GOLD BOX KING	20PK	CTN	51 .30	.20	.04	.07	3		153 .90	7 .35	220 .50	66 .60	30 .20
100035 BASIC BLUE 100	20PK	CTN	51 .30	.3	.04	.11	3		153 .90	7 .35	220 .50	66 .60	30 .20
100034 BASIC BLUE BOX 100	20PK	CTN	51 .30	.4	.04	.15	3		153 .90	7 .35	220 .50	66 .60	30 .20
100039 BASIC GOLD MENTHOL BOX 100	20PK	CTN	51 .30	.5	.06	.21	5		256 .50	7 .35	367 .50	111 .00	30 .20
100038 BASIC GOLD MENTHOL BOX KING	20PK	CTN	51 .30	.6	.06	.27	5		256 .50	7 .35	367 .50	111 .00	30 .20
100048 MERIT SILVER MENTHOL K/S	20PK	CTN	62 .84	7	.11	.38	7		439 .88	8 .99	629 .30	189 .42	30 .10
100042 MERIT BLUE 100	20PK	CTN	62 .84	.8	.11	.49	7		439 .88	8 .99	629 .30	189 .42	30 .10
100040 MERIT BLUE BOX KING	20PK	CTN	62 .84	.9	.11	.60	7		439 .88	8 .99	629 .30	189 .42	30 .10
100044 MERIT BRONZE BOX 100	20PK	CTN	62 .84	10	.12	.72	8		502 .72	8 .99	719 .20	216 .48	30 .10
100046 MERIT GOLD MENTHOL 100	20PK	CTN	62 .84	11	.14	.86	9		565 .56	8 .99	809 .10	243 .54	30 .10
100045 MERIT GOLD BOX KING	20PK	CTN	62 .84	12	.14	1 .00	9		565 .56	8 .99	809 .10	243 .54	30 .10
100049 MERIT SILVER MENTHOL 100	20PK	CTN	62 .84	13	.15	1 .15	10		628 .40	8 .99	899 .00	270 .60	30 .10
100047 MERIT GOLD 100	20PK	CTN	62 .84	14	.15	1 .30	10		628 .40	8 .99	899 .00	270 .60	30 .10
100043 MERIT BRONZE BOX KING	20PK	CTN	62 .84	15	.15	1 .45	10		628 .40	8 .99	899 .00	270 .60	30 .10
100041 MERIT BLUE BOX 100	20PK	CTN	62 .84	16	.15	1 .60	10		628 .40	8 .99	899 .00	270 .60	30 .10
100033 BASIC BLUE BOX KING	20PK	CTN	51 .30	17	.18	1 .78	14		718 .20	7 .35	1029 .00	310 .80	30 .20
102811 LIGGETT SELECT FF MENTHOL 100	20PK	CTN	29 .99	18	.5 .70	7 .48	783		23482 .17	4 .29	33390 .70	10108 .53	30 .09
125800 DORAL FF MENT 100	20PK	CTN	40 .06	19	5 .93	13 .41	603		24156 .18	5 .75	34672 .50	10516 .32	30 .33
102815 LIGGETT SELECT ULTRA 100 EX	20PK	CTN	29 .99	20	10 .81	24 .22	1485		44535 .15	4 .29	63106 .50	19171 .35	30 .09
130585 GPC 100 ULTRA BOX	20PK	CTN	34 .19	21	12 .40	36 .62	1455		50619 .45	4 .99	7604 .50	21985 .05	30 .28
101300 CRAYTON MENTHOL	20PK	CTN	47 .20	22	20 .66	57 .28	1805		85196 .00	6 .75	12837 .50	36641 .50	30 .07
131761 BASIC FF 100 BOX	20PK	CTN	41 .09	23	42 .73	100 .01	1503		61758 .27	9 .15	13524 .50	75766 .23	55 .09
*** Class Totals ***													
							7756		297009 .80	474330 .00	177320 .20		
*** Customer Totals ***													
							16484		710006 .12	1413115 .95	703109 .83		

Velocity Report - Version 3 (continued)

CDR Customer Conference		V E L O C I T Y R E P O R T			JEANNINE	GSWBPR	4/05/13 16:27:51	Page	3	
		(Customer By Class Summary)								
From:	01/01/13 To:	03/31/13		For -- B & D FOOD STORE			HOUSTON			
Class	Description			Purchases	% Of Total	Retail				
100	PREMIUM CIGARETTES			412996.32	58.17	938785.95				
101	DISCOUNT CIGARETTES			297009.80	41.83	474330.00				
	Final totals			710,006.12		1,413,115.95				
							TX	Cust #:	771230	

Customer By Class Summary

(Value of *C* entered for Print Cust/Class *OR* Print Cust/Group Summary? field.)

CDR Customer Conference	V E L O C I T Y R E P O R T	JEANNINE	BSKMPFR	4/08/13 10:58:55	Page	1
(Customer By Class Summary)						
From: 01/01/13 To: 03/31/13	For -- B & D FOOD STORE		HOUSTON		TX	Cust #: 771230
Class	Description	Purchases	% Of Total	Retail		
100	PREMIUM CIGARETTES	412996.32	52.78	938785.95		
101	DISCOUNT CIGARETTES	297009.80	37.96	474330.00		
200	CHEWING TOBACCO	4872.24	.62	5849.10		
201	SMOKING TOBACCO	41570.10	5.31	90478.08		
202	MOIST SNUFF	25800.00	3.30	4257.00		
300	CIGARS	185.97	.02	250.95		
Final totals		782,434.43		1,513,951.08		
** END OF REPORT **						

Corporate By Class Summary

(Value of *C* entered for Print Cust/Class *OR* Print Cust/Group Summary? field.)

CDR Customer Conference	V E L O C I T Y R E P O R T	JEANNINE	BSKMPFR	4/08/13 15:11:38	Page	13
(Corporate By Class Summary)						
From: 01/01/13 To: 03/31/13	For -- USA CONVENIENCE HEADQUARTERS BATON ROUGE			LA	Corp #:	900100
Class	Description	Purchases	% Of Total	Retail		
100	PREMIUM CIGARETTES	1880233.12	84.35	2711193.60		
200	CHEWING TOBACCO	16880.08	.76	1850.64		
201	SMOKING TOBACCO	144818.70	6.50	31066.20		
202	MOIST SNUFF	187175.84	8.40	35336.40		
300	CIGARS	14.59	.00	19.70		
Final totals		2,229,122.33		2,779,466.54		
** END OF REPORT **						

Customer By Category Summary

(Value of *G* entered for Print Cust/Class *OR* Print Cust/Group Summary? field.)

CDR Customer Conference	V E L O C I T Y R E P O R T	JEANNINE	BSKMPFR	4/08/13 12:09:36	Page	1
(Customer By Category Summary)						
From: 01/01/13 To: 03/31/13	For -- B & D FOOD STORE		HOUSTON		TX	Cust #: 771230
Category	Description	Purchases	% Of Total	Retail		
1	CIGARETTES	710006.12	90.74	1413115.95		
2	TOBACCO	72242.34	9.23	100584.18		
3	CIGARS	185.97	.02	250.95		
Final totals		782,434.43		1,513,951.08		
** END OF REPORT **						

Velocity Item Summary

(Value of Y entered for Print Corp/Class Summary? and
C entered for Print Acct. Type/Item *OR* Print Corp/Item Summary? field.)

CDR Customer Conference		VELOCITY (ITEM SUMMARY)										JEANNINE		BSLHPPR		4/08/13 12:29:58		Page		1		LA		CORP. #		900100							
From: 01/01/13 To: 03/31/13		For -- USA CONVENIENCE HEADQUARTERS										- Packed -		Unit		Rank		Item %		Cumm %		Whole Units		Each Units		Net Dollars		Retail Dollars		Profit Dollars		Profit Pct.	
Description	Category	1 CIGARETTES	KOOL MENT 100 MILD	VIRGINIA SLIM SILVER MEN BOX 100	20PK	CTN	1	24.76	24.76	13114	461743.94	667502.60	205758.66	30.83	30.44	30.44	30.44	30.44	30.44	30.44	30.44	30.44	30.44	30.44	30.44	30.44	30.44	30.44	30.44				
111700		VIRGINIA SLIM SILVER MEN BOX 100	20PK	CTN	2	14.21	3.8	97	5886	269814.24	387887.40	118073.16	30.44																				
119526		WINSTON 100 LIGHT	20PK	CTN	3	13.23	52.20	7007	246716.47	356656.30	109539.83	30.83																					
120200		PALL MALL 100 BOX	20PK	CTN	4	12.73	64.93	7873	239811.58	345624.70	105813.12	30.62																					
115401		MARLBORO GOLD BOX 100	20PK	CTN	5	9.59	74.52	4063	182267.08	261194.70	79681.62	30.42																					
113200		CAMEL FILTER 85 BOX	20PK	CTN	6	8.99	83.51	4989	164237.88	238973.10	74735.22	31.27																					
100500		B&H MENT 100 LT.	20PK	CTN	7	7.80	9.31	4209	149419.50	214238.10	64818.60	30.26																					
108300		MARLBORO GOLD 100	20PK	CTN	8	5.32	96.63	2340	103006.80	147186.00	44179.20	30.02																					
100016		VANTAGE MENT 100	20PK	CTN	9	2.94	99.57	1475	55061.75	79502.50	24440.75	30.74																					
118800		MARLBORO BLUE MEN BOX K/S	20PK	CTN	10	.03	99.60	12	528.24	754.80	226.56	30.02																					
100008		MARLBORO GOLD BOX KING	20PK	CTN	11	.03	99.53	12	520.24	754.80	226.56	30.02																					
100009		MARLBORO BLEND BOX KING #54	20PK	CTN	12	.02	99.65	10	440.20	629.00	188.80	30.02																					
100006		MARLBORO GOLD KING	20PK	CTN	13	.02	99.67	9	396.18	566.10	169.92	30.02																					
100011		MARLBORO BLUE MEN 72	20PK	CTN	14	.02	99.59	9	396.18	566.10	169.92	30.02																					
100015		MARLBORO BLACK SPEC BLEND BOX KING	20PK	CTN	15	.02	99.71	9	396.18	566.10	169.92	30.02																					
100024		MARLBORO BLACK MEN SPEC BLEND B 100	20PK	CTN	16	.02	99.73	9	396.18	566.10	169.92	30.02																					
100028		MARLBORO BLEND BOX K/S SOFTPACK	20PK	CTN	17	.02	99.75	11	370.92	537.90	166.98	31.04																					
100001		MARLBORO RED LABEL BOX KING	20PK	CTN	18	.02	99.77	8	352.16	503.20	151.04	30.02																					
100017		VIRGINIA SLIM GOLD 120	20PK	CTN	19	.02	99.79	7	320.88	461.30	140.42	30.44																					
100054		VIRGINIA SLIM GOLD 120	20PK	CTN	20	.02	99.81	8	312.64	447.20	134.56	30.09																					
100003		MARLBORO BLUE BLACK BOX 100	20PK	CTN	21	.01	99.82	6	275.04	395.40	120.36	30.44																					
100053		VIRGINIA SLIM GOLD MEN 120	20PK	CTN	22	.01	99.83	6	275.04	395.40	120.36	30.44																					
100055		MARLBORO GREEN MEN 72	20PK	CTN	23	.01	99.84	6	261.12	377.40	113.28	30.02																					
100014		VIRGINIA SLIM GOLD BOX 100	20PK	CTN	24	.01	99.85	5	229.20	329.50	100.30	30.44																					
100051		VIRGINIA SLIM SILVER BOX 100	20PK	CTN	25	.01	99.86	5	229.20	329.50	100.30	30.44																					
100057		MARLBORO BLUE MEN BOX 100	20PK	CTN	26	.01	99.87	5	220.10	314.50	94.40	30.02																					
100010		VIRGINIA SLIM MENTHOL 100	20PK	CTN	27	.01	99.88	4	183.36	263.60	80.24	30.44																					
100056		MARLBORO BLEND BOX 100 #54	20PK	CTN	28	.01	99.89	4	176.08	251.60	75.52	30.02																					
100007		MARLBORO BLUE MEN 72	20PK	CTN	29	.01	99.90	4	176.08	251.60	75.52	30.02																					
100013		MARLBORO BLEND SPEC BLEND BOX 100	20PK	CTN	30	.01	99.91	4	176.08	251.60	75.52	30.02																					
100027		MARLBORO BLACK MEN BOX 100	20PK	CTN	31	.01	99.92	4	156.32	223.60	67.28	30.09																					
100004		MARLBORO BLACK BOX 100	20PK	CTN	32	.01	99.93	3	137.52	197.70	60.18	30.44																					
100052		MARLBORO SLIM MENTHOL 100	20PK	CTN	33	.01	99.94	3	132.06	188.70	56.64	30.02																					
100012		MARLBORO BLACK MEN SPEC BLEND BX KS	20PK	CTN	34	.01	99.95	3	132.06	188.70	56.64	30.02																					
100026		MARLBORO BLACK BOX K/S SOFTPACK	20PK	CTN	35	.01	99.96	3	117.24	167.70	50.46	30.09																					
100002		MARLBORO BLEND BOX KING #27	20PK	CTN	36	.00	99.96	2	88.04	125.80	37.76	30.02																					
100005		MARLBORO RED LABEL BOX 100	20PK	CTN	37	.00	99.96	2	88.04	125.80	37.76	30.02																					
100018		MARLBORO SILVER BOX KING	20PK	CTN	38	.00	99.96	2	88.04	125.80	37.76	30.02																					
100019		MARLBORO SILVER BOX 100	20PK	CTN	39	.00	99.96	2	88.04	125.80	37.76	30.02																					
100020																																	

Velocity Item Summary (continued)

CDR Customer Conference		VELOCITY (ITEM SUMMARY)										JEANNINE		BSLHPFR		4/08/13 12:29:58 Page		2	
From: 01/01/13 To: 03/31/13		For -- USA CONVENIENCE HEADQUARTERS										BATON ROUGE							
Description		-Packed-		Unit		Rank		Item %		Cumm %		Whole		Net		LA		CORP. #	
												Units	Units	Dollars	Dollars	Retail	Retail	Profit Dollars	Profit Dollars
												Each	Each	Units	Units	Units	Units	Profit Pct.	Profit Pct.
100021	MARLERO SILVER BOX 72	20PK	CTN	40	.00	99.96	2					88.04	125.80	37.76	30.02				
100023	MARLERO SILVER MENTHOL BOX 100	20PK	CTN	41	.00	99.96	2					88.04	125.80	37.76	30.02				
100030	MARLERO SPEC BLEND RED BOX 100	20PK	CTN	42	.00	99.96	2					88.04	125.80	37.76	30.02				
100031	MARLERO VIRGINIA BLEND BOX KING	20PK	CTN	43	.00	99.96	2					88.04	125.80	37.76	30.02				
100022	MARLERO SILVER MENTHOL BOX KING	20PK	CTN	44	.00	99.96	1					44.02	62.90	18.88	30.02				
100029	MARLERO SPEC BLEND RED BOX KING	20PK	CTN	45	.00	99.96	1					44.02	62.90	18.88	30.02				
100032	MARLERO VIRGINIA BLEND BOX 100	20PK	CTN	46	.00	99.96	1					44.02	62.90	18.88	30.02				
*** Category Totals ***										51144		1880233.12	2711193.60	830960.48					
*** Corporate Totals ***										51144		1880233.12	2711193.60	830960.48					
Final totals																			
** END OF REPORT **																			

Velocity Summary By Item

(Value of Y entered for Print Item Summary? field.)

