Salgsrapporter

SUCCES I TAL

Damian Pawel
Partner og Konsulent
dp@consulendo.dk
20 23 90 52

Henrik Lyngsø
Partner og Konsulent
hl@consulendo.dk
30 56 17 02

Top Customer Overview *By Sales*

Dates 08/01/2013..08/31/2013

Run Date: 9/9/2013

Salesperson
- Annette Hill
- Bart Duncan
- John Roberts
- Linda Martin
- Mary A. Dempsey
- Peter Saddow

Global Dimension 1 Co...
- CORPORATE
- EVENTS
- SPORTS

Country/Region
- Austria
- Belgium
- Canada
- Denmark
- France
- Germany

State/County/Province
- AR
- CA
- FL
- GA
- ID
- IL

City
- AArhus C
- Amsterdam
- Arnhem
- Atlanta
- Barcelona
- Cambden

Customer	Sales (LCY)	Profit (LCY)	Profit %
Meersen Meubelen	57,333	24,744	43%
Top Action Sports	50,721	22,615	45%
Randotax Outfitters	43,011	17,980	42%
Guildford Water Department	33,815	14,925	44%
Voltive Systems	33,691	14,585	43%
Möbel Siegfried	26,474	10,912	41%
Carl Anthony	26,201	11,572	44%
Dicon Industries	23,401	9,963	43%
Stanfords	22,849	10,706	47%
Saxon Technology	22,298	9,638	43%
Grand Total	**339,794**	**147,640**	**43%**

Customer Sales and Profitability

Years

- 2014
- <1/3/2014

Country/Region - Name

Austria	Belgium	Canada	Denmark	Germany
Great Britain	Iceland	Netherlands	Slovenia	Spain
Sweden	Switzerland	USA		

Salesperson/Purchaser -...

- Annette Hill
- Bart Duncan
- John Roberts

Customer	Sales Amount	Profit Amount	Profit%	Relative Profit %
BEI Outfitters	77,438	34,863	82%	
Top Action Sports	66,103	27,871	73%	
Meersen Meubelen	45,043	17,807	65%	
Danger Unlimited	40,369	18,028	81%	
Lovaina Contractors	37,305	15,591	72%	
Voltive Systems	33,660	14,083	72%	
Möbel Siegfried	28,475	12,453	78%	
Stanfords	27,117	10,596	64%	
Stutringers	24,518	10,241	72%	
Derringers Resturants	23,733	10,751	83%	
Equinox Sporting Goods	22,863	9,865	76%	
Bargottis	21,166	9,562	82%	
Solotech	20,820	8,208	65%	
DenoTech	20,395	9,034	80%	
Guildford Water Department	20,184	8,582	74%	
Elkhorn Airport	20,184	8,592	74%	
Randotax Outfitters	19,178	8,681	83%	
Hotspot Systems	19,121	7,866	70%	
City Of Chicago	18,909	6,638	54%	
Ravel M¢bler	18,556	7,985	76%	
Pilatus AG	17,738	7,187	68%	

Sales Team Performance (based on customer card)

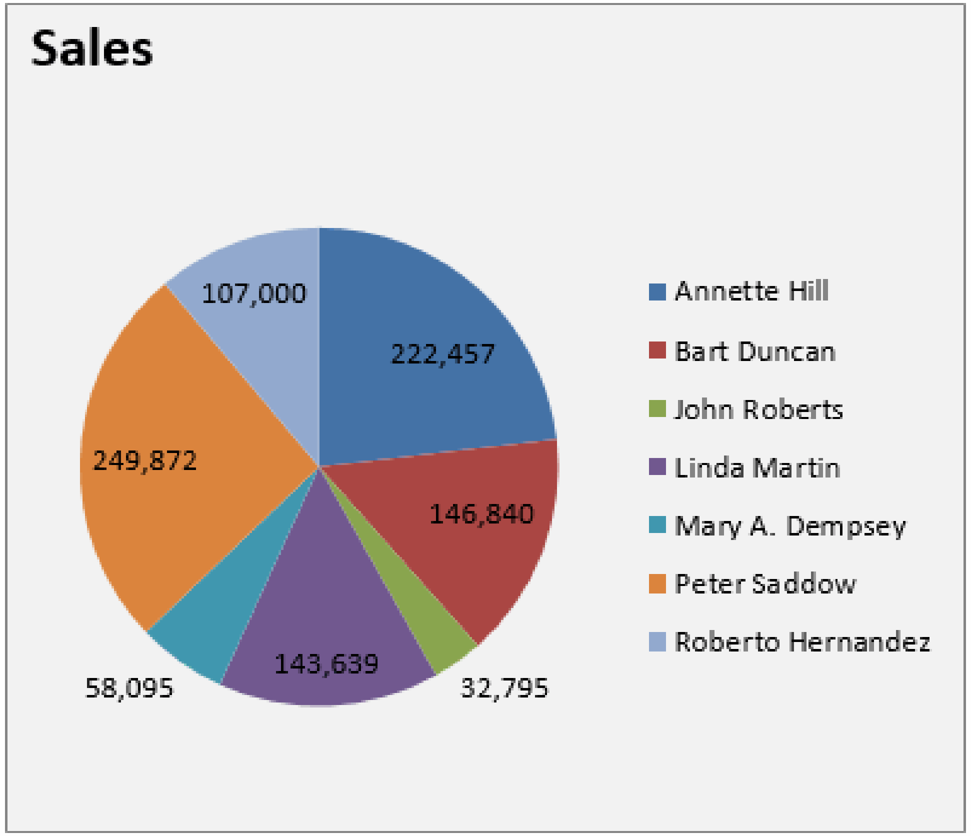
Date Range 01/01/2014..1/31/2014

Country/Region

Austria	Belgium	Canada
Denmark	Germany	Great Britain
Iceland	Netherlands	Slovenia

Global Dimension 1 Code

- CORPORATE
- EVENTS
- SPORTS



	Sales
Annette Hill	222,457
Bart Duncan	146,840
John Roberts	32,795
Linda Martin	143,639
Mary A. Dempsey	58,095
Peter Saddow	249,872
Roberto Hernandez	107,000
Grand Total	960,698

Item Sales by Customer

Date Range 10/1/2013..10/31/2013

Customer Name	Gen. Prod. Posting Group	Item No.	Item - Description	Sales Quantity
Bainbridges	RETAIL	C100003	Cherry Finish Frame	24
		C100017	Wheeled Duffel	1
		C100022	Two-Toned Cap	144
		C100029	Distressed Twill Visor	336
		E100011	Plastic Sun Visor	1
		E100012	Canvas Stopwatch	1
		E100014	Stopwatch with Neck Rope	48
		E100015	360 Clip Watch	144
		E100016	4 Function Rotating Carabiner Wat	1
		E100017	Clip-on Clock with Compass	144
		S100013	Mesh BALL CAP	144
BEI Outfitters	RETAIL	C100005	Cherry Finished Crystal Award	24
		C100006	Cherry Finished Crystal Award- Lar	49
		C100022	Two-Toned Cap	1
		C100026	Fleece Beanie	1
		C100031	Carabiner Watch	1
		E100014	Stopwatch with Neck Rope	288
		E100016	4 Function Rotating Carabiner Wat	12
		S100001	Basketball Graphic Plaque	144
		S100005	Award Medallian - 2.5"	1
		S100009	Engraved Basketball Award	48

