

Distributor And Retail Transaction System

by **Comp-Ware Systems**



A Product of:
Comp-Ware Systems, Inc.
Palm Bay, FL

Distributed By:
Comp-Ware Systems, Inc.
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DARTS is currently certified to run on:

Windows NT 4.0, Windows 2000/pro or Windows XP/pro
for the main server using

Raining Data's **mvBASE** Database system,

and on Windows 98 or better for additional stations

Supported peripherals include:

PC's

(Windows 98, Me, 2000, XP)

Dumb Terminals

(any ADDS Viewpoint, IBM PC Monitor compatible)

Mini POS terminals

(Televideo 9060)

Bar Code Printers

(Cognitive Solutions Barcode Blazer/Blaster)

Bar Code Readers

(most brands)

Receipt Printers

(most brands)

Customer Display Poles

(most via serial dead-end interface or parallel pass-thru)

Cash Drawers

(most brands)

Portable Data Readers

(Percon PT2000, Worthinton RF)

Credit Card Readers

(most brands via keyboard wedge interface)

Check (OCR) Readers

(Welch/Allyn)

Electronic Scales

(most brands via serial interface)



What Makes DARTS Unique?

We don't add features to fill up our menus. We add features to help customers, save money, increase profits, and, in many cases rescue their businesses. A Greek philosopher once said "We don't know what we don't know". In the business not knowing can not only hurt you, it can put you out of the business real fast. If you decide to put in a computer for protection and help, don't base your decision on the price, or the location of the company, or even on the guy's smile who's selling it. Base it on the track record of the customers using it. Base it on what it can do for you. After all, if you needed an operation would you hire the doctor with the 100% survival rate or the guy who advertises on the billboard discount rates and a free toaster oven for the first 50 patients.

Here are a few highlights of what makes DARTS unique from the other systems available. Some of the items listed may not seem important, but in the field our customers have found them to be life-savers. Something as simple as a being able to access a report of credit cards processed on a day two months ago may not seem like something great. But a number of our customers have saved hundreds of dollars because their customers questioned purchases with their credit card companies, and our customers were able to prove the sales including the detail of the items purchased. If the other system you're looking at can't do this you might as well kiss the money goodbye.



"You do not know what you do not know"

-author unknown

There are many Point-of-Sale and Distribution programs out there, but, there is only one Point-of-Sale and Distribution solution that can help you survive and profit in the business jungle. The problem owners face is that they can't find the problems until they are so far out of hand it may be too late. In a lot of cases many of the problems are not found until after the store closes down and the bankruptcy papers are signed.

Many times what is missed is not a problem, but a question of not knowing any better. A few dollars lost here and there on a daily basis because there is no magic course to take or book to read on how to run the perfect business. But, the important point there is, a few dollars here plus a few cents there plus some waste here and some lost time there can equal a lot of dollars in the bottom line. Contrary to popular belief, having a few dollars left over at the end of a week doesn't make you a success. All it means is you're not doing as bad as the guy without the few dollars left.

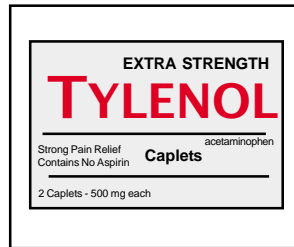
What we can do is keep you informed of what is going on so you can nip the problems in the bud, eliminate the waste and get all the profits you can without losing customers. Our competition refers to this as our "bells and whistles". That term refers to things we can do that they can't even though it would be very helpful to the business owner. Some of our competitors have even started to lie about what their products can do (be sure to ask to see proof of any claim they make). The bottom line is that the DARTS customers that use our system everyday refer to the "bells and whistles" as the things that they could not live without.

"We let you know what you do not know"

-Richard Kann, CEO
Comp-Ware Systems, Inc.

Business Giving You A Headache?

Temporary Relief



"My only regret is not putting the system in a year earlier. I trained my new cashier in 30 minutes."

-Scott Bobbitt, owner, The Pet Company, Great Bend, KS

"It's great. I was concerned with them being 3,000 miles away, but when you need something they just dial-in and take care of it".