CDR Customer Conference		VELOCITY SUMMARY(BY ITEM)			JEANNINE	CVFZPFR	4/08/13 12:56:37	Page	1	
From:	01/01/13 To: 03/31/13		-Packed-	U/M	Whole Units	Each Units	Net Dollars	Retail Dollars	Profit Dollars	Profit Pct.
Item/UPC	Description									
Category	1 CIGARETTES									
108300	B&H MENT 100 LT.	20PK	CTN	516	23839.20	31940.40	8101.20	.25		
100033	BASIC BLUE BOX KING	20PK	CTN	14	718.20	1029.00	310.80	.30		
100034	BASIC BLUE BOX 100	20PK	CTN	3	153.90	220.50	66.60	.30		
100035	BASIC BLUE 100	20PK	CTN	3	153.90	220.50	66.60	.30		
131761	BASIC FF 100 BOX	20PK	CTN	1503	61758.27	137524.50	75766.23	.55		
100036	BASIC GOLD BOX KING	20PK	CTN	3	153.90	220.50	66.60	.30		
100037	BASIC GOLD BOX 100	20PK	CTN	2	102.60	147.00	44.40	.30		
100038	BASIC GOLD MENTHOL BOX KING	20PK	CTN	5	256.50	367.50	111.00	.30		
100039	BASIC GOLD MENTHOL BOX 100	20PK	CTN	5	256.50	367.50	111.00	.30		
100500	CAMEL FILTER 85 BOX	20PK	CTN	855	37337.85	87124.50	49786.65	.57		
101300	CARLTON MENTHOL	20PK	CTN	1805	85196.00	121837.50	36641.50	.30		
125800	DORAL FF MENT 100	20PK	CTN	603	24156.18	34672.50	10516.32	.30		
130585	GPC 100 ULTRA BOX	20PK	CTN	1455	50619.45	72604.50	21985.05	.30		
111700	KOOL MENT 100 MILD	20PK	CTN	1503	65636.01	153155.70	87519.69	.57		
102811	LIGGETT SELECT FF MENTH BOX 100	20PK	CTN	783	23482.17	33590.70	10108.53	.30		
102815	LIGGETT SELECT ULTRA 100 BX	20PK	CTN	1485	44535.15	63706.50	19171.35	.30		
100002	MARLBORO BLACK BOX K/S SOFTPACK	20PK	CTN	3	146.70	341.70	195.00	.57		
100003	MARLBORO BLACK BOX 100	20PK	CTN	3	146.70	341.70	195.00	.57		
100058	MARLBORO BLACK BOX 100 B2G\$2	20PK	CTN	3	146.70	341.25	194.55	.57		
100004	MARLBORO BLACK MEN BOX 100	20PK	CTN	5	244.50	569.50	325.00	.57		
100028	MARLBORO BLACK MEN SPEC BLEND B 100	20PK	CTN	3	161.70	376.50	214.80	.57		
100026	MARLBORO BLACK MEN SPEC BLEND BX KS	20PK	CTN	3	161.70	376.50	214.80	.57		
100024	MARLBORO BLACK SPEC BLEND BOX KING	20PK	CTN	3	161.70	376.50	214.80	.57		
100027	MARLBORO BLACK SPEC BLEND BOX 100	20PK	CTN	7	377.30	878.50	501.20	.57		
100001	MARLBORO BLEND BOX K/S SOFTPACK	20PK	CTN	5	219.50	512.50	293.00	.57		
100005	MARLBORO BLEND BOX KING #27	20PK	CTN	3	161.70	376.50	214.80	.57		
100006	MARLBORO BLEND BOX KING #54	20PK	CTN	3	161.70	376.50	214.80	.57		
100007	MARLBORO BLEND BOX 100 #54	20PK	CTN	6	323.40	753.00	429.60	.57		
100008	MARLBORO BLUE MEN BOX K/S	20PK	CTN	6	323.40	753.00	429.60	.57		
100010	MARLBORO BLUE MEN BOX 100	20PK	CTN	2	107.80	251.00	143.20	.57		
100013	MARLBORO BLUE MEN 72	20PK	CTN	4	215.60	502.00	286.40	.57		
100009	MARLBORO GOLD BOX KING	20PK	CTN	2	107.80	251.00	143.20	.57		
113200	MARLBORO GOLD BOX 100	20PK	CTN	872	47000.80	109436.00	62435.20	.57		
100011	MARLBORO GOLD KING	20PK	CTN	2	107.80	251.00	143.20	.57		
100012	MARLBORO GOLD MEN BOX 100	20PK	CTN	2	107.80	251.00	143.20	.57		
100016	MARLBORO GOLD 100	20PK	CTN	602	32447.80	75551.00	43103.20	.57		
100014	MARLBORO GREEN MEN 72	20PK	CTN	2	107.80	251.00	143.20	.57		
100017	MARLBORO RED LABEL BOX KING	20PK	CTN	2	107.80	251.00	143.20	.57		
100018	MARLBORO RED LABEL BOX 100	20PK	CTN	6	323.40	753.00	429.60	.57		
100019	MARLBORO SILVER BOX KING	20PK	CTN	9	485.10	1129.50	644.40	.57		
100020	MARLBORO SILVER BOX 100	20PK	CTN	6	323.40	753.00	429.60	.57		

CDR Customer Conference		VELOCITY SUMMARY(BY ITEM)			JEANNINE	CVFZPFR	4/08/13 12:56:37	Page	2	
From:	01/01/13 To: 03/31/13		-Packed-	U/M	Whole Units	Each Units	Net Dollars	Retail Dollars	Profit Dollars	Profit Pct.
Item/UPC	Description									
100021	MARLBORO SILVER BOX 72	20PK	CTN	9	485.10	1129.50	644.40	.57		
100022	MARLBORO SILVER MENTHOL BOX KING	20PK	CTN	9	485.10	1129.50	644.40	.57		
100023	MARLBORO SILVER MENTHOL BOX 100	20PK	CTN	11	592.90	1380.50	787.60	.57		
100029	MARLBORO SPEC BLEND RED BOX KING	20PK	CTN	9	485.10	1129.50	644.40	.57		
100030	MARLBORO SPEC BLEND RED BOX 100	20PK	CTN	11	592.90	1380.50	787.60	.57		
100031	MARLBORO VIRGINIA BLEND BOX KING	20PK	CTN	8	431.20	1004.00	572.80	.57		
100032	MARLBORO VIRGINIA BLEND BOX 100	20PK	CTN	8	431.20	1004.00	572.80	.57		
100040	MERIT BLUE BOX KING	20PK	CTN	7	439.88	629.30	189.42	.30		
100041	MERIT BLUE BOX 100	20PK	CTN	10	628.40	899.00	270.60	.30		
100042	MERIT BLUE 100	20PK	CTN	7	439.88	629.30	189.42	.30		
100043	MERIT BRONZE BOX KING	20PK	CTN	10	628.40	899.00	270.60	.30		
100044	MERIT BRONZE BOX 100	20PK	CTN	8	502.72	719.20	216.48	.30		
100045	MERIT GOLD BOX KING	20PK	CTN	9	565.56	809.10	243.54	.30		
100046	MERIT GOLD MENTHOL 100	20PK	CTN	9	565.56	809.10	243.54	.30		
100047	MERIT GOLD 100	20PK	CTN	10	628.40	899.00	270.60	.30		
100048	MERIT SILVER MENTHOL K/S	20PK	CTN	7	439.88	629.30	189.42	.30		
100049	MERIT SILVER MENTHOL 100	20PK	CTN	10	628.40	899.00	270.60	.30		
115401	PALL MALL 100 BOX	20PK	CTN	153	6129.18	14305.50	8176.32	.57		
118800	VANTAGE MENT 100	20PK	CTN	2001	91505.73	213106.50	121600.77	.57		
100051	VIRGINIA SLIM GOLD BOX 100	20PK	CTN	3	167.04	388.50	221.46	.57		
100052	VIRGINIA SLIM GOLD MEN BOX 100	20PK	CTN	3	167.04	388.50	221.46	.57		
100053	VIRGINIA SLIM GOLD MEN 120	20PK	CTN	3	167.04	388.50	221.46	.57		
100054	VIRGINIA SLIM GOLD 120	20PK	CTN	3	167.04	388.50	221.46	.57		
100057	VIRGINIA SLIM SILVER BOX 100	20PK	CTN	3	167.04	388.50	221.46	.57		
119526	VIRGINIA SLIM SILVER MEN BOX 100	20PK	CTN	843	46938.24	109168.50	62230.26	.57		
100055	VIRGINIA SLIMS MENTHOL BOX 100	20PK	CTN	5	278.40	647.50	369.10	.57		
100056	VIRGINIA SLIMS MENTHOL 100	20PK	CTN	5	278.40	647.50	369.10	.57		
120200	WINSTON 100 LIGHT	20PK	CTN	1203	52535.01	122585.70	70050.69	.57		
*** Category Totals ***				16484	710006.12	1413115.95	703109.83			
Final totals				16484	710006.12	1413115.95	703109.83			
** END OF REPORT **										

Veloc. Item/Cust Summary
 (Value of Y entered for Print Item/Cust Summary? field.)

CDR Customer Conference		Veloc. Item/Cust Summary	JEANNINE	GWR6PFR	4/08/13 13:37:03	Page	1
From: 01/01/13 To: 03/31/13							
Cust #	Name		Full	Eaches	Dollars		
Item/UPC: 306557	WHITE OWL BLUNT GRAPE						
99000	99 MART PLUS		3		48.75		
100001	STOP 'N SHOP		1		16.25		
100003	BOB'S SHELL		5		81.25		
100222	TODD'S COUNTRY CORNER		1		16.25		
100301	THREE RIVERS CHEVRON		1		16.25		
100801	BARON EXPRESS #2 BP		2		32.50		
100802	CRANKY CORNER QUICK STOP		3		48.75		
100850	EXPRESS WAY FOOD MART		2		29.18		
100857	JR FOOD MART - FOLSOM		1		16.25		
100900	JR FOOD MART - ABITA		1		16.25		
300133	SAIA'S SUPERMARKET		26		422.50		
320033	KINGS GROCERY		1		16.25		
320055	OCEAN SPRINGS QUICK STOP		13		211.25		
320091	LIL SHORT STOP - VANCLEVE		1		16.25		
320092	LIL SHORT STOP - OCEAN SPRINGS		1		16.25		
380100	MISSISSIPPI STOP N GO		1		16.25		
380110	MISS STOP N GO #110		2		32.50		
500101	UNION GROVE GROCERY		2		32.50		
700180	L & M GROCERY		5		81.25		
770005	PARK IT MARKET		1		16.25		
771230	B & D FOOD STORE		3		48.75		
800237	DANNY & CLYDE'S FOOD STORE #20		1		16.25		
800333	KINGS FOREST EXXON		1		16.25		
900600	USA CONVENIENCE STORE #600		1		14.59		
Totals For: 306557	WHITE OWL BLUNT GRAPE		79		1278.77		

CDR Customer Conference		Veloc. Item/Cust Summary	JEANNINE	GWR6PFR	4/08/13 13:37:03	Page	2
From: 01/01/13 To: 03/31/13							
Cust #	Name		Full	Eaches	Dollars		
Item/UPC: 303778	WINCHESTER LITTLE CIGAR						
99000	99 MART PLUS		3		137.22		
100001	STOP 'N SHOP		1		39.70		
100003	BOB'S SHELL		5		198.50		
100222	TODD'S COUNTRY CORNER		1		39.70		
100301	THREE RIVERS CHEVRON		1		39.70		
100801	BARON EXPRESS #2 BP		2		79.40		
100802	CRANKY CORNER QUICK STOP		3		119.10		
100850	EXPRESS WAY FOOD MART		2		72.80		
100857	JR FOOD MART - FOLSOM		1		39.70		
100900	JR FOOD MART - ABITA		1		39.70		
300133	SAIA'S SUPERMARKET		25		992.50		
320033	KINGS GROCERY		1		38.26		
320055	OCEAN SPRINGS QUICK STOP		13		497.38		
320091	LIL SHORT STOP - VANCLEVE		1		38.26		
320092	LIL SHORT STOP - OCEAN SPRINGS		1		38.26		
380100	MISSISSIPPI STOP N GO		1		38.26		
380110	MISS STOP N GO #110		2		76.52		
500101	UNION GROVE GROCERY		2		79.40		
700180	L & M GROCERY		5		198.50		
770005	PARK IT MARKET		1		45.74		
771230	B & D FOOD STORE		3		137.22		
800237	DANNY & CLYDE'S FOOD STORE #20		1		39.70		
800333	KINGS FOREST EXXON		1		39.70		
Totals For: 303778	WINCHESTER LITTLE CIGAR		77		3065.22		
Final totals			156		4343.99		
** END OF REPORT **							

Customer Monthly Movement Report

The Customer Monthly Movement application is used to detail the sales activity of an individual customer or a corporate customer for one or more months within a year.