Top Customer Returns

By Quantity

Customer - Name	Customer No.	Sales Qty	Return Qty	Return Rate (Quantity based)
⊟ Selangorian Ltd.	20000	7	2	29%
⊟ The Cannon Group PLC	10000	28	2	7%
⊟ Autohaus Mielberg KG	49633663	19	1	5%
⊟ Karim Manar	157000	2	-	0%
⊟ Esther Valle	112000	1	-	0%
⊟ School of Fine Art	101000	2	-	0%
⊟ Designstudio Gmunden	43687129	9	-	0%
⊟ Maxim Goldin	141000	1	-	0%
⊟ Englunds Kontorsmöbler AB	46897889	3	-	0%
⊟ City Power & Light	120000	19	-	0%
⊟ Gagn & Gaman	35451236	1	-	0%
⊟ Candoxy Nederland BV	31987987	9	-	0%
⊟ Heimilisprydi	35963852	4	-	0%
⊟ Michel Pereira	152000	1	-	0%
⊟ John Haddock Insurance Co.	30000	8	-	0%
⊟ Titti Ringstrom	170000	2	-	0%
⊟ Klubben	47563218	3	-	0%
⊟ Wingtip Toys	118000	7	-	0%
⊟ MEMA Ljubljana d.o.o.	38128456	3	-	0%
⊟ Dalibor Kacmar	107000	2	-	0%
⊟ Progressive Home Furnishings	1445544	16	-	0%

By Amount

Customer - Name	C
⊟ Selangorian Ltd.	
⊟ Autohaus Mielberg KG	
⊟ The Cannon Group PLC	
⊟ Karim Manar	
⊟ Michal Chmiela	
⊟ School of Fine Art	
⊟ Designstudio Gmunden	
⊟ Maxim Goldin	
⊟ Englunds Kontorsmöbler AB	
⊟ City Power & Light	
⊟ Gagn & Gaman	
⊟ Ivan Komashinsky	
⊟ Heimilisprydi	
⊟ Candoxy Nederland BV	
⊟ John Haddock Insurance Co.	
⊟ Titti Ringstrom	
⊟ Klubben	
⊟ Wingtip Toys	
⊟ MEMA Ljubljana d.o.o.	
⊟ Dalibor Kacmar	
⊟ Progressive Home Furnishings	

Status of Shipments

Status

- Open
- Released

Location Code

- YELLOW
- WHITE
- RED
- GREEN
- BLUE

Document Type

- Credit Memo
- Invoice
- Order

Sell-to Customer Name

- Autohaus Mielberg KG
- Blanemark Hifi Shop
- Candoxy Nederland BV
- Deerfield Graphics Company
- Designstudio Gmunden
- Englunds Kontorsmöbler AB
- Fairway Sound
- Guildford Water Department
- John Haddock Insurance Co.
- Klubben
- Lovaina Contractors
- MEMA Ljubljana d.o.o.
- New Concepts Furniture
- Selangorian Ltd.
- The Cannon Group PLC
- The Device Shop

Sell-to Customer Name	Document Type	No.	Shipment Date	Status	Shipping Time	Shipment Method Code
John Haddock Insurance Co.	Order	104003	1/15/2014	Open		EXW
		104008	1/15/2014	Released		EXW
		104013	1/15/2014	Released		EXW
		101005	1/9/2014	Released		EXW
		101023	2/19/2014	Open		EXW
The Cannon Group PLC	Order	104001	1/15/2014	Open	1D	EXW
		104006	1/15/2014	Open	1D	EXW
		104011	1/15/2014	Released	1D	EXW
		101016	1/23/2014	Released		EXW
Selangorian Ltd.	Order	104002	1/15/2014	Open		EXW
		104007	1/15/2014	Open		EXW
		104012	1/15/2014	Released		EXW
		101017	1/24/2014	Open		EXW
Deerfield Graphics Company	Order	104004	1/15/2014	Open		EXW
		104009	1/15/2014	Released		EXW
		104014	1/15/2014	Released		EXW
Blanemark Hifi Shop	Order	104005	1/15/2014	Open		EXW
		104010	1/15/2014	Released		EXW
		104016	1/15/2014	Open		EXW
		104021	1/15/2014	Released		EXW
Fairway Sound	Order	104015	1/15/2014	Released		EXW
		104017	1/15/2014	Open		EXW
		104019	1/31/2014	Released		EXW
The Device Shop	Order	104018	1/15/2014	Open		EXW
		104020	1/31/2014	Released		EXW
MEMA Ljubljana d.o.o.	Order	101009	1/17/2014	Released		EXW
		101022	2/2/2014	Open		EXW

Service Warranty for Customers- Renewal Opportunities

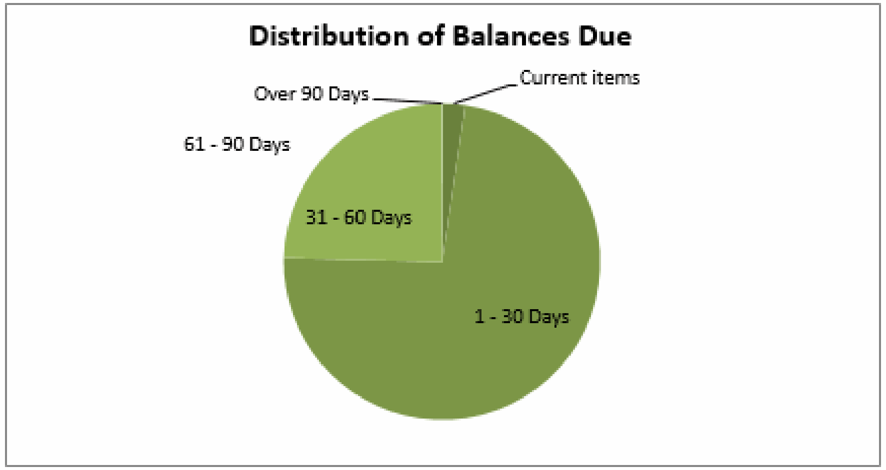
Service Zone Code	(All)
Responsibility Center	(All)
Service Item Group Code	(All)