-Howard Feldman, owner, California Pet Center, Woodland Hills, CA

"My goal was to increase profits 3 to 4% and the system helped increase them by 10%."

-Jeff Muller, owner, J&G Discount Pets, Newton, NJ

"It makes my life so much easier"

-Joe Burnett, Mister Petman, S. Daytona, FL

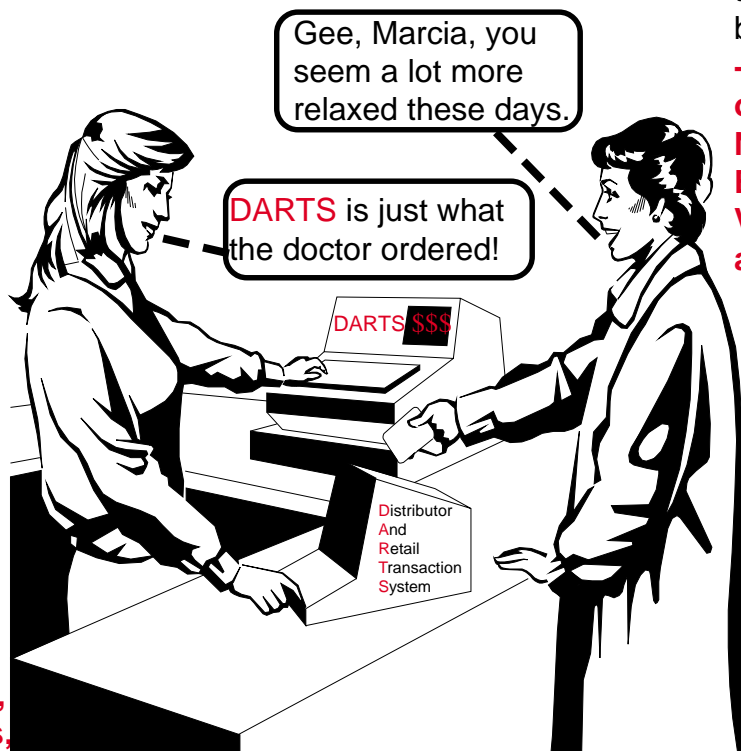
Our customers talk about....
The Cure!

"Thank you for bringing our store out of the dark ages!"

-Bill Chappel, owner, Bill's Wonderland of Pets, Somerdale, NJ

"With the time I save I actually get to go out on my boat and enjoy it"

-Jim Measday, owner, New Jersey Pets, E. Hanover, Verona, Clifton and S. Orange, NJ



"It's crash-proof and idiot-proof, and easy to learn. What better recommendation than the fact I bought a second system for my distributorship a year later."

-George Cohen, owner, PMG Pet Distributors and Pets, Pets, Boulder, CO

- * Does what no other system can do.
- * Saves you valuable time and money.
- * State-of-the-art Commercial Grade Equipment.
- * Satisfying Customers for over 21 years.
- * The system replacing all the others.

The Top 25 Distributor And Retail Transaction System Features:

- 1--> A daily call list for distributors to 'ask for orders' on a regular basis.
- 2--> Tracking and batch updating of invoice by truck for those distributors with their own fleet.
- 3--> Care and warning instructions on receipt to cut down on "I didn't know" returns.
- 4--> Sale-on-Hold to allow you to wait on other customers when someone needs "just one more thing"
- 5--> A preferred customer club to keep your name on the customer's mind and keep them coming back again and again.
- 6--> Customer/Product reporting for distributors, by salesperson and overall, to point out selling trends and gains/loses in business that may need attention.
- 7--> True seasonal forecasting to eliminate dead-shelf space and excess money tied up in inventory.
- 8--> Keyword recall of items to locate them, even if you can't spell, without item numbers.
- 9--> On-screen customer history at a glance to send the customer "the same thing you sent last time" when he doesn't remember what it was.
- 10-> Deleted stock report to catch "less than honest" employees.
- 11-> Easy-to-use return and credit system via order entry/point-of-sale including detailed warranty and non-warranty tracking of returned items.
- 12-> A free-form english language report writer to let you create your own on-demand reports.
- 13-> Detailed transaction history to allow you to reprint past receipts right from point-of-sale.
- 14-> Tracking sales and profits by time, day of week, department, salesperson and manufacturer to help determine employee's hours, who needs more training, and what areas need more attention.
- 15-> Tracking of 'bounced' checks to catch those creative customers.
- 16-> A price matrixing system to allow you to increase your profits.
- 17-> Automatic recall of special discounts, dealer prices, jobber prices, and sale prices, using an advanced multi-level matrix, to eliminate miscalculations caused by clerks needing to adjust prices.
- 18-> Average sales reporting by salesperson and department to let you compare your store to industry average figures and correct problems prior to them getting out of hand.
- 19-> Check and credit cards processed reports to trace errors made, lost checks, or misplaced credit card receipts.
- 20-> No-sale/drawer open report to see who may have sticky fingers.
- 21-> Price over-ride reports and detailed password protection to control price changes or sensitive operations.
- 22-> Tracking and analysis of returns, store credits, discounts, coupons, and payouts to monitor day by day operations.
- 23-> The ability to generate gift certificates and track them by sequential number.
- 24-> A built-in timeclock to track employee's hours worked.
- 25-> A point-of-sale/order entry screen advanced enough to handle any situation, but easy enough to learn in 30 minutes or less.

Point-of-Sale

Messages relating to a department (such as this message offering help) can be easily added to the system to automatically appear on the receipt when an item is purchased in that department. Global messages can also be added easily to show store hours or special sales.

Care/warning instructions can be added to individual products to automatically print on the receipt. This feature can be used for product care instructions and for warning messages such as "Use proper ventilation when opening this product to avoid injury". In addition, coupons can be printed via this feature.

Kits/Set-ups display all the items the customer is getting as part of the purchase.

If the customer is a in-house charge customer or has a credit on file a current balance amount will appear on the receipt.

Savings are shown if the items purchased were on-sale or discounted because of kit/set-up pricing or special group pricing (seniors, frequent buyer club members, etc.).

If an in-house charge sale is processed a second copy of the receipt print with a place for the customer to sign eliminating any conflicts later on.

THANK YOU FOR SHOPPING
 Carl's Honda
 105 Farragut Road
 Brooklyn, NY 11236
 <800> 4-A-HONDA

REMEMBER IF YOU HAVE ANY
 REPAIR PROBLEMS OUT HELP LINE
 IS AVAILABLE AT ONLY \$ 1.00/MINUTE

09/18/94 09:17:18AM #207-1
 CLERK: EEK A. MOUSE
 CUST#: 7165551212

4639	Oil, Synthetic Gold	
1	7.7900	7.79

This coupon good for 10% off any		
apparel purchase of \$ 10.00 or more		

4259	Grips, Cushion-style	
2	3.5910	7.18

FOR SIMPLE INSTALLATION SOAK GRIPS		
IN GASOLINE FOR 10 MINUTES PRIOR		
TO INSTALLATION		

4224	Tune-up Kit, CB500T2	
1	49.9500	49.95
* Kit consists of *		
2	160 SPARK PLUG, B8ES	
2	191 POINTS	
1	258 OIL PLUG	
1	269 CARBURATOR GASKET	
1	1511 O-RING, OIL FILL	
2	894 JET, #10	
1	1424 GASKET, POINT COVER	
1	3042 OIL FILTER	
MISC CHARGE: PERF CUST CRED		-5.00

SUB-TOTAL	59.92
TAX.....	3.60
INV TOTAL	63.52
AMT CHARGED..	63.52
(IN-HOUSE CHARGE)	

*** CURRENT CHARGE BALANCE IS \$67.02 ***

You saved \$ 5.89 by shopping at
 Carl's Honda

I UNDERSTAND THE ABOVE AMOUNT
 IS CHARGED. I AGREE TO PAY IN FULL
 UPON RECEIPT OF THE STATEMENT.