User: JEANNINE	Menu: RPCV1	Date: 3/19/10
=====> R E P O R T S <=====		
	1. Customer Reports	
THE	2. Item Reports	
DAC	3. A/R Reports	
SYSTEM	4. Billing Reports	
	5. Inventory Reports	
	6. Purchasing Reports	
	7. Tax Reports	
	8. Sales Analysis Reports	
	9. Labels	
	10. Order Books	
M E N U C A L L S		
19. Credit Reports	20. Salesman Reports	21.
22.	23. Dac Main Menu	90. Sign Off
=====		
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==>		

1. Select option 8 (Sales Analysis Reports) from the Reports screen. The Sales Analysis screen appears.

User: JEANNINE	Menu: SARCV1	Date: 3/19/10
=====> S A L E S A N A L Y S I S <=====		
	1. Customer Sales/Cost PTD & YTD	11. Cust Monthly Sales Report
THE	2. WTD/YTD Company Profile	12. Cust Monthly Unit Sales
DAC	3. DAILY/PTD Company Profile	13. Vendor Monthly Analysis
SYSTEM	4. WTD/YTD Salesman Profile	14. Delivery Route Profitability
	5. DAILY/PTD Salesman Profile	15. Customer Profit Ranking
	6. Customer Profitability	16. Company Profile Avg Cost M/Y
	7. Work with Cust/Class Analysis	17. Salesman Analysis
	8. Cust/Category Sales By Date	18. Customer Profitability #2
	9. Customer Monthly Movement	
	10. Customer Ranking Report	
M E N U C A L L S		
19.	20.	21. Reports
22.	23. Dac Main Menu	90. Sign Off
=====		
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==>		

2. Select option 9 (Customer Monthly Movement) from the Sales Analysis screen. The Customer Monthly Movement screen appears.

CVVWPVR	ENTER	CDR Customer Conference	3/19/10 9:05:14
Customer Monthly Movement			
Type choices, press Enter.			
Year (20xx) 2010			
Period (1-12)			
Corporate Number ** OR **			
Customer Number ** OR **			
Salesman ** OR **			
Billing Matrix			
F3=Exit F4=Search F6=Print			

Customer Monthly Movement Report

Creative Data Research		Customer Monthly Movement		CDR1	CVV/PFR	9/19/02 16:02:49 Page	37
		Period 8 2002		*****			
						U S A G E P E R P E R I O D	
Item Number	Description	Sell U/M	Retail	Avg. Usage	01	02	03
Unit	Pct %	Unit	Pct %	01	02	03	04
880310 D/SHOP SAUS/CHEESE MUFF 18CT #085152	18 CSE 16.50	173	197	105	0	376	205
880330 D/SHOP SAUS/CHAM/CHS MUFF 18CT #07231	18 CSE 16.50	130	0	0	401	192	168
880335 D/SHOP EGG/HAM/CHS BLS 24/2PK #5655	24 CSE 20.75	229	218	203	253	243	242
882983 OWENS SAUS/EGG/CHS BLS 24/2PK #5655	24 CSE 20.75	229	218	203	253	243	242
Total 1312 MISCELLANEOUS SANDWICHES	18	12920	10395	9563	10367	12839	15117
800910 BAR-S SLICED BACON 24/12 OZ.	24 CSE 31.89	57	54	57	58	53	55
808378 O/M LUNCHABLE HAM/SWISS 16/4.5 OZ.	16 CSE 25.64	230	208	193	238	240	287
808402 O/M LUNCHABLE TKY/CHEDDAR 16/4.5 OZ	16 CSE 25.66	297	248	245	283	321	372
809723 O/M ALL MEAT BOLOGNA 12/8 OZ.	12 CSE 34.94	36	28	36	31	47	37
809730 O/M BEEF BOLOGNA 12/8 OZ.	12 CSE 27.44	30	25	26	26	25	36
809947 O/M SLICED CHOPPED HAM 12/8 OZ.	12 CSE 37.24	41	31	53	35	37	48
809970 O/M SLICED COTTO SALAMI 12/8 OZ.	12 CSE 24.56	35	26	31	32	36	37
809988 O/M SMOKED LORED HAM 15/6 OZ.	15 CSE 34.77	47	36	41	47	48	46
810700 DECKER MEAT BOLOGNA 24/12OZ.	24 CSE .00	0	0	0	0	0	0
810990 BAR-S MEAT BOLOGNA 16/12 OZ.	16 CSE 38.07	50	46	47	46	45	56
811307 BAR-S JURBO MEAT FRANKS 12/1#	12 CSE 32.90	115	99	106	112	105	125
816680 BUDDIG SLICED BEEF 24/2.5 OZ. BAGS	24 BOX 36.71	29	37	22	18	19	41
816682 BUDDIG SLICED CHICKEN 24/2.5OGBAGS	24 BOX 36.68	32	32	22	25	27	44
816684 BUDDIG SLICED HAM 24/2.5 OZ. BAGS	24 BOX 36.64	33	32	33	25	26	42
816686 BUDDIG SLICED TURKEY 24/2.5OZ BAGS	24 BOX 36.71	30	25	26	23	24	47
816688 BUDDIG SLI CV/RST TURKEY 24/2.5OZ	10 CSE 28.28	139	162	139	133	131	158
865058 SCHWAB'S SMOKED HOT LINKS 10/12 OZ.	17	1223	1119	1096	1165	1187	1499
Total 1320 LUNCH MEAT * RETAIL PACKS							
602710 PINATA CORN TORTILLAS 6.5" 12/9OZ.	12 CSE .00	0	1	0	1	0	0
602715 PINATA FLOOR TORTILLAS 8" 12/12.5OZ	12 CSE .00	0	1	0	2	0	0
608463 P/B BIG CNTRY EM BISC 12/1OCT 85370	12 CSE 40.25	77	75	68	92	55	71
Total 1325 BISCUITS/TORTILLAS	3	77	77	68	95	71	55
600627 KR PARKAY OLEO QUARTERS 30/1LB	30 CSE 41.14	16	13	17	15	15	12
600690 SHEDD'S MINI CROCK 18/2-8 OZ.	18 CSE 37.17	57	59	56	53	56	61
603423 KRAFT FRENCH ONION DIP 12/8 OZ.	12 CSE 40.25	51	49	47	51	46	61
604074 KRAFT CHEEZ WHIZ 12/15 OZ.	12 CSE 34.17	9	8	7	7	9	9
604210 KRAFT PHIL CREAM CHEESE 6/3 OZ.	6 BOX 33.96	64	56	33	64	80	73
604350 PHILLY STRAW/CHEESECAKE BAR 6/1.5OZ	6 BOX 35.99	354	0	0	409	480	583
604355 PHILLY CLSC CHEESECAKE BAR 6/1.5OZ.	6 BOX 35.99	272	0	0	422	378	415
604365 PHILLY WHITE-CHEESE RASP BAR 6/1.5OZ.	6 BOX 35.99	266	0	0	410	379	396
904384 PHILLY SNACK BAR HI-VIS RACK#904384	1 EA .00	26	0	0	206	0	0
604611 KRAFT VELVEETA CHEESE 12/8 OZ.	12 CSE 34.50	19	19	17	18	18	22
605022 KRAFT I/W AMERICAN SINGLES 12/8 OZ.	12 CSE 34.41	67	58	59	68	77	71
605240 KRAFT DLX SLICED AMERICAN 12/8 OZ.	12 CSE 31.93	24	24	20	18	22	29
605400 KRAFT MILD CHEDDAR CUBES 12/1.5OZ.	12 BOX 33.95	27	0	0	1	102	53
605850 KRAFT MILD CHEDDAR CUBES 12/8 OZ.	12 CSE .00	13	18	19	26	23	0
605860 KRAFT NAT MILD CHEDDAR 12/8OZ #194	12 CSE 32.93	33	29	30	37	35	38
605865 KRAFT HALFMON CHEDDAR 12/10OZ #205	12 CSE 35.14	33	34	31	35	26	40
606236 KRAFT GRATED PARMESAN 24/3 OZ	24 CSE 34.65	6	5	5	4	6	7
Total 1330 PACKAGED CHEESE/DIPS/OLEO/DAIRY	17	1337	372	341	1845	1647	1439

Customer Monthly Movement Report (continued)

End Of Day Reports

The following reports are always generated during end of day processing:

- A/R Daily Recap*
- Cancelled Order Report
- Daily Sales Journal*
- Expired Contract List*
- Expired Deals/Promotions*
- Expired Retail Audit List
- G/L Inventory Prt/Post
- G/L Report*
- Invoice Register*
- Lost Sales By Sales Rep And Customer*

The following optional reports can also be generated during end of day processing at the discretion of the user:

- Credits By Customer
- Credits By Reason Code
- Credits By Salesman
- Credits By Warehouse Area
- Credits By Warehouse Area and Reason Code
- Daily Adjustments And Payments*
- Daily Customer Lost Sales*
- Daily Line Items By Zone*
- Daily Lost Sales By Buyer*
- Daily Salesman Profile Report
- Daily Company Profile Report
- Invoice Exception Report*
- Large Credits*
- Line/Unit Count By Category*
- Order Exception Report*
- Route Delivery Manifest

*An example of this report is included on the following pages.

A/R Daily Recap

Creative Data Research	A/R Daily Recap	KIM	BSOEPFR	11/11/97 16:11:37	Page 1
A/R Beginning Balance	450891.31				
26 Invoices(From Billing)	3092.75				
1 Invoices(From A/R)	200.00				
5 Credits	3430.00CR				
0 Debit Adjustments	.00				
2 Credit Adjustments	414.70CR				
11 Payments	8865.15				
0 Discounts Taken	.00				
A/R Ending Balance :	441474.21 Audit Balance:		Difference:		
** END OF REPORT **					

Daily Adjustments And Payments

Creative Data Research	Daily Adjustments & Payments	KAREN	DSVEPFR	12/01/92 10:47:06	Page 1
Transaction Type P					
Corp. Number	Cust. Number	Customer Name	Original Amount	Remaining Amount	Check Number
261250		CORPORATE TRANSACTION	1000.00	1000.00	
261250		CORPORATE TRANSACTION	1000.00	1000.00	
Totals For: P			2000.00		
Final totals			2000.00		
** END OF REPORT **					

Daily Customer Lost Sales

Creative Data Research	Daily Customer Lost Sales	KAREN	BSJCPFR	4/27/93 14:55:37	Page 1
Invoice Number	Invoice Date	Item Number	U/M	Description	Lost Base Cost
				Quantity Ordered	Quantity Shipped
2251	3/22/93	535600	2 BOX	SNICKERS BAR 48/CT	1
					1
2251	3/22/93	535600	2 BOX	SNICKERS BAR 48/CT	5
					3
Customer 103200		ABSTON C.	STORE # 1		2
Final totals		Total Lost Sale	45.33	42.00	3.33
** END OF REPORT **					

Daily Line Items By Zone

Creative Data Research	Daily Line Items By Zone	KAREN	BSMOPFR	4/27/93 14:56:09	Page 1
Total Lines					
Warehouse 1	DEFAULT WAREHOUSE (SYSTEM)				
Route No. COV001					
Total For Area:	61				
Total For Area: A	50				
Total For Area: B	158				
Total For Area: C	60				
Total For Area: D	19				
Total For Area: E	1				
Total For Area: F	1				
Total For Area: G	2				
Total For Area: H	18				
Total For Area: I	1				
Total For Area: M	1				
Total For Area: 7	1				
Total For Route: COV001 CITY OF COVINGTON	373				
Route No. COV002					
Total For Area: A	15				
Total For Area: B	2				
Total For Route: COV002 EARL'S TUESDAY RUN	17				
Route No. COV003					
Total For Area: A	1				
Total For Route: COV003 FRED'S ROUTE	1				
Route No. COV005					
Total For Area: A	1				
Total For Area: H	1				
Total For Route: COV005 DAVID'S TGIF	2				
Route No. COV006					
Total For Area:	5				
Total For Whse: 1	429				
Final totals	429				
** END OF REPORT **					

Daily Lost Sales By Buyer

Creative Data Research		Daily Lost Sales By Buyer			JTIIPPIN	BSL4PFR	8/30/99 11:14:20 Page			1																																																		
Warehouse 1 MAIN WAREHOUSE																																																												
Current Buyer 10 SUZY SMITH																																																												
<table border="1"> <thead> <tr> <th>Item Number</th> <th>Description</th> <th>Line Count</th> <th>Total Qty</th> <th>Lost Units Onhand</th> <th>Sell Unit</th> <th>Units On Order</th> <th>Buying Unit</th> <th>Buy Location</th> <th>Buy Sts</th> </tr> </thead> <tbody> <tr> <td>535600 SNICKERS BAR 48/CT</td> <td>48 COUNT</td> <td>48 COUNT</td> <td>1</td> <td>3.0</td> <td>74.0</td> <td>BOX</td> <td>.0</td> <td>3 CSE A0223</td> <td>A</td> </tr> <tr> <td colspan="4">Vendor 400001 M & M MARS CANDY COMPANY</td><td colspan="2" rowspan="4">Total Lost Sales</td><td>68.67</td><td colspan="3">Percent of Total 100.00</td></tr> <tr> <td colspan="2">Buyer Totals 10 Total Lost Sales</td><td>68.67</td><td colspan="3">Percent of Total 100.00</td><td></td><td></td><td></td><td></td></tr> <tr> <td colspan="2">Final totals Lost Sales</td><td>68.67</td><td colspan="3" rowspan="2"></td><td></td><td></td><td></td><td></td></tr> </tbody> </table>											Item Number	Description	Line Count	Total Qty	Lost Units Onhand	Sell Unit	Units On Order	Buying Unit	Buy Location	Buy Sts	535600 SNICKERS BAR 48/CT	48 COUNT	48 COUNT	1	3.0	74.0	BOX	.0	3 CSE A0223	A	Vendor 400001 M & M MARS CANDY COMPANY				Total Lost Sales		68.67	Percent of Total 100.00			Buyer Totals 10 Total Lost Sales		68.67	Percent of Total 100.00							Final totals Lost Sales		68.67							
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** END OF REPORT **																																																												