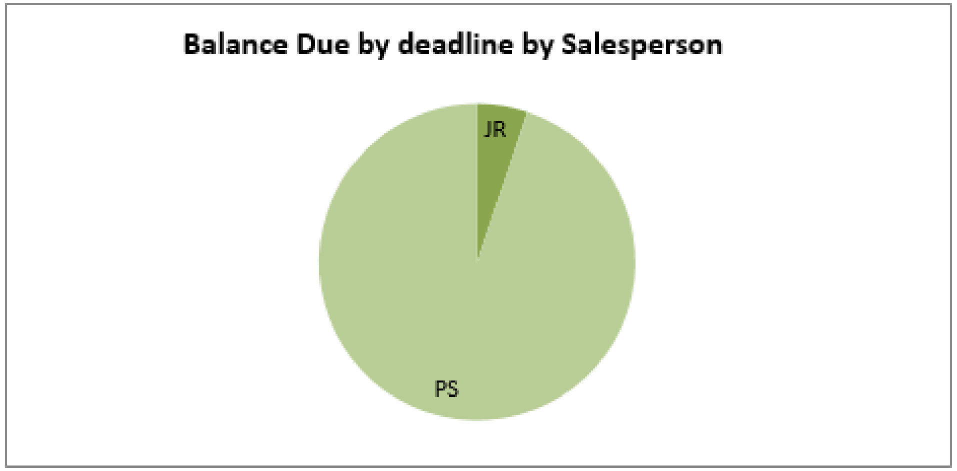
Customer - Name	Contract No.	Warranty Starting Date (Labor)	Next Planned Service Date	Service Period	Warranty Ending Date (Labor)	Serial No.	Description	Total Qty. Invoiced	U of M
Deerfield Graphics Company	SC00005	4/10/2013	12/1/2013	3M	4/10/2014	M890001	Computer III 800 MHz	2	PCS
		5/30/2013	12/1/2013	3M	5/30/2014	121001	Computer III 533 MHz	2	PCS
		6/29/2013	12/1/2013	3M	6/29/2014	121002	Computer III 533 MHz	2	PCS
		8/13/2013	12/1/2013	3M	8/13/2014	M890002	Computer III 800 MHz	2	PCS
						SP9865303	Computer III 733 MHz	2	PCS
		1/3/2014	12/1/2013	3M	1/3/2015	AT73938372-01	Team Work Computer 533 MHz	2	PCS
		(blank)	12/1/2013	3M	(blank)	1234567	Graphic Program	2	PCS
Guildford Water Department	SC00006	7/30/2013	1/23/2014	3M	7/30/2014	HP83738020	Computer III 866 MHz	1	PCS
		11/23/2013	1/23/2014	3M	11/23/2014	HP739038762	Computer III 866 MHz	1	PCS
		1/13/2014	1/23/2014	3M	1/13/2015	121003	Computer III 533 MHz	1	PCS
		1/23/2014	1/23/2014	3M	1/23/2015	AT8363929-93	Team Work Computer 533 MHz	1	PCS
Selangorian Ltd.	SC00003	1/3/2014	1/3/2014	3M	1/3/2015	SK986530	Computer III 600 MHz	1	PCS
The Cannon Group PLC	SC00001	1/1/2013	6/30/2013	1M	1/1/2014	123456789	Drive 250MB	8	PCS
		11/30/2013	6/30/2013	1M	11/30/2014	AS764789	Enterprise Computer 667 MHz	8	PCS
	SC00002	6/30/2013	6/30/2013	1M	6/30/2014		Computer III 600 MHz	8	PCS
						121000	Computer III 533 MHz	8	PCS
						MCM-060267	17" M780 Monitor	8	PCS
						MCM-220791	17" M780 Monitor	8	PCS
						MCM-290767	17" M780 Monitor	8	PCS
						MCM-58746	17" M780 Monitor	8	PCS
						MCM-652587	17" M780 Monitor	8	PCS
	SC00007	1/13/2014	1/13/2014	3M	1/13/2015	SN 5TR78	Computer III 866 MHz	1	PCS
						SNM2453	24" Ultrascan	1	PCS

Aged Customers Balance to 15 Feb 2014

14-Jun-2013 02:50 PM

No.	Name	Salesperson Code	Total Balance Due	Last Payment and Amount	Open Orders	Current items	Past Due Total	1 - 30 Days	31 - 60 Days	61 - 90 Days	Over 90 Days
						2%	98%	73%	25%	0%	0%
10000	The Cannon Group PLC	PS	255,797	12-Jan-14 (104,339)	1,355	11,776	244,021	244,404	(383)	-	-
20000	Selangorian Ltd.	PS	147,259	9-Jan-14 (84,776)	8,549	-	147,259	71,506	75,752	-	-
30000	John Haddock Insurance Co.	PS	537,967		3,003	-	537,967	368,416	169,552	-	-
32656565	Antarcticopy	JR	3,981		-	-	3,981	3,981	-	-	-
35451236	Gagn & Gaman	JR	1,352		-	-	1,352	1,352	-	-	-
35963852	Heimilisprydi	JR	3,120		-	-	3,120	3,120	-	-	-
40000	Deerfield Graphics Company	PS	1,736		4,391	-	1,736	-	1,736	-	-
42147258	BYT-KOMPLET s.r.o.	JR	2,471		-	-	2,471	2,471	-	-	-
43687129	Designstudio Gmunden	JR	3,850		2,506	-	3,850	3,850	-	-	-
46897889	Englunds Kontorsmöbler AB	JR	1,038		6,273	-	1,038	1,038	-	-	-
47563218	Klubben	JR	18,142		-	-	18,142	18,142	-	-	-
49525252	Beef House	JR	17,538		-	2,288	15,251	15,251	-	-	-
49633663	Autohaus Mielberg KG	JR	10,879	20-Jan-14 1,001	17,313	9,445	1,434	1,434	-	-	-
50000	Guildford Water Department	PS	822		-	-	822	-	-	822	-
Total All Customers			**1,005,953**		**43,389**	**23,509**	**982,444**	**734,965**	**246,658**	**822**	**-**





Salesperson Code	Name	Total Balance Due	Open Orders	Current items	Past Due Total	1 - 30 Days	31 - 60 Days	61 - 90 Days	Over 90 Days
JR	John Roberts	62,371	26,092	11,732 19%	50,639 81%	50,639 81%	- 0%	- 0%	- 0%
PS	Peter Saddow	943,582	17,297	11,776 1%	931,805 99%	684,326 73%	246,658 26%	822 0%	- 0%
Total Salespersons		**1,005,953**	**43,389**	**23,509**	**982,444**	**734,965**	**246,658**	**822**	**-**

Item Profitability by Customer

Current Period vs. Same Period Prior Year

Customer Filter 10000..30000

Item Filter *

30000	John Haddock Insurance Co.										
1920-S	ANTWERP Conference Table	1,598	4	1,246	351	22.0%	-	-	-	-	
8908-W	Computer - Highline Package	343	3	-	343	100.0%	-	-	-	-	
8924-W	Server - Enterprise Package	346	1	-	346	100.0%	-	-	-	-	
	30000 TOTAL:	2,286	8	1,246	1,040	45.5%	-	-	-	-	
101000	School of Fine Art										
1908-S	LONDON Swivel Chair, blue	-	-	-	-		123	1	95	28	22.9%
1972-S	MUNICH Swivel Chair, yellow	247	2	192	54	22.1%	-	-	-	-	
1980-S	MOSCOW Swivel Chair, red	123	1	96	27	22.1%	-	-	-	-	
	101000 TOTAL:	370	3	288	82	22.1%	123	1	95	28	22.9%
102000	Graphic Design Institute										
1908-S	LONDON Swivel Chair, blue	-	-	-	-		123	1	95	28	22.9%
1968-S	MEXICO Swivel Chair, black	247	2	192	55	22.3%	245	2	190	55	22.5%
1972-W	SAPPORO Whiteboard, black	-	-	-	-		975	1	709	266	27.3%
1980-S	MOSCOW Swivel Chair, red	-	-	-	-		122	1	95	27	22.1%
1996-S	ATLANTA Whiteboard, base	1,813	2	1,408	405	22.4%	-	-	-	-	
2000-S	SYDNEY Swivel Chair, green	123	1	96	27	22.1%	122	1	95	27	22.1%
	102000 TOTAL:	2,183	5	1,696	488	22.3%	1,588	6	1,184	404	25.4%

People who bought **1896-S** **ATHENS Desk** (at any time)