X_____

Sample register receipt. An alternate 8 1/2" receipt is also available.

**I'm special caus' I belong to the
 Animal Kingdom Pet Center
 Preferred Customer Club**

**KEEP THIS CARD WITH YOU FOR CHECK CASHING
 AND SPECIAL DISCOUNTS**

Animal Kingdom Pet Center

SMITH, FRED

A preferred customer card can be used as a check cashing card to catch 'bounced' checks and also to give special prices or credits based on purchases (ie: \$ 5.00 for each \$ 100.00 purchased).

Point-of-Sale

OLD AMERICA SHOPPES
233 Sunset Lane
Tuscaloosa, AL 90935
<800> 555-1212

Z REPORT AS OF 09/18/94 09:21AM
(ALL UNITS)

09/18/94

PARTS, TAXABLE.....	46.35
PARTS, NON-TAXABLE....	29.94
SALES TAX.....	3.82

TOTAL OF SALES.....	80.11
MISC: PERF CUST CRED..	-10.00
#: 2	

GROSS SALES.....	70.11
DEPOSITS RECVD/APPLIED	0.00

TRANSACTION TOTAL..... 70.11

# OF TRANSACTIONS.....	4
# OF NO SALES.....	0
# OF VOIDS.....	0

CASH RECEIVED.....	19.56
CHECKS RECEIVED.....	30.61
#: 1	

TOTAL OF CASH+CHECKS.. 50.17

TOTAL OF CREDIT CARDS.. 0.00

DRAWER TOTAL.....	50.17	***
COD'S POSTED.....	0.00	
OPEN ACCOUNT'S CHARGED	0.00	
IN-HOUSE CHARGES.....	19.94	

TOTAL AMOUNT APPLIED.. 70.11

CANDY/MISC...../	1	4%	2.99
GLASSWARE...../	2	20%	15.58
ART SUPPLIES.../	2	15%	11.58
SEWING SUPPLIES/	1	14%	10.79
FLOWERS...../	1	28%	20.99
CRAFTS...../	4	19%	14.36

E EK A. MOUSE /	2	39%	29.94
FRANK FERRET /	1	24%	18.07
LOUIS DOMBROWSK/	1	37%	28.28

Detailed Z reports give the manager/owner a complete rundown on what happened today including percentage of sales by department and salesperson. A summarized Y report is also available to give a very limited break-down of just cash, checks, credit cards, and misc charges (gift certificates, coupons, etc) to allow sales clerks to count out the register without giving them your complete life's history. In addition, a Count Out report is also printed to allow clerks to add up the draw total without the need of a calculator.

THANK YOU FOR SHOPPING
FRED'S HARDWARE
1000 Main Street
Tuscaloosa, AL 90935
<800> 555-1212

*** QUOTATION ONLY ***
*** QUOTATION ONLY ***
*** QUOTATION ONLY ***

NORMAL DELIVERY FEE IS WAVED
IF CUSTOMER PURCHASES BY
THIS SATURDAY -DAVE P.

09/18/98 09:18:40AM #10
CLERK: EEK A. MOUSE
CUST#: 7165551234

4539	LAWNMOWER, 5HP SUPER-G	
1	129.9500	129.95
2674	MULCHING UNIT	
1	2/54.9800	27.49
2679	FILTER, AIR CLEANER	
1	2.2900	2.29
2836	OIL, SPECIAL K MIX 1 GAL	
1	16.2900	16.29
SUB-TOTAL		176.02
TAX.....		0.00
QUOTE TOTAL		176.02

Quotes are simple to generate at point-of-sale eliminating the problem of 'but the guy yesterday said I could have the set-up for 99.95 not 129.95'.