Daily Sales Journal

Creative Data Research		Daily Sales Journal			KAREN	BSM1PFR	6/29/95 11:24:32 Page			1
Invoice Number	Customer Number	Name	Invoice Amount	Invoice Base Cost	Profit	Profit %	Cig. Ctns.	Tax Stamps	Sales Tax	Potential Commission
Sales Rep. 000007 BOB HOROVITCH										
3845	30100	A.J.'S BEACON	9.00	.01	8.99	99.88		.00	.00	.90
Sales Rep. Totals 000007			9.00	.01	8.99	99.88				
Creative Data Research		Daily Sales Journal			KAREN	BSM1PFR	6/29/95 11:24:32 Page			2
Invoice Number	Customer Number	Name	Invoice Amount	Invoice Base Cost	Profit	Profit %	Cig. Ctns.	Tax Stamps	Sales Tax	Potential Commission
Sales Rep. 10 SUSAN BLACKWELL										
3894	200231	CDR CONVENIENCE STORE #100						.00	.00	
3895	200231	CDR CONVENIENCE STORE #100						.00	.00	
3904	200231	CDR CONVENIENCE STORE #100	40.66	121.08	80.42-	197.78-	4	1.79	.00	8.05-
3906	200231	CDR CONVENIENCE STORE #100						.00	.00	
3907	200231	CDR CONVENIENCE STORE #100	142.90	96.56	46.34	32.42	5	9.10	.00	4.64
Sales Rep. Totals 10			183.56	217.64	34.08-	18.56-	9	10.89		3.41-
Final totals			192.56	217.65	25.09-	13.02-	9	10.89		2.51-
** END OF REPORT **										

Expired Contract List

Creative Data Research-SUPPORT		Expired Contract List			JTIIPPIN	DSQ5PFR	8/16/99 13:53:47 Page			1	
Billing Matrix	Cust. Number	Cat. #	Sales Class	Prod. Class	Item Number	Contract Type	Contract Percent	Price Amount	Cost Amount	Start Date	End Date
	127850	2			List Less	4.00				8/15/99	
	127850	5			List Less	4.00				8/15/99	
	127850	6			List Less	4.00				8/15/99	
	127850	7			List Less	4.00				8/15/99	
	127850	9			List Less	4.00				8/15/99	
	127850	10			List Less	4.00				8/15/99	
	127850	11			List Less	4.00				8/15/99	
	12000	2			List Less	2.00				8/15/99	
	12000	5			List Less	2.00				8/15/99	
	12000	6			List Less	3.00				8/15/99	
	12000	7			List Less	4.00				8/15/99	
	12000	9			List Less	4.00				8/15/99	
	12000	10			List Less	4.00				8/15/99	
	12000	11			List Less	4.00				8/15/99	

** END OF REPORT **

Expired Deals/Promotions

Creative Data Research-SUPPORT		Print Expired Deals / Promotions				JTIIPPIN	DSN6PFR	8/18/99 15:38:05 Page 1																																
		Description	Started	End Date	Total Sale	Cost Amount	Qty Sold	Unit	Promo	Extension																														
Type A Customer Promotions																																								
Item Number 104200 BASIC FULL FLAVOR 100																																								
<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th>Customer Number</th> <th>Customer Name</th> <th>Started</th> <th>End Date</th> <th>Total Sale</th> <th>Cost Amount</th> <th>Total Qty Sold</th> <th>Unit</th> <th>Promo Amount</th> <th>Promotion Extension</th> </tr> </thead> <tbody> <tr> <td>100407 DANIEL'S GROCERY Salesman 26</td> <td>REGGIE JOHNSON</td> <td>8/01/99</td> <td>8/18/99</td> <td>117.40</td> <td>130.90</td> <td>10</td> <td>CTN</td> <td>2.86</td> <td>28.60</td> </tr> <tr> <td>104200 BASIC FULL FLAVOR 100</td> <td></td> <td></td> <td></td> <td>117.40</td> <td>130.90</td> <td>10</td> <td>CTN</td> <td></td> <td></td> </tr> </tbody> </table>											Customer Number	Customer Name	Started	End Date	Total Sale	Cost Amount	Total Qty Sold	Unit	Promo Amount	Promotion Extension	100407 DANIEL'S GROCERY Salesman 26	REGGIE JOHNSON	8/01/99	8/18/99	117.40	130.90	10	CTN	2.86	28.60	104200 BASIC FULL FLAVOR 100				117.40	130.90	10	CTN		
Customer Number	Customer Name	Started	End Date	Total Sale	Cost Amount	Total Qty Sold	Unit	Promo Amount	Promotion Extension																															
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Type A																																								

Creative Data Research-SUPPORT		Print Expired Deals / Promotions				JTIIPPIN	DSN6PFR	8/18/99 15:38:05 Page 2																																																														
		Description	Started	End Date	Total Sale	Cost Amount	Qty Sold	Unit	Promo	Extension																																																												
Type P Salesman Promotions																																																																						
Item Number 100302 PRIME LIGHT KING																																																																						
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G/L Report (continued)

James Wholesale Co., Inc.

G/L Report

CDR1

GSDLPFR

6/24/99 8:22:19 Page 6

Company 001

Application 004 INVENTORY

TY/CAT/RSN	Description	Debit	Debit	Credit	Credit	Post	Amount
		Cost Center	Account	Cost Center	Account	Sts	
A 8 F GROCERY ITEMS		10	410 25 10		120 8		
A 8 H GROCERY ITEMS		10	410 25 10		120 8		
A 8 M GROCERY ITEMS		10	410 25 10		120 8		
A 8 S GROCERY ITEMS		10	410 25 10		120 8		
A 8 T GROCERY ITEMS		10	410 25 10		120 8		
A 8 W GROCERY ITEMS		10	410 25 10		120 8		
R 8 GROCERY ITEMS		10	120 8 10		410 25		
A 9 F MISCELLANEOUS		10	410 25 10		120 9		
A 9 H MISCELLANEOUS		10	410 25 10		120 9		
A 9 M MISCELLANEOUS		10	410 25 10		120 9		
A 9 S MISCELLANEOUS		10	410 25 10		120 9		
A 9 T MISCELLANEOUS		10	410 25 10		120 9		
A 9 W MISCELLANEOUS		10	410 25 10		120 9		
R 9 MISCELLANEOUS		10	120 9 10		410 25		
A 11 F CIGARETTE RETURNS		10	410 25 10		120 11		
A 11 H CIGARETTE RETURNS		10	410 25 10		120 11		
A 11 M CIGARETTE RETURNS		10	410 25 10		120 11		
A 11 S CIGARETTE RETURNS		10	410 25 10		120 11		
A 11 T CIGARETTE RETURNS		10	410 25 10		120 11		
A 11 W CIGARETTE RETURNS		10	410 25 10		120 11		
R 11 CIGARETTE RETURNS		10	120 11 10		410 25		
A 12 F TOACCO RETURNS		10	410 25 10		120 12		
A 12 H TOACCO RETURNS		10	410 25 10		120 12		
A 12 M TOACCO RETURNS		10	410 25 10		120 12		
A 12 S TOACCO RETURNS		10	410 25 10		120 12		
A 12 T TOACCO RETURNS		10	410 25 10		120 12		
A 12 W TOACCO RETURNS		10	410 25 10		120 12		
R 12 TOACCO RETURNS		10	120 12 10		410 25		
A 13 F CANDY RETURNS		10	410 25 10		120 13		
A 13 H CANDY RETURNS		10	410 25 10		120 13		
A 13 M CANDY RETURNS		10	410 25 10		120 13		
A 13 S CANDY RETURNS		10	410 25 10		120 13		
A 13 T CANDY RETURNS		10	410 25 10		120 13		
A 13 W CANDY RETURNS		10	410 25 10		120 13		
R 13 CANDY RETURNS		10	120 13 10		410 25		
A 14 F IN HOUSE SUPPLIES RETURNS		10	410 25 10		120 14		
A 14 H IN HOUSE SUPPLIES RETURNS		10	410 25 10		120 14		
A 14 M IN HOUSE SUPPLIES RETURNS		10	410 25 10		120 14		
A 14 S IN HOUSE SUPPLIES RETURNS		10	410 25 10		120 14		
A 14 T IN HOUSE SUPPLIES RETURNS		10	410 25 10		120 14		
A 14 W IN HOUSE SUPPLIES RETURNS		10	410 25 10		120 14		
R 14 IN HOUSE SUPPLIES RETURNS		10	120 14 10		410 25		
A 15 F DRUG RETURNS		10	410 25 10		120 15		
A 15 H DRUG RETURNS		10	410 25 10		120 15		
A 15 M DRUG RETURNS		10	410 25 10		120 15		
A 15 S DRUG RETURNS		10	410 25 10		120 15		
A 15 T DRUG RETURNS		10	410 25 10		120 15		
A 15 W DRUG RETURNS		10	410 25 10		120 15		
R 15 DRUG RETURNS		10	120 15 10		410 25		

G/L Report (continued)

James Wholesale Co., Inc.

G/L Report

CDR1

GSDLPFR

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Company 001

Application 004 INVENTORY

TY/CAT/RSN	Description	Debit Cost Center	Debit Account	Credit Cost Center	Credit Account	Post Sts	Amount
A 16 F	DRINK RETURNS	10	410	25	10	120	16
A 16 H	DRINK RETURNS	10	410	25	10	120	16
A 16 M	DRINK RETURNS	10	410	25	10	120	16
A 16 S	DRINK RETURNS	10	410	25	10	120	16
A 16 T	DRINK RETURNS	10	410	25	10	120	16
A 16 W	DRINK RETURNS	10	410	25	10	120	16
R 16	DRINK RETURNS	10	120	16	10	410	25
A 17 F	PRIVATE LABEL CIGARETTE RETURNS	10	410	25	10	120	17
A 17 H	PRIVATE LABEL CIGARETTE RETURNS	10	410	25	10	120	17
A 17 M	PRIVATE LABEL CIGARETTE RETURNS	10	410	25	10	120	17
A 17 S	PRIVATE LABEL CIGARETTE RETURNS	10	410	25	10	120	17
A 17 T	PRIVATE LABEL CIGARETTE RETURNS	10	410	25	10	120	17
A 17 W	PRIVATE LABEL CIGARETTE RETURNS	10	410	25	10	120	17
R 17	PRIVATE LABEL CIGARETTE RETURNS	10	120	17	10	410	25
A 18 F	GROCERY ITEM RETURNS	10	410	25	10	120	18
A 18 H	GROCERY ITEM RETURNS	10	410	25	10	120	18
A 18 M	GROCERY ITEM RETURNS	10	410	25	10	120	18
A 18 S	GROCERY ITEM RETURNS	10	410	25	10	120	18
A 18 T	GROCERY ITEM RETURNS	10	410	25	10	120	18
A 18 W	GROCERY ITEM RETURNS	10	410	25	10	120	18
R 18	GROCERY ITEM RETURNS	10	120	18	10	410	25
A 19 F	MISCELLANEOUS RETURNS	10	410	25	10	120	19
A 19 H	MISCELLANEOUS RETURNS	10	410	25	10	120	19
A 19 M	MISCELLANEOUS RETURNS	10	410	25	10	120	19
A 19 S	MISCELLANEOUS RETURNS	10	410	25	10	120	19
A 19 T	MISCELLANEOUS RETURNS	10	410	25	10	120	19
A 19 W	MISCELLANEOUS RETURNS	10	410	25	10	120	19
R 19	MISCELLANEOUS RETURNS	10	120	19	10	410	25

Application 004

James Wholesale Co., Inc.