Also bought... **Date filter** **1/1/2010..1/31/2010**

Item No.	Item - Description	Sum of Sales (Quantity)	Sum of Sales (Amount)
1996-S	ATLANTA Whiteboard, base	92	$122,286
1972-W	SAPPORO Whiteboard, black	64	$83,292
1984-W	SARAJEVO Whiteboard, blue	58	$75,260
1968-S	MEXICO Swivel Chair, black	162	$29,279
1928-W	ST.MORITZ Storage Unit/Drawers	38	$17,747
1920-S	ANTWERP Conference Table	24	$14,881
1968-W	GRENOBLE Whiteboard, red	10	$13,684
1908-S	LONDON Swivel Chair, blue	73	$13,210
1980-S	MOSCOW Swivel Chair, red	65	$11,855
1900-S	PARIS Guest Chair, black	64	$11,695
2000-S	SYDNEY Swivel Chair, green	58	$10,538
1992-W	ALBERTVILLE Whiteboard, green	6	$8,329
1964-S	TOKYO Guest Chair, blue	38	$7,136
1988-W	CALGARY Whiteboard, yellow	4	$5,949
1964-W	INNSBRUCK Storage Unit/G.Door	12	$5,168
1972-S	MUNICH Swivel Chair, yellow	22	$3,989
1976-W	INNSBRUCK Storage Unit/W.Door	9	$3,516
1952-W	OSLO Storage Unit/Shelf	14	$3,288
1906-S	ATHENS Mobile Pedestal	5	$2,147
1960-S	ROME Guest Chair, green	10	$1,908
1988-S	SEOUL Guest Chair, red	6	$1,145
1924-W	CHAMONIX Base Storage Unit	5	$1,040
1936-S	BERLIN Guest Chair, yellow	5	$954
1928-S	AMSTERDAM Lamp	14	$760
Grand Total		858	$449,055

Sales Orders By Salesperson

Salesperson/Purchaser ...

- Annette Hill
- Bart Duncan
- John Roberts
- Linda Martin
- Mary A. Dempsey
- Peter Saddow
- Roberto Hernandez
- Debra L. Core

Posting Date

- 1/3/2014
- 1/5/2014
- 1/7/2014
- 1/9/2014
- 1/11/2014
- 1/13/2014
- 1/15/2014
- 1/17/2014

Document No.	Posting Date	Item/Resource No.	Item/Resource Description	Currency Code	Amount
SI_104173	1/31/2014	70400	Invoice Rounding	SIT	$0
		C100006	Cherry Finished Crystal Award- Large	SIT	$1,676,414
		C100011	Winter Frost Vase	SIT	$563,759
		C100008	Glacier Vase	SIT	$1,377
		C100032	Clip-on Clock	SIT	$60,989
		E100021	Slim Travel Alarm	SIT	$58,119
		C100054	Cherry Finish Photo Frame & Clock	SIT	$22,363
		C100044	VOIP Headset with Mic	SIT	$751
		C100040	Channel Speaker System	SIT	$81,957
SI_104173 Total					**$2,465,729**
SI_104263	1/31/2014	70400	Invoice Rounding	SIT	$0
		C100008	Glacier Vase	SIT	$82,615
		C100033	Frames & Clock	SIT	$962
		C100037	World Time Travel Alarm	SIT	$81,798
		E100022	Wide Screen Alarm Clock	SIT	$2,491
		C100039	Portable Speaker & MP3 Dock	SIT	$339,628
SI_104263 Total					**$507,494**
SI_103599	1/3/2014	C100002	Border Style		$2,652
		C100004	Walnut Medallian Plate		$44
		C100033	Frames & Clock		$6
		C100037	World Time Travel Alarm		$468
		E100020	Flip-up Travel Alarm		$7
		E100022	Wide Screen Alarm Clock		$5
		C100054	Cherry Finish Photo Frame & Clock		$256
		C100055	Silver Plated Photo Frame		$43
		C100053	Book Style Photo Frame & Clock		$19
		C100044	VOIP Headset with Mic		$52
SI_103599 Total					**$3,550**

Invoice

Invoice No.:	SI_104798
Invoice Date:	1/13/2013

Bill To:
First Touch Marketing
Ms. Tammy L. McDonald
705 West Peachtree Street
Atlanta , GA 31772
US

Ship To:
First Touch Marketing
Ms. Tammy L. McDonald
705 West Peachtree Street
Atlanta , GA 31772
US

Ship Via	EXW
Ship Date	1/13/2013
Due Date	1/27/2013
Terms	Net 14 days

Customer ID	C100035
P.O. Number	
P.O. Date	1/5/2013
Order No.	S106747
Sales Person	Annette Hill

Item No.	Item/Description	Unit	Quantity	Unit Price	Discount	Total Price
C100006	Cherry Finished Crystal Award- Large	Each	49	$168.22	$494.57	$7,748.21
S100017	Microfiber Bucket Hat	Each	288	$8.66	$149.64	$2,344.44
S100015	Raw-Edge Bucket Hat	Each	288	$7.21	$124.59	$1,951.89
S100004	Award Medallian - 2''	Each	144	$14.41	$124.50	$1,950.54
C100031	Carabiner Watch	Each	144	$13.81	$119.32	$1,869.32
S100010	Golf Relaxed Cap	Each	169	$10.78	$109.31	$1,712.51
C100024	Knit Hat with Bill	Each	144	$5.10	$44.06	$690.34
C100023	Two-Toned Knit Hat	Each	145	$2.14	$18.62	$291.68
S100018	Crusher Bucket Hat	Each	48	$5.53	$15.93	$249.51
S100003	Soccer #1 Pin	Each	145	$1.61	$14.01	$219.44
C100029	Distressed Twill Visor	Each	12	$4.26	$3.07	$48.05
C100028	Twill Visor	Each	2	$4.75	$0.57	$8.93
E100011	Plastic Sun Visor	Each	1	$0.80	$0.05	$0.75

Amount Subject to Sales Tax	Amount Exempt from Sales Tax		
$19,085.61	$0.00	**Subtotal:**	$19,085.61
		Invoice Discount:	$0.00
		Total Sales Tax:	$0.00

Total Amount Due: $19,085.61

Opportunities Won & Lost

Salesperson Name

Bart Duncan	Debra L. Core
John Roberts	Peter Saddow

No.

OP100015	OP100016	OP100017	OP100018	OP100019
OP100020	OP100021	OP100037	OP100038	OP100039
OP100040	OP100041	OP100042	OP100043	OP100044

Closed	TRUE

Count of No.					Status	
Salesperson Name	Priority	Contact Company Name	Description	Date Closed	Lost	Won
Bart Duncan	High	Helguera industrial	30 chairs, blue	1/24/2012	1	
	Normal	Bilabankinn	2 guest chairs	1/21/2012	1	
			Innsbruck Storage units	10/24/2011	1	
Debra L. Core	High	Heimilisprydi	Lamps for the manager office	11/20/2011	1	
	Normal	Helguera industrial	Complete storage system	1/16/2012	1	
John Roberts	High	BYT-KOMPLET s.r.o.	Chairs for the canteen	1/12/2012		1
		Woonboulevard Kuitenbrouwer	New office system	10/3/2011	1	
	Normal	Antarcticopy	Lamps for the canteen	1/21/2012	1	
		Designstudio Gmunden	Compl. conference arrangement	1/16/2012		1
		Progressive Home Furnishings	Conference table	10/16/2011	1	
Peter Saddow	Low	Guildford Water Department	Furniture to sales department	1/20/2012		1
		The Cannon Group PLC	Assembling furniture	1/26/2012		1
	Normal	John Haddock Insurance Co.	Assembling furniture	1/20/2012		1
		Selangorian Ltd.	Assembling furniture	1/21/2012		1
		The Cannon Group PLC	Furniture for the conference	1/11/2012		1
Grand Total					8	7

Employee Qualifications

Today's Date 2/20/2013

Institution/Company

- Cronus International Ltd.
- International Trade Gro...
- World Famous Designers

Type

- External
- Internal

Employee - Job Title

- Designer
- Managing Director
- Production Assistant
- Production Manager
- Sales Manager
- Secretary

Employee - Status

- Active

Line No.			Descri								
Employee No.	**First Name**	**Last Name**	**Accountant**	**Designer**	**Fluent in French**	**Fluent in German**	**Interior Designer**	**International Sales**	**Production Manager**	**Project Manager**	**Quality Manager**
AH	Annette	Hill	★		★						
JR	John	Roberts	★							★	
MD	Mary	Dempsey		★		★	★				
MH	Mark	Hanson							★		
PS	Peter	Saddow						★			
RL	Richard	Lum							★		★
TS	Timothy	Sneath							★		

Customer AR Collections

Name		Customer Posting ...	Payment Terms...	Journal Batch Name
Antarcticopy	Autohaus Mielberg KG	DOMESTIC	14 DAYS	DEFAULT
Beef House	BYT-KOMPLET s.r.o.	EU	1M(8D)	CUST OPEN
Deerfield Graphics C...	Designstudio Gmun...	FOREIGN	CM	

Customer Info	Document No.	Posting Date	Due Date	Original Amt. (LCY)	Remaining Amt. (LCY)
25 Water Way					
Atlanta					
US					
Invoice 1002	103020	12/1/2013	12/15/2013	$ 822	$ 822
50000 Total				$ 822	$ 822
Miss Patricia Doyle					
30000					
John Haddock Insurance Co.					
10 High Tower Green					
Miami					
US					
Opening Entries, Customers	00-4	12/31/2013	1/3/2014	$ 52,170	$ 52,170
Opening Entries, Customers	00-7	12/31/2013	1/6/2014	$ 117,382	$ 117,382
Opening Entries, Customers	00-10	12/31/2013	1/31/2014	$ 117,382	$ 117,382
Opening Entries, Customers	00-13	12/31/2013	1/31/2014	$ 123,903	$ 123,903
Opening Entries, Customers	00-15	12/31/2013	1/31/2014	$ 117,382	$ 117,382
Invoice 103003	103003	1/20/2014	1/31/2014	$ 8,634	$ 8,634
Invoice 1003	103021	1/13/2014	1/31/2014	$ 1,114	$ 1,114
30000 Total				$ 537,967	$ 537,967

Items Sold- Grouped by Customer and Document Number

Posting Date **1/1/2014..1/31/2014**

Customer- Name	Document No.	Posting Date	Item - No.	Description	Qty. per	U of M	Unit Cost	Quantity	COGS	Discount %	Discount Amount	Total Sales
The Cannon Group PLC	**103001**	1/20/2014		Assembling Furniture, January	**1**	HOUR	49.50	25	1,237.50	0	-	2,075.00
						MILES	49.50	120	5,940.00	0	-	9,960.00
	103005	1/5/2014	**1968-S**	MEXICO Swivel Chair, black	**1**	PCS	148.10	5	740.50	0	-	950.50
			1996-S	ATLANTA Whiteboard, base	**1**	PCS	1,089.90	7	7,629.30	0	-	9,781.10
	103018	1/15/2014	**70011**	Glass Door	**1**	PCS	56.90	5	284.50	0	-	557.00
			1964-W	INNSBRUCK Storage Unit/G.Door	**1**	PCS	264.00	10	2,640.00	0	-	4,500.00
The Cannon Group PLC Total							**1,657.90**	**172**	**285,158.80**	**0**	**-**	**27,823.60**
Selangorian Ltd.	**103002**	1/20/2014		Assembling Furniture, January	**1**	HOUR	49.50	25	1,237.50	0	-	2,075.00
						MILES	49.50	96	4,752.00	0	-	7,968.00
	103008	1/12/2014	**1896-S**	ATHENS Desk	**1**	PCS	780.70	1	780.70	0	-	1,000.80
	103009	1/14/2014	**1928-S**	AMSTERDAM Lamp	**1**	PCS	42.80	5	214.00	0	-	274.50
	103014	1/20/2014	**766BC-C**	CONTOSO Storage System	**1**	PCS	946.30	1	946.30	0	-	1,455.80
Selangorian Ltd. Total							**1,868.80**	**128**	**239,206.40**	**0**	**-**	**12,774.10**
John Haddock Insurance Co.	**103003**	1/20/2014		Assembling Furniture, January	**1**	HOUR	49.50	25	1,237.50	0	-	2,075.00
						MILES	49.50	76	3,762.00	0	-	6,308.00
	103021	1/13/2014	**8908-W**	Computer - Highline Package	**1**	PCS	-	3	-	0	-	527.70
			8924-W	Server - Enterprise Package	**1**	PCS	-	1	-	0	-	533.60
John Haddock Insurance Co. Total							**99.00**	**105**	**10,395.00**	**0**	**-**	**9,444.30**
BYT-KOMPLET s.r.o.	**103006**	1/11/2014	**1968-S**	MEXICO Swivel Chair, black	**1**	PCS	3,506.90	4	14,027.61	0	-	18,005.73
			1972-S	MUNICH Swivel Chair, yellow	**1**	PCS	3,506.90	6	21,041.42	0	-	27,008.60
			1980-S	MOSCOW Swivel Chair, red	**1**	PCS	3,506.90	3	10,520.71	0	-	13,504.30
BYT-KOMPLET s.r.o. Total							**10,520.71**	**13**	**136,769.22**	**0**	**-**	**58,518.63**
Designstudio Gmunden	**103007**	1/11/2014	**1996-S**	ATLANTA Whiteboard, base	**1**	PCS	881.08	1	881.08	0	-	1,129.59
			1920-S	ANTWERP Conference Table	**1**	PCS	408.57	2	817.14	0	-	1,047.37
			1900-S	PARIS Guest Chair, black	**1**	PCS	121.50	6	729.02	0	-	935.17
Designstudio Gmunden Total							**1,411.16**	**9**	**12,700.40**	**0**	**-**	**3,112.13**
Antarcticopy	**103010**	1/15/2014	**1968-S**	MEXICO Swivel Chair, black	**1**	PCS	119.73	4	478.90	0	-	614.71
			1960-S	ROME Guest Chair, green	**1**	PCS	121.50	7	850.53	0	-	1,091.03
			1976-W	INNSBRUCK Storage Unit/W.Door	**1**	PCS	187.55	5	937.76	10	159.54	1,435.85
			70011	Glass Door	**1**	PCS	46.00	1	46.00	15	13.51	76.55
Antarcticopy Total							**474.78**	**17**	**8,071.23**	**25**	**173.05**	**3,218.14**
Autohaus Mielberg KG	**103011**	1/17/2014	**1896-S**	ATHENS Desk	**1**	PCS	631.12	1	631.12	0	-	809.05
			1906-S	ATHENS Mobile Pedestal	**1**	PCS	273.40	1	273.40	0	-	350.53
Autohaus Mielberg KG Total							**904.53**	**2**	**1,809.05**	**0**	**-**	**1,159.58**