G/L Report

CDR1

GSDLPFR

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Company 001

Application 005 SALES TAX

STATE	Description	Debit Cost Center	Debit Account	Credit Cost Center	Credit Account	Post Sts	Amount
TX		10	110	10	10	200	13

Application 005

Company 001

** END OF REPORT **

Invoice Exception Report

Creative Data Research	Invoice Exception Report	KAREN	BSL2PFR	6/29/95 11:31:33	Page 2				
Salesman: 10 SUSAN BLACKWELL									
Cust # 200231 CDR CONVENIENCE STORE #100 Address: CORNER OF NEW HAMPSHIRE & 5TH (504) 8939330 OVINGTON LA 70445 -									
QTYORD	Item #	Description	Pack	Size	U/M	Invoice	Route	Date	Reason
1	201900	A & C GRENAIDIERS DARK BOX 50	50	05000	BX	BOX	3904	6/29/95	Inactive Item Balance
5	112219	KODAK FILM ED 135 24C 200 SPD	1	00100	RL	RL	3907	6/29/95	Inactive Item Balance
3	50666	KODAK FILM GA 135 36C 100 SPD	1	00100	RL	RL	3907	6/29/95	Inactive Item Balance
3	23788	KODAK FILM GB 135 24C 200 SPD	1	00100	RL	RL	3907	6/29/95	Inactive Item Balance
5	23879	KODAK FILM KR 135 24C SLD-64 SP	1	00100	RL	RL	3907	6/29/95	Inactive Item Balance
4	808600	CASTROL GTX MTR OL 20/50 1QT EA	1	00100	QT	EA	3907	6/29/95	Out Of Stock
10	808600	CASTROL GTX MTR OL 20/50 1QT EA	1	00100	QT	EA	3907	6/29/95	Out Of Stock
** END OF REPORT **									

Invoice Register

Creative Data Research-SUPPORT	Invoice Register	JTIPPIN	DSMNPFR	8/07/99 13:21:38	Page						
Start Date 8/07/99 Ending Date 8/07/99											
Trans.	Invoice	Customer Name	Invoice	Gross	Profit Sales	Stamp	Lines	Route	Del		
Date	Number	No.	Total	Base Cost	Profit %	Tax	Tax		Seq		
8/07/99	177080	100815 CASEY'S STOP	63.60	46.80	15.00	24.27	1.80	3	505		
8/07/99	177089	107300 BILTON GAS	69.37	55.02	14.35	20.69		5	201		
8/07/99	177107	100035 ABC	2.50	2.10	.40	16.00		1	201		
8/07/99	177136	107300 BILTON GAS	186.56	163.57	22.99	12.32		13	201		
8/07/99	177138	100407 DANIEL'S GROCERY	179.14	167.97	11.17	6.24	1.50	13	401		
8/07/99	** Totals for Date **		501.17	435.46	63.91	12.75	1.80	1.50	2		
Final totals			501.17	435.46	63.91	12.75	1.80	1.50	35		
			Total Invoices	501.17	Total Credits						
			Invoice Lines . :	35	Credit Lines . :	0					
** END OF REPORT **											

Large Credits Report

Creative Data Research-SUPPORT	Large Credits Report	JTIPPIN	GSN0PFR	8/17/99 13:43:35	Page 1
Customer Name	Cust #	Inv. #	Salesman	Reason/Description	Lines Credit Total
BILTON GAS	107300	177205	03	2 ORDER KEYED TWICE	5 340.38-
Final totals					340.38-
** END OF REPORT **					

Line/Unit Count By Category

Creative Data Research		Line/Unit Count By Cat.		KAREN	BSAKPFR	12/02/92 10:54:33	Page	1
Cat.	Description	Invoice Line/Unit Count	Credit Line/Unit Count					
1	CIGARETTES	128	304	0	0			
2	CIGARS	6	18	0	0			
3	TOBACCO	4	8	0	0			
4	H.B.A./GM	8	40	0	0			
5	GROCERY	32	86	0	0			
6	CANDY	20	38	0	0			
8	STORE SUPPLIES	2	4	0	0			
Final totals		200	498	0	0			
** END OF REPORT **								

Lost Sales By Sales Rep And Customer

Creative Data Research		Lost Sales By Sales Rep and Customer			KAREN	DSN3PFR	4/27/93 14:55:49	Page	1					
Invoice Number	Invoice Date	Item Number	U/M	Description	Quantity Ordered	Quantity Shipped	Lost Qty	Lost Sale	Lost Base Cost	Lost Profit				
2251	3/22/93	535600	2 BOX	SNICKERS BAR 48/CT		1	1	15.11	14.00	1.11				
2251	3/22/93	535600	2 BOX	SNICKERS BAR 48/CT		5	3	30.22	28.00	2.22				
Customer Totals : 103200 ABSTON C. STORE # 1					Total		45.33	42.00	3.33					
Sales Rep. 01	JOHN RICHARDSON -				Total		45.33	42.00	3.33					
Final totals					Total Lost Sale		45.33	42.00	3.33					
** END OF REPORT **														

Order Exception Report

Creative Data Research-SUPPORT		Order Exception Report		JTIIPPIN	DSZSPFR	8/04/99 10:32:13	Page	1
Invoice	Customer Name	Item #	Description	Unit Cost	Unit Price	GP %		
Posted	Orders Only							
177112	ABC	440100	A-1 STEAK SAUCE 5 OZ	1.92	2.11	CR	9.00	
177129	ABC	101870	MARLBORO KING	16.90	18.37		8.00	
177129		103600	WINSTON KING	16.40	17.87		8.23	
177129		108340	VIRGINIA SLIMS 100	16.50	17.87		7.67	
177130	BILLION GAS	101870	MARLBORO KING	15.90	17.37		8.46	
177130		103600	WINSTON KING	15.40	16.87		8.71	
177130		108340	VIRGINIA SLIMS 100	15.50	16.87		8.12	
177131	CASEY' S STOP	101870	MARLBORO KING	16.90	18.37		8.00	
177131		103600	WINSTON KING	16.40	17.87		8.23	
177132	BILLION GAS	101870	MARLBORO KING	15.90	17.37		8.46	
177132		103600	WINSTON KING	15.40	16.87		8.71	
177133	CASEY' S STOP	101870	MARLBORO KING	16.90	18.37		8.00	
177133		103600	WINSTON KING	16.40	17.87		8.23	
177134	ABC	101870	MARLBORO KING	16.90	18.37		8.00	
177134		103600	WINSTON KING	16.40	17.87		8.23	

** END OF REPORT **

The detailed version of the Order Exception Report illustrated below is printed by entering 2 for the **Profit Warning Report Ver** field of the SYS001 default system option. Refer to the DAC Default System Options document for additional information.

Creative Data Research-SUPPORT		Order Exception Report		JTIIPPIN	GSB2PFR	8/04/99 13:22:30	Page	1	
Item	Description	Qty	Price	Cost	Percent	Allow. Type	Start- End Date	Cont. Type/Scope	Sales Prod. Classes
Inv. # 5598	Status Posted	Cust. 900200	BRADFORD WHOLESALE	Matrix	0	Alt Price CD	W.H. 1		
15400 BAR NONE HERSHEY 24 CT		0.00	10	12.01	11.90	.92			20 3500 5
Inv. # 5603	Status Posted	Cust. 900200	BRADFORD WHOLESALE	Matrix	0	Alt Price CD	W.H. 1		
15400 BAR NONE HERSHEY 24 CT		0.00	10	12.01	11.90	.92			20 3500 5

** END OF REPORT **

End Of Week Reports

The following reports are always generated during end of week processing:

- Company Profile Report - refer to Company Profile Reports above for examples of this report.
- Cumulative Sales Comparison*
- Cumulative Sales by Sales Representative*
- Cumulative Sales by Category*Cumulative Sales Comparison
- Inventory Cost Report* (by Category)
- Salesman Profile Report - refer to Salesman Profile Reports above for examples of this report.
- Weekly Category Outs Summary*
- Weekly Sales Journal*
- Weekly Sales Recap* (by director/sales group)
- Weekly Sensitive Totals*

*An example of this report is included on the following pages.

Cumulative Sales Comparison

Creative Data Research-SUPPORT		CUMULATIVE		SALES		COMPARISON		JTIPPIN		BSMCDFR		9/15/01 18:00:00		Page 1									
Week 7		Week 7		Week 7		Period 2		Period 2		Period 2		Period 2		Period 2		Period 2		Period 2		Period 2			
		Sales Wtd	%Diff	To Profit Wtd	Prf%	Date	%Diff	Sales Ftd	%Diff	PerIOD	To Profit Ptd	Prf%	Date	%Diff	Sales Ytd	%Diff	YEAR	%Diff	Profit Ytd	Prf%	Date	%Diff	
Salesrep 190	BETHDAVIES																						
Category 1 CIGARETTES																							
This Year	76216.09	90.72	1424.65	1.87	8.72	221181.90	79.54	4428.75	2.00	12.35	514419.37	86.09	10987.42	2.14	21.71								
Last Year	39361.59	1310.31	359.86			123190.62		3941.92			276422.90		9026.86										
Category 2 TOBACCO																							
This Year	12502.16	30.45	403.78	3.27	12.20	39588.02	35.37	1087.63	3.25	17.66	92812.57	44.74	2966.21	3.20	21.77								
Last Year	9468.28																						
Category 3 BBC REPACK																							
This Year	6714.47	92.32	1433.01	21.34	63.82	13683.36	64.58	2976.51	21.75	46.92	29916.83	64.27	6754.05	22.58	59.98								
Last Year	3491.24																						
Category 4 STORE SUPPLIES CASE LABEL																							
This Year	1177.08	9.38	241.81	20.54	1.95-	3154.46	18.27	669.13	21.21	11.01	7300.49	23.76	1537.39	21.06	10.50								
Last Year	1076.12																						
Category 5 STORE SUPPLIES REPACK																							
This Year	491.55	166.06	117.10	23.82	135.94	976.95	25.88	227.77	23.31	18.74	2310.57	37.36	523.16	22.64	28.57								
Last Year	184.75		49.63			776.08		191.82			1682.12		406.88										
Category 6 SINGLE PICK GROCERY REPACK																							
This Year	1060.79	13.62	63.11	5.95	1.63-	3621.03	33.06	210.56	5.81	15.23	8680.65	26.23	508.99	5.86	8.95								
Last Year	933.60		64.16			2721.18		182.12			6876.55		467.15										
Category 7 CASE GROCERY CASE LABEL																							
This Year	154.61	8.13	113.13	7.32	2.84-	5653.20	10.31	430.88	7.62	2.42-	13417.29	13.11	894.19	6.66	12.76-								
Last Year	1428.40		116.44			5124.83		441.60			11861.28		1024.98										
Category 8 CASE AUTOMOTIVE CASE LABEL																							
This Year	1842.12	18.19-	146.15	7.93	40.82-	7524.08	15.13	611.97	8.13	8.48-	15538.49	5.03	1306.37	8.41	13.69-								
Last Year	2251.72		246.96			6535.23		668.69			14794.16		1513.70										
Category 9 GENERAL MOSE REPACK																							
This Year	897.59	21.44	174.09	19.40	22.44	2724.14	28.48	563.77	20.70	34.86	7104.63	46.68	1545.34	21.75	65.88								
Last Year	739.07		142.18			2720.12		418.02			4843.35		931.59										
Category 10 CANDY/GUM REPACK																							
This Year	4680.63	18.12	269.26	5.75	15.20-	14487.66	27.51	860.93	5.94	.44	31650.68	22.76	1943.30	6.14	4.45-								
Last Year	3962.29		317.53			11361.10		857.08			25781.37		1952.25										
Category 11 SNACKS REPACK																							
This Year	164.40	34.48	182.13	11.08	13.90	4966.84	28.24	563.50	11.35	17.91	11139.86	29.58	1232.96	11.07	10.41								
Last Year	1222.76		159.89			3872.85		477.90			8596.86		1116.70										
Category 12 FROZEN & COOLER COOLER BOX																							
This Year	1303.46	11.4.41	185.67	14.24	105.95	3920.92	95.03	611.13	15.59	114.76	8365.07	94.04	1273.98	15.23	109.24								
Last Year	607.91		90.15			2010.33		284.56			4310.88		608.85										
Category 13 CASE CANDY DISPLAYS CASE LABEL																							
This Year	99.89	413.82-	4.00	4.00	60.64	1064.53	566.33	36.97	3.47	77.56	3147.20	55.51	402.22	12.78	446.19								
Last Year	31.83-		2.49			159.76		20.82			2023.71		73.64										
Category 14 BEVERAGE CASE LABEL																							
This Year	3229.59	33.56	211.11	6.54	19.55	8594.51	28.46	559.75	6.51	16.57	19550.79	25.13	1239.49	6.34	9.21								
Last Year	2418.00		176.58			6690.11		480.17			15624.13		1134.89										

Cumulative Sales Comparison (continued)

Creative Data Research-SUPPORT		CUMULATIVE		SALES		COMPARISON		JTI/PIN		BSMC/PFR		9/15/01 18:00:00 Page		2				
Week 7		Period 2		* * *		* * *		PERIOD		TO		DATE * * *		YEAR TO		DATE * * *		
Sales Wtd	%Diff	WEEK	TO	DATE	%Diff	Sales Wtd	%Diff	Profit Wtd	%Diff	Profit Ptd	Prf%	Sales Ytd	%Diff	Profit Ytd	Prf%	Profit Ytd	Prf%	%Diff
Category 15 STORE RACKS & FIXTURES						.06	50.00					.06	100.00	50.00		175.96-	980.00-	
This Year						.04						.04				.05		.05
Category 99 NON STOCK ITEMS						1034.56-	325.83											20.00
This Year	255.57-	858.38-				16.10-												
Salesrep	BETHDAVIES	4969.00	4.40	19.51		330107.10	61.20	14039.31	4.25	20.11		763706.02	65.65		33115.13	4.34	25.88	
This Year	112998.86	66.86				4157.54	6.14	204769.03	11.688.26	5.71		461017.65			26306.34	5.71		
Last Year	67720.70																	

Creative Data Research-SUPPORT		CUMULATIVE		SALES		COMPARISON		JTI/PIN		BSMC/PFR		9/15/01 18:00:00 Page		81				
Week 7		Period 2		* * *		* * *		PERIOD		TO		DATE * * *		YEAR TO		DATE * * *		
Sales Wtd	%Diff	WEEK	TO	DATE	%Diff	Sales Wtd	%Diff	Profit Wtd	%Diff	Profit Ptd	Prf%	Sales Ytd	%Diff	Profit Ytd	Prf%	Profit Ytd	Prf%	%Diff
Salesrep 990	SAVMORE																	
Category 1 CIGARETTES																		
This Year																		
Last Year																		
Category 2 TOBACCO																		
This Year																		
Last Year																		
Category 9 GENERAL MOSE REPACK																		
This Year																		
Last Year																		
Category 15 STORE RACKS & FIXTURES																		
This Year																		
Last Year																		
Salesrep	SAVMORE																	
This Year																		
Last Year																		
Final Ttis	1256968.31	3.92	43145.95	3.43	5.53	3720646.62	8.35	128302.95	3.45	8.95	8473770.02	7.85	298273.25	3.52	6.37			
	1209447.63		40884.25	3.38		3433724.77		117759.94	3.43		7856809.83		280391.96					
** END OF REPORT **																		