AR Customer Invoices & Applied Payments

Posting Date: 5/1/2013..
Country/ Region Code FR
Customer No: *
Open TRUE

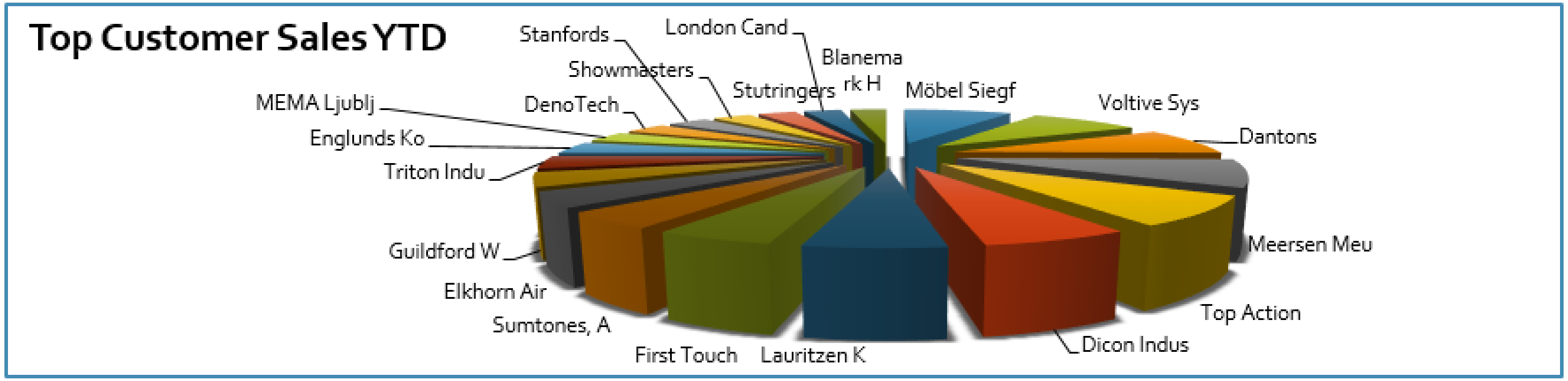
Report Date: 5/31/2013

C100036
Francematic
M. Herve BOURAIMA

Description	Doc. No.	Due Date	Posting Date	Transaction Currency: Currency Code	Transaction Currency: Amount	Transaction Currency: Remaining Amount	Local Currency: Amount (LCY)	Local Currency: Remaining Amount (LCY)
Order S107152	SI_105203	11/30/2013	10/31/2013	EUR	10,630.98	10,630.98	14,147.70	14,147.70
Order S107158	SI_105209	2/28/2014	1/31/2014	EUR	14,234.08	14,234.08	18,942.71	18,942.71
Order S107173	SI_105224	10/7/2014	9/7/2014	EUR	13,190.39	13,190.39	17,553.76	17,553.76
Order S107176	SI_105227	11/23/2014	10/23/2014	EUR	14,553.62	14,553.62	19,367.95	19,367.95
Order S108487	SI_106538	2/9/2014	1/9/2014	EUR	14,233.88	14,233.88	18,942.44	18,942.44
Order S108493	SI_106544	8/19/2014	7/19/2014	EUR	15,501.38	15,501.38	20,629.23	20,629.23
Order S109277	SI_107328	1/31/2014	12/31/2013	EUR	12,940.11	12,940.11	17,220.69	17,220.69
Order S109279	SI_107330	3/3/2014	2/3/2014	EUR	15,657.87	15,657.87	20,837.49	20,837.49
Order S109285	SI_107336	10/30/2014	9/30/2014	EUR	13,190.46	13,190.46	17,553.86	17,553.86

C100036 - Francematic Remaining Amount In Local Currency 165,195.83

Top 20 Customer Report
Report Date: 20-May-13



Sales Amount: *
Customer No.: *
Customer Posting Group: *
Salesperson Code: *

				Month-to-Date			Quarter-to-Date			Year-to-Date		
No.	Name	Salesperson Name	% of Total Sales	Sales	LY Sales	Variance	Sales	LY Sales	Variance	Sales	LY Sales	Variance
C100064	Möbel Siegfried	Peter Saddow	5%	30,791	24,593	25%	93,506	89,186	5%	170,381	109,933	55%
C100099	Voltive Systems	Linda Martin	5%	14,276	16,235	(12%)	93,024	68,308	36%	169,087	123,052	37%
C100138	Dantons	Annette Hill	4%	33,431	15,434	117%	103,212	35,665	189%	163,293	56,723	188%
C100059	Meersen Meubelen	Peter Saddow	4%	36,287	33,143	9%	108,849	79,437	37%	160,896	112,954	42%
C100086	Top Action Sports	Bart Duncan	4%	35,185	14,347	145%	108,422	27,331	297%	158,479	58,623	170%
C100145	Dicon Industries	Annette Hill	3%	19,036	21,519	(12%)	60,847	57,709	5%	122,531	76,176	61%
C100050	Lauritzen Kontorm¢bler A/S	Peter Saddow	3%	-	16,248	(100%)	32,116	45,112	(29%)	114,768	104,859	9%
C100035	First Touch Marketing	Annette Hill	3%	-	-	0%	40,926	33,399	23%	98,059	33,399	194%
C100116	Sumtones, AG	Peter Saddow	2%	15,554	13,268	17%	58,794	15,153	288%	89,502	31,071	188%
C100029	Elkhorn Airport	Bart Duncan	2%	35,184	14,386	145%	39,062	42,491	(8%)	84,917	54,874	55%
C100040	Guildford Water Department	Bart Duncan	2%	4,838	14,387	(66%)	35,380	29,115	22%	81,233	53,649	51%
C100088	Triton Industries	Linda Martin	2%	17,309	-	0%	46,319	34,882	33%	75,234	50,219	50%
C100031	Englunds Kontorsmöbler AB	Peter Saddow	2%	14,052	-	0%	43,504	20,201	115%	73,658	24,472	201%
C100060	MEMA Ljubljana d.o.o.	Peter Saddow	2%	(28)	20,187	(100%)	29,434	84,827	(65%)	63,306	105,407	(40%)
C100104	DenoTech	Annette Hill	2%	43,353	(32)	(137032%)	43,353	18,734	131%	62,438	37,176	68%
C100083	Stanfords	Linda Martin	2%	-	29,489	(100%)	25,048	115,344	(78%)	61,325	186,752	(67%)
C100076	Showmasters	Linda Martin	2%	25,366	-	0%	48,196	14,123	241%	59,509	56,095	6%
C100030	Stutringers	Linda Martin	2%	11,413	17,870	(36%)	48,112	38,592	25%	59,411	52,602	13%
C100053	London Candoxy Storage Campus	Linda Martin	2%	11,321	14,711	(23%)	22,782	43,745	(48%)	59,117	46,688	27%
C100008	Blanemark Hifi Shop	Peter Saddow	2%	21,327	2,763	672%	54,077	18,351	195%	56,998	21,012	171%
		Top 20 Total Sales:	53%	368,694			1,134,962			1,984,142		
		All Other Customer Sales:	47%	419,815			1,086,788			1,730,293		
		Total Sales:	100%	788,509			2,221,750			3,714,434		

Year over Year Sales by Salesperson

Salesperson Code

AH BD JR
LM MD PS
RH

Customer Name	Customer Number	Salesperson Code	Current Sales	Last Year Sales
AlphaQuote	C100103	JR	55,388	47,949
Antarcticopy	C100002	PS	-	-
Antonios	C100003	PS	-	-
Atwaters	C100004	LM	-	-
Autohaus Mielberg KG	C100005	PS	-	-
Bainbridges	C100012	BD	203,073	100,188
Bargottis	C100141	JR	137,261	52,402
Basingers	C100112	MD	79,025	64,889
Beef House	C100006	RH	-	-
BEI Outfitters	C100102	AH	181,220	163,528
Bilabankinn	C100007	RH	-	-
BlackCane Motor Works	C100098	AH	210,997	126,812
Blanemark Hifi Shop	C100008	PS	140,507	199,031
Blastingers, Inc.	C100009	BD	-	-
Blesmore Systems	C100144	MD	174,739	40,446
BYT-KOMPLET s.r.o.	C100010	JR	-	-
Candoxy Canada Inc.	C100011	AH	-	-
Candoxy Kontor A/S	C100013	PS	30,024	69,928
Candoxy Nederland BV	C100014	PS	118,331	46,748
Carl Anthony	C100015	PS	172,810	140,259
Cartrights	C100016	LM	-	-
Centromerkur d.o.o.	C100017	RH	65,727	60,664
City Of Chicago	C100018	AH	76,950	76,034
Corporación Beta	C100019	PS	78,916	13,888