Cumulative Sales By Sales Representative

Creative Data Research-SUPPORT		Cumulative Sales by Salesrep										JTIPPIN		BSNEPER		9/17/01		9:50:17 Page		1			
Week 7		W E E K		T O		D A T E		* * *		P E R I O D		T O		D A T E		* * *		Y E A R		T O		D A T E	
Salesrep		Sales Wtd	%Diff	Profit Wtd	Prf%	%Diff	Sales Ptd	%Diff	Profit Ptd	Prf%	%Diff	Sales Ytd	%Diff	Profit Ytd	Prf%	%Diff	Sales Ytd	%Diff	Profit Ytd	Prf%	%Diff		
Salesrep *This Year*	RONNIE TAYLOR			16.87			4937.22					213.14	4.32				25165.79					967.09	3.84
Salesrep *Last Year*													8.61									8.29	
Salesrep *This Year*	BETH DAVIES	4966.00	4.40	19.51			330107.10	61.20		14039.31	4.25	20.11		763706.02	65.65			33115.13	4.34			25.88	
Salesrep *Last Year*	112998.86	66.86		4157.54	6.14		204769.03	11688.26	5.71	461017.65				26306.34	5.71								
Salesrep *This Year*	WISE ACCOUNT	569.44	6.19	3.27-	3.95		67922.38	74.66		3257.24	4.80	112.19		153662.08	71.13			5712.49	3.72			65.43	
Salesrep *Last Year*	14902.03	568.71					38887.12			1535.01	3.95			89790.90				3452.93	3.85				
Salesrep *This Year*	HARRISON FORD	352.22	14.53	14.54			6279.76	3.29-		1010.01	16.08	1.50-		14174.59	31.44-			2161.86	15.25			32.13-	
Salesrep *Last Year*	2424.61	53.27		307.49	19.44		6494.05			1025.46	15.79			20676.87				3185.52	15.41				
Salesrep *This Year*	THOMAS BRADY	4380.68	3.72	25.52			352091.24	38.35		12423.35	3.53	29.91		816114.93	41.74			28449.32	3.49			25.81	
Salesrep *Last Year*	117881.14	25.21		3489.87	3.71		254469.70			9562.63	3.76			575781.28				22611.40	3.93				
Salesrep *This Year*	CARSON TYLER	2682.40	3.59	10.57			222083.42	.42		7773.73	3.50	2.10-		517836.63	1.79			17916.65	3.46			2.02	
Salesrep *Last Year*	72649.94	2425.82	3.34				221133.35			7940.93	3.59			508683.52				17561.62	3.45				
Salesrep *This Year*	MICHAEL PATTON	4091.88	4.14	1.85-			296855.63	.86-		12304.18	4.14	3.49		663014.77	3.19-			29348.65	4.43			7.89	
Salesrep *Last Year*	98933.13	7.09-		4169.15	3.92		299455.10			11888.37	3.97			684919.10				27201.44	3.97				
Salesrep *This Year*	STEVE MCQUIRE	2736.76	2.48	1.43-			314425.52	91.22		8121.69	2.58	8.21		733885.00	95.65			18672.02	2.54			6.25	
Salesrep *Last Year*	110303.78	91.55		2776.73	4.82		164423.75			164423.75	4.56			375096.49				17572.65	4.68				
Salesrep *This Year*	JENNIFER KILGORE	54.52	1.90	5.75-			9077.57	2.84-		227.69	2.51	30.89		22265.61	90.47			557.92	2.51			151.43	
Salesrep *Last Year*	2862.86	6.37-		57.85	1.89		9343.13			173.95	1.86			11689.78				221.89	1.90				
Salesrep *This Year*	MARK CANNON	2078.95	3.85	23.46-			146018.29	25.98-		5349.15	3.66	23.93-		358268.33	21.35-			13225.50	3.69			16.56-	
Salesrep *Last Year*	54067.40	27.61-		2716.44	3.64		197281.38			7032.63	3.56			455548.51				15851.53	3.48				
Salesrep *This Year*	KATHERINE GRIGGS	1199.38	2.08	11.63-			172908.96	11.78		3578.15	2.07	12.06-		368428.60	9.54			8435.63	2.29			13.60-	
Salesrep *Last Year*	52638.96	1357.33	2.58				154686.10			4069.26	2.63			336338.28				9763.57	2.90				
Salesrep *This Year*	INDIANA JONES	986.51	2.25	13.38			137546.09	3.71		3705.76	2.69	28.12		299951.20	4.14			8247.01	2.75			29.12	
Salesrep *Last Year*	43858.62	9.88		870.08	2.18		132613.14			2892.21	2.18			288023.00				6387.07	2.22				
Salesrep *This Year*	JIMMY OLSEN	1008.40	3.11	47.70			108031.36	17.19		3479.12	3.22	34.03		249423.17	23.34			8505.15	3.41			49.01	
Salesrep *Last Year*	32416.19	14.03		682.72	2.40		92183.45			2595.60	2.82			202214.00				5707.49	2.82				

Cumulative Sales By Sales Representative (continued)

Creative Data Research-SUPPORT		Cumulative Sales by Salesrep										JTIPIPIN		BSNEPFR		9/17/01		9:50:17 Page			
Week 7		W E E K		T O		D A T E		* * *		P E R I O D		D A T E		* * *		Y E A R		T O		D A T E	
Salesrep	Sales Wtd	%Diff	Profit Wtd	Prf%	%Diff	Sales Wtd	Prf%	%Diff	Sales Ptd	%Diff	Profit Ptd	Prf%	%Diff	Sales Ytd	%Diff	Profit Ytd	Prf%	%Diff	5		
Salesrep *This Year*	13478.21	23.79	422.58	3.14	23.46	38914.15	7.35	1322.23	3.40	5.47	89759.43	17.42	2872.78	3.20	3.97						
Last Year	10887.74		342.27	3.14		36249.68		1253.60	3.46		76442.98		2762.87	3.61							
Salesrep *This Year*	29240.93	21.97	875.01	2.99	13.82	76864.68	8.73	2457.97	3.20	4.88	176605.50	15.79	6202.90	3.51	23.70						
Last Year	23972.89		765.71	3.21		70687.09		2343.41	3.32		152520.51		5014.13	3.29							
Salesrep *This Year*	TANGO OIL CO.	24.13	319.38	5.74	14.98	15830.12	9.40	998.42	6.31	33.35	33407.96	4.76-	2107.25	6.31	11.23						
Last Year	4481.72		277.76	6.20		14469.27		748.71	5.17		35079.06		1894.41	5.40							
Salesrep *This Year*	SUSAN PLATT	105241.10	3880.74	3.69		293357.27		10804.97	3.68		643943.20		22834.51	3.55							
Last Year				1.30					1.51										1.52		
Salesrep *This Year*	JOHN KRUBBE	9446.16	401.94	4.26		28659.61		1314.99	4.59		63888.37		2922.47	4.57							
Last Year				1.30					1.51										1.52		
Salesrep *This Year*	LARRY JOHNSON	68664.64	2656.87	3.87		199936.79		7706.48	3.85		442421.46		19026.26	4.30							
Last Year				1.30					1.51										1.52		
Salesrep *This Year*	TERRELL STORY	106747.90	10.81-	3058.00	2.86	11.37-	310259.25	6.82-	9271.88	2.99	8.93-	702999.86	5.54-	21210.46	3.02	9.73-					
Last Year	119690.37		3450.45	2.88		332972.12		10181.97	3.06		744245.87		23499.06	3.16							
Salesrep *This Year*	SAVMORE				2.86					2.99									3.02		
Last Year					2.75					2.83									3.03		
Final Tt1s	125698.31	3.92	43145.95	3.43	5.53	3720646.62	8.35	129302.95	3.45	8.95	847370.02	7.85	298273.25	3.52							
	1209447.63		40884.25	3.38		3433724.77		117759.94	3.43		7856809.83		280391.96	3.57	6.37						
** END OF REPORT **																					

Cumulative Sales By Category

Cumulative Sales By Category (continued)

Creative Data Research-SUPPORT			Cumulative Sales by Category												JTIPIPIN			ESNIPFR			9/17/01			9:42:48 Page		
Week	7		W E K	T O	D A T E	* * *	Sales	P E R I O D	T O	D A T E	* * *	Sales	P E R I O D	T O	D A T E	* * *	Sales	P E R I O D	T O	D A T E	* * *					
Sales	Wtd	%Diff	Profit	Wtd	Prf%	%Diff	Sales	Prf	Wtd	Prf%	%Diff	Sales	Prf	Wtd	Prf%	%Diff	Sales	Prf	Wtd	Prf%	%Diff					
Category 14 BEVERAGE CASE LABEL																										
This Year	35991.30	1.98		2217.96	6.21	.36	102934.23	2.19-	6248.34	6.07	1.30-	220847.49	4.67-	13510.12	6.12	4.20-										
Last Year	34998.09			2209.82			105245.40		6330.77			231673.29		14103.03												
Category 15 STORE RACKS & FIXTURES																										
This Year	16.28	92.64-		.28	1.72	72.81-	3094.84	327.30	78.84	2.55	94.79	1796.84	51.79	78.84	4.39	492.33										
Last Year	221.45			1.03			724.27		3.85			1183.73		13.31												
Category 88 STALE PRODUCT																										
This Year																										
Last Year																										
Category 99 NON STOCK ITEMS																										
This Year	449.53-	102.07-					871.91-	104.09-				100.00-		7974.94-	139.10-											
Last Year	21643.34						21311.27					18.00		20391.15		18.00										
Final Totls	1256668.31	3.92	43145.95	3.43	5.53	3720616.62	8.35	128302.95	3.45	8.95	8473770.02	7.85	298273.25	3.52	6.37											
	1209447.63		40844.25	3.38		34333724.77		117759.94	3.43		7856809.83		280391.96		3.57											
** END OF REPORT **																										

Inventory Cost Report

Creative Data Research	Inventory Cost Report For Week 7	KAREN	BSMYPFR	3/08/93 11:01:00	Page 1
	Inventory	CGS	# Of Weeks	Turns	Lost Sales
Warehouse 1 DEFAULT WAREHOUSE (SYSTEM)					
Category 1 CIGARETTES	351834.56	119.23	950.89	.05	.00
Category 2 CIGARS	47167.52	14.00	369.11	.14	.00
Category 4 H.B.A./GM	808988.27	15.72	462.36	.11	.00
Category 5 GROCERY	1084342.13	85.01	755.47	.07	.00
Category 6 CANDY	590408.70	355.01	663.08	.08	.00
Category 7 FAST FOODS	162173.29	1.80	96.27	.54	.00
Category 10 MISCELLANEOUS	.85-	4.03	.21	247.62	.00
Totals For Whse. 1	3169360.49	594.80	328.45	387.40	.00
Totals W/O Cigarettes	2817525.93	475.57	924.52	183.04	

Weekly Category Outs Summary

Creative Data Research Description	Weekly Category Outs Summary	KAREN	BSLWPFR	3/08/93 10:55:25	Page 2			
	Lines Out	Units Out	Lost Sales	Lost Profit	% Of Total Lines Shipped	Units Total Shipped	Total Lines	Total Units
Warehouse 1								
	0	.0			.0	0	.0	0
	% Of Total	.000	.000					
1 CIGARETTES	0	.0			.0	5	13.0	5
	% Of Total	.000	.000					
2 CIGARS	0	.0			.0	1	1.0	1
	% Of Total	.000	.000					
3 TOBACCO	0	.0			.0	0	.0	0
	% Of Total	.000	.000					
4 H.B.A./GM	0	.0			.0	2	2.0	2
	% Of Total	.000	.000					
5 GROCERY	0	.0			.0	7	12.0	7
	% Of Total	.000	.000					
6 CANDY	0	.0			.0	8	39.0	8
	% Of Total	.000	.000					
7 FAST FOODS	0	.0			.0	1	1.0	1
	% Of Total	.000	.000					
8 STORE SUPPLIES	0	.0			.0	0	.0	0
	% Of Total	.000	.000					
10 MISCELLANEOUS	0	.0			.0	1	4.0	1
	% Of Total	.000	.000					
55 MUSICAL	0	.0			.0	0	.0	0
	% Of Total	.000	.000					
88 RUM	0	.0			.0	0	.0	0
	% Of Total	.000	.000					
99 SHIPPING CHARGES	0	.0			.0	0	.0	0
	% Of Total	.000	.000					
Warehouse Code 1	0	.0			25	72.0	25	72.0
	% Of Total	.000						

Weekly Sales Journal

SALES JOURNAL			KAREN	DSPBPFR	3/08/93 10:53:47	Page	1
Creative Data Research							
Starting Date 3/03/93 Ending Date 3/06/93							
Sales Rep. 01 JOHN RICHARDSON -							
Invoice Date 3/03/93							
Cust. Number	Customer Name	Invoice Amount	Invoice Base Cost	Invoice Net Cost	Sales Tax	Stamp Tax	Potential Commissions
103200 ABSTON C. STORE # 1		314.19	286.03	252.73	12.38	.00	1.97
Invoice Date Totals	3/03/93	314.19	286.03	252.73	12.38	.00	1.97
Invoice Date 3/05/93							
Cust. Number	Customer Name	Invoice Amount	Invoice Base Cost	Invoice Net Cost	Sales Tax	Stamp Tax	Potential Commissions
261250 HARCO SUPER DRUG #220		344.53	304.76	283.80	3.97	.00	2.83
Invoice Date Totals	3/05/93	344.53	304.76	283.80	3.97	.00	2.83
Sales Rep. Totals	01	658.72	590.79	536.53	16.35	.00	4.80
Final totals		658.72	590.79	536.53	16.35	.00	4.80
** END OF REPORT **							