Items Pending in Sales Documents - by Item

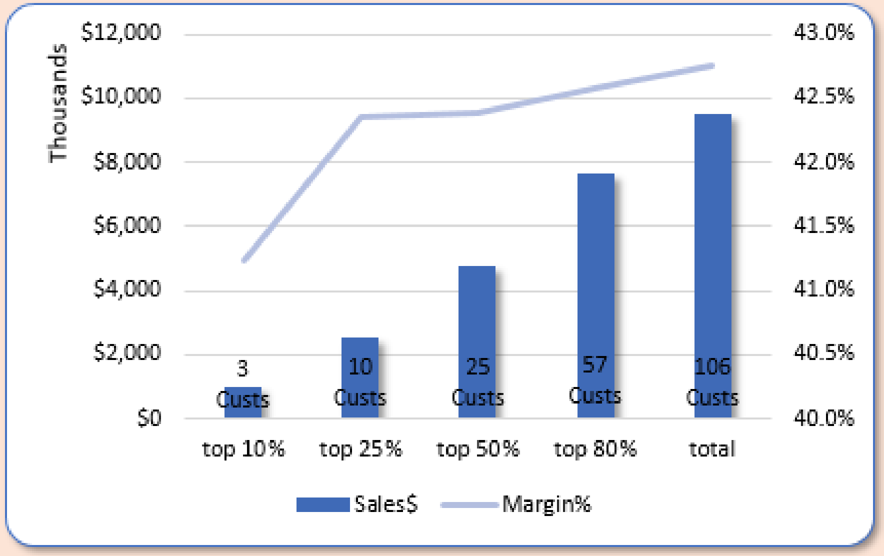
Item - Description

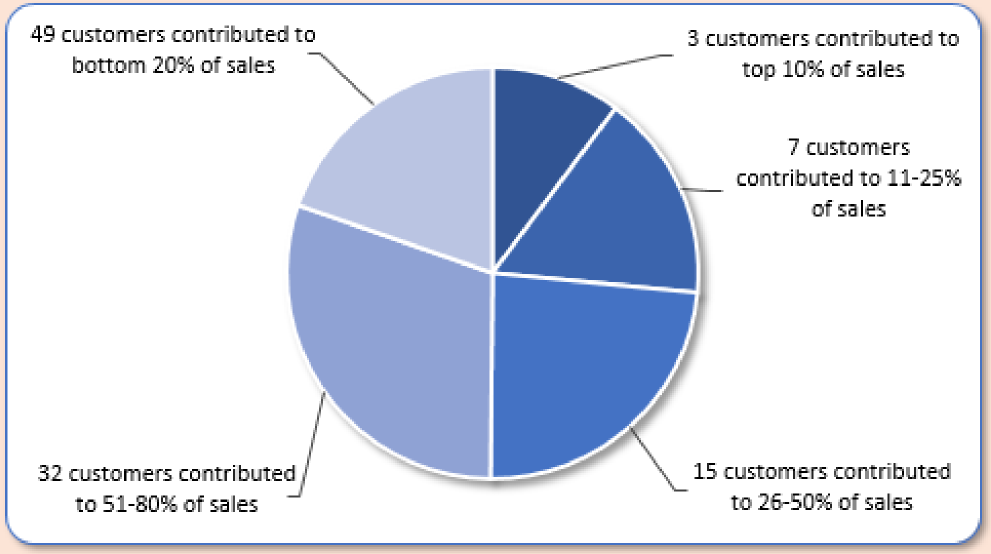
- 1GB MP3 Player
- 1GB USB Flash Drive Pen
- 2GB Foldout USB Flash D...
- 2GB MP3 Player
- 360 Clip Watch
- 4 Function Rotating Cara...
- 4GB MP3 Player
- 7.5" Bud Vase
- Action Sport Duffel
- Ad Torch
- All Purpose Tote
- All Star Cap
- Aluminum SPORT BOT
- Arch Calculator
- Award Medallian - 2"
- Award Medallian - 2.5"
- Award Medallian - 3"
- Bamboo 1GB USB Flash D...
- Bamboo Digital Picutre Fr...
- Baseball Figure Trophy
- Basketball Graphic Plaque

Quantity		Document Type		
Customer - Name	Sales Header - Document Date	Credit Memo	Order	Grand Total
Blanemark Hifi Shop				
	1/29/2013		1656	1656
	7/31/2013		1269	1269
	8/31/2013		1202	1202
	9/30/2013		1368	1368
	4/30/2014		1504	1504
Candoxy Nederland BV				
	4/21/2013		835	835
	9/30/2013		1396	1396
	11/30/2013		1000	1000
	2/13/2014		848	848
Deerfield Graphics Company				
	1/31/2013		304	304
	2/28/2013		220	220
	4/9/2013		406	406
	10/19/2013		419	419
	11/30/2013		413	413
	12/31/2013		322	322
	2/5/2014		484	484
	3/31/2014		657	657
	4/30/2014		531	531
	8/31/2014		226	226
	11/17/2014		264	264
Designstudio Gmunden				
	2/28/2013		1972	1972
	11/30/2013		2672	2672
	6/30/2014	52		52
	8/9/2014		2390	2390
	1/31/2015		2185	2185

Customer Period Sales Rank

Period: 01/01/2012..12/31/2012





Sales Detail:

Name	Sales Rank	Sales Margin%	Sales (LCY)	Sales Accum	Accum%	Profit (LCY)
Meersen Meubelen	1	41.2%	$329,926	$329,926	3.5%	$135,782
Voltive Systems	2	41.3%	$328,212	$658,138	6.9%	$135,658
Möbel Siegfried	3	41.2%	$316,653	$974,791	10.2%	$130,486
Stanfords	4	43.3%	$283,044	$1,257,835	13.2%	$122,511
Lauritzen Kontorm¢bler A/S	5	41.7%	$258,270	$1,516,104	15.9%	$107,716
Heimilisprydi	6	44.1%	$217,793	$1,733,897	18.2%	$95,982
Top Action Sports	7	42.8%	$205,473	$1,939,370	20.3%	$87,927
Office Solutions	8	43.5%	$198,666	$2,138,036	22.4%	$86,500
London Candoxy Storage Campus	9	42.8%	$198,515	$2,336,550	24.5%	$84,953
Selangorian Ltd.	10	43.5%	$193,587	$2,530,138	26.5%	$84,226
Pilatus AG	11	43.6%	$179,433	$2,709,570	28.4%	$78,272
Showmasters	12	42.6%	$178,013	$2,887,584	30.3%	$75,763
Dicon Industries	13	40.3%	$174,964	$3,062,548	32.1%	$70,578
MEMA Ljubljana d.o.o.	14	45.3%	$172,143	$3,234,691	33.9%	$78,064

Marta Freeley
City Of Chicago
8006 North Theodore Ave
Pueblo, CA 54584

Mr. Kevin Wright
Deerfield Graphics Company
10 Deerfield Road
Atlanta, GA 31772

Cecil B Demil
Derringers Resturants
22303 Sunset Ln
Atlanta, GA 31772

Stephanie Brooks
Fairway Sound
159 Fairway
New York, NY 11010

Ms. Tammy L. McDonald
First Touch Marketing
705 West Peachtree Street
Atlanta, GA 31772

Bill Watles
Tempsons Tropies
6634 North Wall Avenue
Newark, NJ 44226

James Madison
Gary's Sports
7884 North Fifth
Elk Grove, AR 89020

Mr. Jim Stewart
Guildford Water Department
25 Water Way
Atlanta, GA 31772

Miss Patricia Doyle
John Haddock Insurance Co.
10 High Tower Green
Miami, FL 37125

Susan Sureano
Office Solutions
3444 North Second
Wichita Falls, TX 67715

Mr. Scott Mitchell
Danger Unlimited
3000 Roosevelt Blvd.
Chicago, IL 61236

Mr. Mark McArthur
Selangorian Ltd.
153 Thomas Drive
Chicago, IL 61236

Open Sales Order Lines

Shipment Date range: *

Salesperson Code

AH | BD | JR | LM | MD | PS | RH

Location Code

AD-WHSE1 | AD-WHSE2 | ATL-WHSE2 | LA-WHSE1 | NY-WHSE1 | NY-WHSE2 | ATL-WHSE1 | LON-WHSE1

Order Status

Released

Total Amount

6,450,985

No. of Customers

32

No. of Orders

41

Shipment Date

Jan 1 - Mar 17, 2015

DAYS

FEB 2015 MAR 2015

27 28 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26

Sell-to Customer No	Customer Name	Document No.	Order Status	Item No.	Item Description	UoM	Shipment Date	Outstanding Amount
C100116	Sumtones, AG	S109929	Released	C100005	Cherry Finished Crystal Award	EA	1/1/2015	14,591.24
				C100020	Gym Locker Bag	EA	1/1/2015	10.03
				C100024	Knit Hat with Bill	EA	1/1/2015	544.53
				E100011	Plastic Sun Visor	EA	1/1/2015	7.07
				E100012	Canvas Stopwatch	EA	1/1/2015	2.23
				S100003	Soccer #1 Pin	EA	1/1/2015	170.76
				S100006	Award Medallian - 3"	EA	1/1/2015	64.73
				S100007	Baseball Figure Trophy	EA	1/1/2015	240.71
				S100011	All Star Cap	EA	1/1/2015	135.76
				S100014	Chunky Knit Hat	EA	1/1/2015	1,110.19
				S100021	Translucent Stopwatch	EA	1/1/2015	998.85
		S109931	Released	C100005	Cherry Finished Crystal Award	EA	3/3/2015	14,591.24
				C100025	Striped Knit Hat	EA	3/3/2015	269.40
				E100011	Plastic Sun Visor	EA	3/3/2015	1.18
				E100012	Canvas Stopwatch	EA	3/3/2015	322.32

Purchases Received not Invoiced

Report Filters

Vendor Name	*
PO Number	*
Purchaser Code	*
Location Code	*

Report Date: 3/31/2016

Vendor Name	Vendor Code	PO Number	Purchaser Name	Location Code	Last Rcpt Posting Date	# of Rcpts		Item No.	Item Description	Qty Rcd not Inv	UoM	Amt Rcd not Inv
AR Day Property Management	20000											
		PO1200008	Richard Lum									
				YELLOW	1/26/2012	1	10000	1920-S	ANTWERP Conference Table	24	PCS	$9,840.00
				YELLOW	1/26/2012	1	20000	1988-S	SEOUL Guest Chair, red	24	PCS	$2,925.00
		PO1200008 Total				*No. of Lines*	*2*					**$12,765.00**
AR Day Property Management Total												$12,765.00
Busterby Stole og Borde A/S	45858585											
		6001	Richard Lum									
				GREEN	1/23/2012	1	20000	1906-S	ATHEN Skuffemodul	20	PCS	$4,390.00
				GREEN	1/23/2012	1	10000	1908-S	LONDON Kontorstol, blå	20	PCS	$1,922.00
				GREEN	1/23/2012	1	30000	80100	Printerpapir	200	PALLET	$19,200.00
		6001 Total				*No. of Lines*	*3*					**$25,512.00**
Busterby Stole og Borde A/S Total												$25,512.00
CoolWood Technologies	30000											
		PO1200004	Richard Lum									
				GREEN	1/25/2012	1	10000	1908-S	LONDON Swivel Chair, blue	36	PCS	$4,324.50
				GREEN	1/25/2012	1	20000	1968-S	MEXICO Swivel Chair, black	60	PCS	$7,207.50
				GREEN	1/25/2012	1	30000	1980-S	MOSCOW Swivel Chair, red	96	PCS	$11,532.00
				GREEN	1/25/2012	1	40000	2000-S	SYDNEY Swivel Chair, green	36	PCS	$4,324.50
		PO1200004 Total				*No. of Lines*	*4*					**$27,388.50**
		PO1200005	Richard Lum									
				YELLOW	1/24/2012	1	10000	1896-S	ATHENS Desk	24	PCS	$15,198.00
				YELLOW	1/24/2012	1	20000	1908-S	LONDON Swivel Chair, blue	48	PCS	$5,766.00
				YELLOW	1/24/2012	1	30000	1968-S	MEXICO Swivel Chair, black	144	PCS	$17,298.00
				YELLOW	1/24/2012	1	40000	1980-S	MOSCOW Swivel Chair, red	96	PCS	$11,532.00

Sales Lines Shipped Not Invoiced

Report Filters

Customer Name	*
Sales Order	*
Salesperson Code	*
Location Code	BLUE

Report Date: 3/31/2016

Customer Name	Customer No.	Sales Order	Salesperson	Location Code	Last Shpmt Posting Date	# of Shpmts		Item No.	Item Description	Qty Shp not Inv	UoM	Amt Shp not Inv
A. Datum Corporation	45000											
		SO1200144	Richard Lum									
				BLUE	1/23/2012	1	10000	1996-S	ATLANTA Whiteboard, base	4	PCS	$4,306.83
		SO1200144 Total				*No. of Lines*	*1*					**$4,306.83**
		SO1200145	Richard Lum									
				BLUE	1/23/2012	1	10000	1968-S	MEXICO Swivel Chair, black	8	PCS	$1,171.35
				BLUE	1/23/2012	1	20000	1972-W	SAPPORO Whiteboard, black	4	PCS	$4,142.90
				BLUE	1/23/2012	1	30000	1984-W	SARAJEVO Whiteboard, blue	4	PCS	$4,142.90
		SO1200145 Total				*No. of Lines*	*3*					**$9,457.15**
A. Datum Corporation Total												$13,763.98
Fabrikam, Inc.	15000											
		SO1200134	Linda Martin									
				BLUE	1/23/2012	1	10000	1896-S	ATHENS Desk	8	PCS	$6,169.30
				BLUE	1/23/2012	1	20000	1920-S	ANTWERP Conference Table	8	PCS	$3,993.80
				BLUE	1/23/2012	1	30000	1972-W	SAPPORO Whiteboard, black	8	PCS	$8,285.80
				BLUE	1/23/2012	1	40000	1984-W	SARAJEVO Whiteboard, blue	4	PCS	$4,142.90
				BLUE	1/23/2012	1	50000	2000-S	SYDNEY Swivel Chair, green	16	PCS	$2,342.70
		SO1200134 Total				*No. of Lines*	*5*					**$24,934.50**
		SO1200137	Linda Martin									
				BLUE	1/23/2012	1	10000	1968-S	MEXICO Swivel Chair, black	8	PCS	$1,171.35
		SO1200137 Total				*No. of Lines*	*1*					**$1,171.35**
Fabrikam, Inc. Total												$26,105.85
Litware, Inc.	25000											
		SO1200150	Peter Saddow									