Weekly Sales Recap

Weekly Sales Recap (For Week 14)			KAREN	BSL7PFR	4/27/93 15:10:23	Page	1
Cust # Name	Net Sales Amount	Cigarette Sales	Other Sales	Cigs As % Of Net	Gross Profit	Gross Profit %	
Director:							
Sales Group:							
261250 HARCO SUPER DRUG #220	199.92	63.20	136.72	31.61	28.20	14.11	
30100 A.J.'S BEACON	25.00	.00	25.00	.00	10.99	43.96	
176990 THE OLD FIRE HOUSE MARKET	42.02	.00	42.02	.00	12.70	30.22	
240252 EDDIES DRIVE-IN LIQUOR	24.50	.00	24.50	.00	10.49	42.82	
663745 J.V. LIQUOR & DELI #1	129.86	45.00	84.86	34.65	17.85	13.75	
Totals For Sales Group:	421.30	108.20	313.10	25.68	80.23	19.04	
Totals For Director:	421.30	108.20	313.10	25.68	80.23	19.04	

Weekly Sales Recap (For Week 14)			KAREN	BSL7PFR	4/27/93 15:10:23	Page	2
Cust # Name	Net Sales Amount	Cigarette Sales	Other Sales	Cigs As % Of Net	Gross Profit	Gross Profit %	
Director: 004578 DOM REASONBERG							
Sales Group: MEDCON MEDIUM CONVENIENCE STORES							
103200 ABSTON C. STORE # 1	1059.56	355.68	703.88	33.57	169.41	15.99	
Totals For Sales Group: MEDCON	1059.56	355.68	703.88	33.57	169.41	15.99	
Totals For Director: 004578	1059.56	355.68	703.88	33.57	169.41	15.99	

Weekly Sales Recap (For Week 14)			KAREN	BSL7PFR	4/27/93 15:10:23	Page	3
Cust # Name	Net Sales Amount	Cigarette Sales	Other Sales	Cigs As % Of Net	Gross Profit	Gross Profit %	
Director: 44444 FAST EDDIE							
Sales Group:							
200231 CDR CONVENIENCE STORE #100	11223.64	2220.44	9003.20	19.78	895.60	7.98	
Totals For Sales Group:	11223.64	2220.44	9003.20	19.78	895.60	7.98	
Totals For Director: 44444	11223.64	2220.44	9003.20	19.78	895.60	7.98	
Final totals	12704.50	2684.32	10020.18	21.13	1145.24	9.01	
** END OF REPORT **							

Weekly Sensitive Totals

Weekly Sensitive Totals			KAREN	BSM5PFR	4/26/93 10:42:07	Page	1
Creative Data Research							
Warehouse Code 1 DEFAULT WAREHOUSE (SYSTEM)							
Warehouse Code 1							
Total On Hand	PTD Receipts	PTD Adj.	PTD Trans	PTD Sales			
Category Number 1	25095.6	27.0	.0	.0	130.1		
Final totals							
** END OF REPORT **							

End Of Period Reports

The following reports are always generated during end of period (month) processing:

- Item Class Analysis
- Company Profile Report - refer to Company Profile Reports above for examples of this report.
- Salesman Profile Report - refer to Salesman Profile Reports above for examples of this report.

Item Class Analysis

Creative Data Research		Item Class Analysis		JTIPPIN	BSO6PFR		9/12/01 11:30:38		Page	1
	Description	Sales Amt. PTD	Base Cost PTD	QTY Unit 1	QTY Unit 2	QTY Unit 3	QTY Unit 4	Inventory Value		
Category 1 CIGARETTES										
Class 1	FULL PRICE BRANDED CIGARETTES	2,768.60	2,540.62		157				496,141.17	
Class 2	FULL PRICE BRANDED B4G1F (1 CARTON)	.00	.00						18,621.56	
Class 5	PREMIUM CIGARETTES (70% OF DISCOUNT	713.08	680.40		24				198,480.03	
Class 10	GENERIC BRANDED CIGARETTES	2,252.94	1,728.39		163				317,292.76	
Class 11	GENERIC CIGARETTES (70% OF DISCOUNT	.00	.00						7,531.16	
Class 12	GENERIC BRANDED B3G2F	.00	.00						.00	
Class 14	DISCOUNT B2G?F - USED FOR RETAILS	.00	.00						.00	
Class 30	FREE CIGARETTE ITEMS	.00	.00						.00	
Class 35	MAIN STREET	.00	.00						.00	
Class 40	BEST BUY	.00	.00						16,227.45	
Class 42	PRIME CIGARETTES	443.76	428.64		36				76,188.01	
Class 45	PROMO CIGARETTES (PREMIUM)	.00	.00						21,945.01	
Class 46	PROMO CIGARETTES (GENERIC)	.00	.00						63,166.28	
Category 1		6,178.38	5,378.05		380				1,215,593.43	

Creative Data Research		Item Class Analysis		JTIPPIN	BSO6PFR		9/12/01 11:30:38		Page	2
	Description	Sales Amt. PTD	Base Cost PTD	QTY Unit 1	QTY Unit 2	QTY Unit 3	QTY Unit 4	Inventory Value		
Category 2 TOBACCO/SNUFF/CIGARS										
Class 55	CHEWING TOBACCO SCRAP	.00	.00						34,149.17	
Class 60	CHEWING TOBACCO PLUG	19.10	17.22		2				4,433.59	
Class 65	CHEWING TOBACCO TWIST	.00	.00						1,816.54	
Class 90	SNUFF DRY	.00	.00						6,609.73	
Class 105	SNUFF MOIST	200.40	186.30		9				43,498.42	
Class 125	CIGAR 5 PACK	.00	.00						71,223.24	
Class 150	CIGARS BOX	.00	.00						62,595.93	
Class 165	LITTLE CIGARS	100.80	90.40		5				11,908.88	
Class 180	SMOKING TOBACCO POUCH	.00	.00						4,216.70	
Class 186	SMOKING TOBACCO CAN	.00	.00						1,569.76	
Class 192	PAPERS	.00	.00						581.74	
Class 204	PIPES & ACCESSORIES	.00	.00						443.24	
Class 858	LIGHTERS-FLUID-FLINTS	.00	.00						952.91	
Category 2		320.30	293.92		16				243,999.85	

Marketshare Reports

Performance Tracking Report

Creative Data Research		Performance Tracking Report		CDR1	XYP003	9/20/02 13:18:41	Page 1
Vendor#	Vendor Name	First Quarter		Carton Volume	SOM		
01055	BROWN & WILLIAMSON	95,397	4.7 %				
01211	LIGGETT & MYERS TOBACCO CO	737	.0 %				
01212	LORILLARD #02	185,775	9.2 %				
01273	PHILIP MORRIS , INC.	593,642	29.5 %				
01295	R.J.REYNOLDS TOBACCO CO	238,840	11.9 %				
01475	LANE-LIMITED	121	.0 %				
02960	KRETEK IMPORTS, INC.	1,068	.1 %				
02961	LIGNUM 2-CASA REAL	337	.0 %				
Total, Full Price		1,116,042	55.4 %				
01055	BROWN & WILLIAMSON	116,606	5.8 %				
01212	LORILLARD #02	19,322	1.0 %				
01213	COMMONWEALTH BRANDS, INC.	9,696	.5 %				
01273	PHILIP MORRIS , INC.	97,914	4.9 %				
01295	R.J.REYNOLDS TOBACCO CO	258,194	12.8 %				
02099	GENCO MARKETING CO.	21,929	1.1 %				
02192	MARK ONE SALES & MARKETING	17,169	.9 %				
02193	STAR SCIENTIFIC, INC.	320,483	15.9 %				
02197	TOBACCO CENTER INC.	37,589	1.9 %				
Total, Discount		898,902	44.6 %				
Total, All Types		2,014,944	100.0 %				
<hr/>							

Quarterly Vendor Movement Report

Creative Data Research		Quarterly Vendor Movement Report		CDR1	XZVNPFR	9/20/02 13:17:02	Page 1
**** Movement For Quarter: 1 ****							
Vendor#	Name	Carton Volume	SOM				
01055	BROWN & WILLIAMSON	212,003	10.5 %				
01211	LIGGETT & MYERS TOBACCO CO	737					
01212	LORILLARD	205,097	10.1 %				
01273	PHILIP MORRIS , INC.	691,556	34.3 %				
01295	R.J.REYNOLDS TOBACCO CO #00	497,034	24.6 %				
01475	LANE-LIMITED	121					
02960	KRETEK IMPORTS, INC.	1,068					
02961	LIGNUM 2-CASA REAL	337					
01213	COMMONWEALTH BRANDS, INC.	9,696	.4 %				
02099	GENCO MARKETING CO.	21,929	1.0 %				
02192	MARK ONE SALES & MARKETING	17,169	.8 %				
02193	STAR SCIENTIFIC, INC.	320,483	15.9 %				
02197	TOBACCO CENTER INC.	37,589	1.8 %				
Industry		2,014,944	100.0 %				

Creative Data Research-SUPPORT		Quarterly Vendor Movement Report		CDR1	XZVNPFR	9/20/02 13:17:02	Page 2
**** Movement For Quarter: 1 ****							
Vendor#	Name	Carton Volume	SOM				
01055	BROWN & WILLIAMSON	116,606	12.9 %				
01212	LORILLARD #02	19,322	2.1 %				
01213	COMMONWEALTH BRANDS, INC.	9,696	1.0 %				
01273	PHILIP MORRIS , INC.	97,914	10.8 %				
01295	R.J.REYNOLDS TOBACCO CO	258,194	28.7 %				
02099	GENCO MARKETING CO.	21,929	2.4 %				
02192	MARK ONE SALES & MARKETING	17,169	1.9 %				
02193	STAR SCIENTIFIC, INC.	320,483	35.6 %				
02197	TOBACCO CENTER INC.	37,589	4.1 %				
Industry Savings		898,902	100.0 %				
 ** END OF REPORT **							

Quarterly Vendor Movement By Area Report

Creative Data Research-SUPPORT		Quarterly Vendor Movement by AREA	CDR1	XZDAPFR	9/20/02 16:23:39	Page	1
***** Movement For Quarter: 1 *****							
Vendor#	Name	Full Price Qty	SOM%	Discount Qty	SOM%		
01055	BROWN & WILLIAMSON #03	29,421	8.2 %	24,338	9.7 %		
01211	LIGGETT & MYERS TOBACCO CO #05	275					
01211A	Vendor Name NotFound	42					
01212	LORILLARD #02	66,025	18.5 %	4,068	1.6 %		
01213	COMMONWEALTH BRANDS, INC.	28		1,149	.4 %		
01216	Vendor Name NotFound	6					
01273	PHILIP MORRIS ,INC. #01	184,242	51.8 %	37,000	14.7 %		
01273B	Vendor Name NotFound	3					
01295	R.J.REYNOLDS TOBACCO CO #00	74,451	20.9 %	66,495	26.5 %		
01475	LANE-LIMITED	21					
02099	Genco Marketing Co.	1		6,957	2.7 %		
02192	MARK ONE SALES & MARKETING			8,268	3.2 %		
02193	STAR SCIENTIFIC, INC.			93,359	37.2 %		
02197	TOBACCO CENTER INC.			8,971	3.5 %		
02960	KRETEK IMPORTS, INC.	437	.1 %				
02961	LIGNUM 2-CASA REAL	51					
SECTION 18	52.00 Totals	355,003	100.0 %	250,605	100.0 %		
01055	BROWN & WILLIAMSON #03	2,575	9.9 %	2,904	16.0 %		
01211	LIGGETT & MYERS TOBACCO CO #05	64	.2 %				
01212	LORILLARD #02	5,274	20.4 %	311	1.7 %		
01213	COMMONWEALTH BRANDS, INC.	3		105	.5 %		
01273	PHILIP MORRIS ,INC. #01	12,517	48.4 %	4,057	22.3 %		
01295	R.J.REYNOLDS TOBACCO CO #00	5,393	20.8 %	3,788	20.8 %		
02192	MARK ONE SALES & MARKETING			739	4.0 %		
02193	STAR SCIENTIFIC, INC.			5,863	32.3 %		
02197	TOBACCO CENTER INC.			362	1.9 %		
SECTION 19	25.00 Totals	25,826	100.0 %	18,129	100.0 %		
01055	BROWN & WILLIAMSON #03	1,891	7.2 %	87	.7 %		
01212	LORILLARD #02	4,234	16.2 %	47	.3 %		
01213	COMMONWEALTH BRANDS, INC.			1			
01273	PHILIP MORRIS ,INC. #01	16,310	62.4 %	6,107	51.5 %		
01295	R.J.REYNOLDS TOBACCO CO #00	3,677	14.0 %	1,468	12.3 %		
02192	MARK ONE SALES & MARKETING			337	2.8 %		
02193	STAR SCIENTIFIC, INC.			3,625	30.6 %		
02197	TOBACCO CENTER INC.			172	1.4 %		
SECTION 20	11.00 Totals	26,112	100.0 %	11,844	100.0 %		
01055	BROWN & WILLIAMSON #03	8,456	8.4 %	4,898	6.7 %		
01211	LIGGETT & MYERS TOBACCO CO #05	41					
01211A	Vendor Name NotFound	2					
01212	LORILLARD #02	18,567	18.5 %	506	.6 %		
01213	COMMONWEALTH BRANDS, INC.			34			
01273	PHILIP MORRIS ,INC. #01	55,830	55.6 %	19,809	27.1 %		
01295	R.J.REYNOLDS TOBACCO CO #00	17,290	17.2 %	15,638	21.4 %		
01475	LANE-LIMITED	56					
02099	Genco Marketing Co.			27			
02192	MARK ONE SALES & MARKETING			1,127	1.5 %		
02193	STAR SCIENTIFIC, INC.			24,656	33.7 %		
02197	TOBACCO CENTER INC.			6,317	8.6 %		
02960	KRETEK IMPORTS, INC.	23					
02961	LIGNUM 2-CASA REAL	28					
SECTION 33	63.00 Totals	100,293	100.0 %	73,012	100.0 %		

Quarterly Vendor Movement By Area Report (continued)

Creative Data Research-SUPPORT		Quarterly Vendor Movement by AREA	CDR1	XZDAPFR	9/20/02 16:23:39	Page	2
***** Movement For Quarter: 1 *****							
Vendor#	Name	Full Price Qty	SOM%	Discount Qty	SOM%		
01055	BROWN & WILLIAMSON #03	3,443	5.8 %	5,137	7.5 %		
01211	LIGGETT & MYERS TOBACCO CO #05	20					
01212	LORILLARD #02	7,433	12.5 %	1,493	2.1 %		
01213	COMMONWEALTH BRANDS, INC.	30		605	.8 %		
01273	PHILIP MORRIS ,INC. #01	37,307	63.1 %	4,751	6.9 %		
01295	R.J.REYNOLDS TOBACCO CO #00	10,832	18.3 %	23,888	35.0 %		
02099	GENCO MARKETING CO.	2		654	.9 %		
02192	MARK ONE SALES & MARKETING			1,507	2.2 %		
02193	STAR SCIENTIFIC, INC.			27,522	40.3 %		
02197	TOBACCO CENTER INC.			2,587	3.7 %		
02960	KRETEK IMPORTS, INC.	8					
02961	LIGNUM 2-CASA REAL	3					
SECTION 34	11.00 Totals	59,078	100.0 %	68,144	100.0 %		
01055	BROWN & WILLIAMSON #03	12,765	9.1 %	14,238	18.7 %		
01211	LIGGETT & MYERS TOBACCO CO #05	107					
01211A	Vendor Name NotFound	6					
01212	LORILLARD #02	20,355	14.6 %	869	1.1 %		
01213	COMMONWEALTH BRANDS, INC.	21		261	.3 %		
01216	Vendor Name NotFound	12					
01273	PHILIP MORRIS ,INC. #01	78,874	56.6 %	7,602	10.0 %		
01295	R.J.REYNOLDS TOBACCO CO #00	26,413	18.9 %	26,738	35.2 %		
01475	LANE-LIMITED	31					
02099	GENCO MARKETING CO.			675	.8 %		
02192	MARK ONE SALES & MARKETING			400	.5 %		
02193	STAR SCIENTIFIC, INC.			24,240	31.9 %		
02197	TOBACCO CENTER INC.			835	1.1 %		
02960	KRETEK IMPORTS, INC.	546	.3 %				
02961	LIGNUM 2-CASA REAL	217	.1 %				
SECTION 35	5.00 Totals	139,347	100.0 %	75,858	100.0 %		
01055	BROWN & WILLIAMSON #03	3,322	8.4 %	3,819	14.6 %		
01211	LIGGETT & MYERS TOBACCO CO #05	2-					
01212	LORILLARD #02	8,615	21.9 %	190	.7 %		
01213	COMMONWEALTH BRANDS, INC.			208	.7 %		
01273	PHILIP MORRIS ,INC. #01	19,889	50.7 %	2,613	10.0 %		
01295	R.J.REYNOLDS TOBACCO CO #00	7,404	18.8 %	4,652	17.8 %		
02099	GENCO MARKETING CO.			2,102	8.0 %		
02192	MARK ONE SALES & MARKETING			1,298	4.9 %		
02193	STAR SCIENTIFIC, INC.			8,252	31.6 %		
02197	TOBACCO CENTER INC.			2,970	11.3 %		
SECTION 36	5.00 Totals	39,228	100.0 %	26,104	100.0 %		
01055	BROWN & WILLIAMSON #03	7,173	8.3 %	29,571	30.3 %		
01211	LIGGETT & MYERS TOBACCO CO #05	13					
01211A	Vendor Name NotFound	12					
01212	LORILLARD #02	18,094	20.9 %	1,853	1.8 %		
01213	COMMONWEALTH BRANDS, INC.	23		2,963	3.0 %		
01273	PHILIP MORRIS ,INC. #01	42,029	48.7 %	3,024	3.0 %		
01273B	Vendor Name NotFound	1					
01295	R.J.REYNOLDS TOBACCO CO #00	18,741	21.7 %	29,801	30.5 %		

Quarterly Vendor Movement By Area Report (continued)

Creative Data Research-SUPPORT		Quarterly Vendor Movement by AREA		CDR1	XZDAPFR	9/20/02 16:23:39	Page	3
**** Movement For Quarter: 1 ****								
Vendor#	Name	Full Price Qty	SOM%	Discount Qty	SOM%			
01475	LANE-LIMITED	8						
02099	GENCO MARKETING CO.			917	.9 %			
02192	MARK ONE SALES & MARKETING			1,581	1.6 %			
02193	STAR SCIENTIFIC, INC.			23,141	23.7 %			
02197	TOBACCO CENTER INC.			4,727	4.8 %			
02960	KRETEK IMPORTS, INC.	47						
02961	LIGNUM 2-CASA REAL	37						
SECTION 37	25.00 Totals	86,178	100.0 %	97,578	100.0 %			
01055	BROWN & WILLIAMSON #03	7,894	7.9 %	13,916	13.1 %			
01211	LIGGETT & MYERS TOBACCO CO #05	109	.1 %					
01211A	Vendor Name NotFound	23						
01212	LORILLARD #02	11,882	11.9 %	2,852	2.6 %			
01213	COMMONWEALTH BRANDS, INC.	3		757	.7 %			
01273	PHILIP MORRIS ,INC. #01	54,696	54.8 %	3,871	3.6 %			
01273B	Vendor Name NotFound	10						
01295	R.J.REYNOLDS TOBACCO CO #00	25,022	25.1 %	34,227	32.3 %			
01475	LANE-LIMITED							
02099	GENCO MARKETING CO.	20		8,728	8.2 %			
02192	MARK ONE SALES & MARKETING			1,396	1.3 %			
02193	STAR SCIENTIFIC, INC.			37,521	35.4 %			
02197	TOBACCO CENTER INC.			2,616	2.4 %			
02960	KRETEK IMPORTS, INC.	2						
SECTION 38	14.00 Totals	99,661	100.0 %	105,884	100.0 %			
01055	BROWN & WILLIAMSON #03	9,188	9.3 %	9,474	8.6 %			
01211	LIGGETT & MYERS TOBACCO CO #05	75						
01211A	Vendor Name NotFound	4						
01212	LORILLARD #02	10,477	10.6 %	2,713	2.4 %			
01213	COMMONWEALTH BRANDS, INC.	4		1,991	1.8 %			
01216	Vendor Name NotFound	1						
01273	PHILIP MORRIS ,INC. #01	51,979	52.7 %	4,762	4.3 %			
01295	R.J.REYNOLDS TOBACCO CO #00	26,888	27.2 %	30,329	27.7 %			
02099	GENCO MARKETING CO.			1,031	.9 %			
02192	MARK ONE SALES & MARKETING			2,254-	2.0-%			
02193	STAR SCIENTIFIC, INC.			55,515	50.7 %			
02197	TOBACCO CENTER INC.			5,872	5.3 %			
02960	KRETEK IMPORTS, INC.	2						
02961	LIGNUM 2-CASA REAL	4						
SECTION 39	22.00 Totals	98,622	100.0 %	109,433	100.0 %			
Grand Totals		1,116,935		898,009				

** END OF REPORT **

Quarterly Customer Cigarette Report

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Quarterly Customer Cigarette Report CDR1

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**** Movement For Quarter: 1 Rep: 47 ****

Customer#	Name	Phillip Morris Qty	RJR Qty	Other Qty	Total Qty
791860	ALEXANDER'S GROCERY			484	484
250140	ALL BRANDS STORES CITRONELLE	93	51	25	169
250120	ALL BRANDS STORES FLORIDA	41	13	13	15
250110	ALL BRANDS STORES MOBILE CITY	2,202	541	644	3,387
250130	ALL BRANDS STORES MOBILE COUNTY	420	91	73	584
250115	ALL BRANDS STORES PRICHARD CITY	321	175	106	602
250135	ALL BRANDS STORES SARALAND ALABAMA	10	1		9
765150	AMERICAN SUPER MARKET	15	105	264	384
791455	B & W PACKAGE STORE	2		55	57
789185	BAUER'S DRUG INC.	216	274	320	810
788730	BP OIL DBA-SUNSHINE PETROLEUM INC.	3,354	801	5,182	9,337
791465	BROAD ST. CHEVRON	942	2,003	4,323	7,268
788155	BROOKLEY EXXON	596	444	2,419	3,459
765120	BUDDY'S CONV. STORE	3,333	302	1,395	5,030
765781	CHICKASAW GULF SERVICE	3	1		4
789030	CIRCLE A	1,305	178	140	1,623
789020	CJ&D ENT. INC.DBA THE PRIDE STATION	3,297	116	788	4,201
791795	COLLINS PACKAGE STORE	47	88	367	502
789050	COMMUNITY MEAT MARKET		14	49	63
788285	COUNTRY MART FOOD STORE	1,425	362	430	2,217
791135	D & E GROCERY	299	87	119	505
789060	D.I.P. EXPRESS		185	72	257
789080	DANNY'S MEAT MARKET	12	23	42	77
791325	DAWN & JOE FOOD MART			487	487
788550	DEES CHEVRON	578	201	39	818
788740	DONNA'S #2, INC.	9,156	1,558	2,528	13,242
791220	DORITY'S CONOCO	400	140	114	654
788785	DOUG'S DISCOUNT CIGARETTE STORE	10,892	25,248	14,885	51,025
788312	DOUG'S QUIK MART #2	30	488	188	706
788595	EXPRESS GAS / SOFT SHINE	399	195	1,378	1,972
788960	EXXON EXPRESS MART			1,778	1,778
772921	FULTON GROCERY, INC.	13	104	395	512
789025	G & G TOBACCO OF INDIAN SPRINGS	105	39	117	261
788425	GEORGTOWN GROCERY	2,041	1,785	1,959	5,785
788705	GOV'T. BLVD. B.P.	2,548	749	1,129	4,426
791850	H & S CONVENIENCE STORE		50	617	667
788685	I AND R, INC./DBA-COUNTRY CORNER	2,107	106	438	2,651
788675	IKE'S FOOD MART	1,016	14	535	1,565
721650	J & J GROCERY	2,687	3,143	3,387	9,217
788920	J'S E-Z SHOP INC	72	27	9	108
789055	JACK'S COMPAC	106	581	653	1,340
765801	JONES CONVENIENCE STORE	48	56	1,225	1,329
791155	JONES TRUCK STOP INC.	1,219	339	586	2,144
765785	KELLY GULF SERVICE	433	101	236	770
789045	KEN'S GROCERY	60	235	1,538	1,833
790145	KOUNTRY KORNER	3,468	1,013	1,224	5,705
791660	KWIK STOP GROCERY	38	48	1,232	1,318
788400	L & L MOMS & POPS SERVICE CENTER	72	90	585	747
788880	LADAS CHEVRON	2,981	1,640	810	5,431
791600	LADAS PHARMACY	104	592	1,122	1,818
791095	LEE'S RACEWAY			412	412
788815	LITTLE K OIL CO., INC. #1	2,224	605	687	3,516
791165	MACKS CORNER STORE	4	73	626	703

Quarterly Customer Cigarette Report (continued)

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Quarterly Customer Cigarette Report CDR1

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**** Movement For Quarter: 1 Rep: 47 ****

Customer#	Name	Phillip Morris Qty	RJR Qty	Other Qty	Total Qty
762150	MAIN STREET CONVENIENCE	4		1,645	1,649
788615	MCDONALD'S CONOCO #3	4		111	115
784257	MCGREGOR SQUARE GULF	1,763	465	379	2,607
788640	MEDICAL VILLAGE PHARMACY	85	165	929	1,179
765130	MINE AND YOURS CONVENIENCE			57	57
791365	MINUTE MART GROCERY	6,724	1,715	3,995	12,434
788565	MJ'S EXPRESS	6,146	1,375	4,137	11,658
789090	MOFFETT ROAD CHEVRON	16		37	53
788980	MONTGOMERY CITGO	7	119	436	562
791560	MOODY'S PACKAGE STORE	2	16	56	74
789075	OLD SHELL CONVENIENCE		2	1	3
789015	P. T.'S CONOCO			300	300
788755	PALMER'S QUIK STOP		3	1	4
788480	PAUL'S PURE	90	268	1,053	1,411
765752	PIT STOP	272	606	3,399	4,277
765758	PRICHARD LANE	9	14	372	395
788975	QUICK STOP #3 (PETRO)	449	891	336	1,676
788485	R.C. SPUR INC.	490	4,304	3,171	7,965
789070	RAMKABIR INC. DBA LEE'S RACEWAY			232	232
788690	REGENCY CHEVRON	57	117	153	327
791510	RODGER'S HANDY GROCERY	3	2	103	108
789085	RUBY'S QUIK STOP			21	21
788985	S & L CONVENIENCE STORE	394	1,326	1,411	3,131
789105	SEABORN TEXACO	690	3	23	716
789110	SEVEN HILLS COUNTRY STORE	78	47	38	163
791425	SINGLETON GROCERY #2	2	33	886	921
788625	STOP N' GO #2			15	15
788410	SUPER STOP #3	437	114	5,189	5,740
788695	T-BOY'S/JCL ENTERPRISES	5,268	3,155	1,609	10,032
789040	TEXACO HANDY STOP	1,390	957	1,718	4,065
762624	WEST BAY HARDWARE	712	243	437	1,392
788635	YESTERDAY'S MARKET PLACE	55	81	112	248
788325	YOUNG'S GROCERY	63	77	649	789
788910	ZIPPY MART			345	345
GREG ADKISON	Totals	85,936	61,147	91,557	238,640
Grand Totals		85,936	61,147	91,557	238,640

** END OF REPORT **