Rooms to Grow On
1000 Main Street
Tuscaloosa, AL 90935
<800> 555-1212

KIT#LR133BL
CONSISTS OF THE FOLLOWING ITEMS

QTY	ITEM#	DESCRIPTION
1	191	SOFA, BLUE SUEDE
1	258	LOVESEAT, BLUE SUEDE
1	269	CHAIR, RECLINER, BLU
1	1511	COFFEE TABLE, GLASS/
2	894	END TABLES, GLASS/BR
2	1424	LAMPS, WHITE/BRONZE
1	3042	EXT WARRANTY, 3YR

A kit detail list can be generated via the point-of-sale screen to give a break-down of each item contained in the kit/set-up.

The Book Nook
1000 Main Street
Tuscaloosa, AL 90935
<800> 555-1212

CLERK: EEK A. MOUSE

MAY WE SUGGEST THE FOLLOWING ITEMS
TO HELP YOU:

QTY	ITEM#	DESCRIPTION
1	589	HYDROPONICS FOR BEG
1	580	ABC GUIDE TO HYDROP
1	2332	WATER GARDENS
1	1418	SOILESS/TOILLESS
1	2351	THE BEGINNERS GUIDE
1	2523	DR. GREENTHUMB'S GU
1	2025	SO YOU WANNA GROW A
2	2732	NO SOIL, NO PROBLEM

Suggested lists can be printed to help employees guide customers to what they need for their new interest or a gift for a friend.

Point-of-Sale

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>*> DARTS <*<          CREDIT CARD  O P E N  R E P O R T          <BY CUSTOMER NAME>          PAGE: 1

ACCOUNT#.. CUSTOMER NAME..... ORDER. REL INV DATE AMT DUE... DATE.... AMT..... CREDIT CARD....
                                     RECEIVED RECEIVED

7165551212 SMITH, FRED                154721    1  05/28/93        0.00 06/22/93        2.64 IN-HOUSE
CHARGE
7165551212 SMITH, FRED                154723    1  05/28/93        0.00 06/22/93        1.89 IN-HOUSE
CHARGE
7165551212 SMITH, FRED                OA2              06/22/93        -6.47              IN-HOUSE
CHARGE
7165551212 SMITH, FRED                206         1  09/18/94        9.97              IN-HOUSE
CHARGE

***                                     3.50
  
```

The Credit Card Open report details the in-house charges and payments posted via point-of-sale. This report can be printed in customer or date or transaction# order. If sorted in customer order an option is provided to list one customer per page allowing the report to double as an in-house charge statement of account for the customer.

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>*> DARTS <*<          L A Y A W A Y  R E P O R T          PAGE: 1

                                     ORDER(Y)
                                     TRNSF(T)
ACCOUNT#.. NAME..... TRANS# ORD-DATE PARTNO..... DESCRIPTION..... QDUE QSHP DT-RECVD HOLD (H) VEND

7165551212 SMITH, FRED                123 02/24/94 OHD:WHIPPETF    POWER SPRAYER          1          H          OHD
7165551212 SMITH, FRED                163 04/20/94 BTF:55          OFFICE CHAIR, 234XL    1          H          BTF
7165551212 SMITH, FRED                163 04/20/94 TFD:12345      DESK, OAK 345FFD      1          H          TFD
7165551212 SMITH, FRED                164 04/20/94 BTF:55          SWIMWEAR, CHILD LG    1          H          BTF
7165551212 SMITH, FRED                164 04/20/94 TFD:12345      GOGGLES, CHILD LG     1          H          TFD
7165551212 SMITH, FRED                166 04/20/94 TFD:12345      POOL TABLE, DARK OAK 1          H          TFD
7165551212 SMITH, FRED                166 04/20/94 LADS:KT55001   ASSY SET, POOL TABLE 1          H          LADS
7165551212 SMITH, FRED                167 04/28/94 BTF:55          BICYCLE, MOUNTAIN CL  8          Y          BTF
7165551212 SMITH, FRED                168 04/28/94 BTF:55          TRACTOR, FORD 48" CUT 8          Y          BTF
7165551212 SMITH, FRED                198 09/03/94 CC:046-003366  FISHING ROD SET/DELUXE 1          Y          CC
  
```

The Layaway report shows all the items currently on layaway and special orders. The report can be sorted in a variety of ways including by customer, item number, or salesman. The report can also be select for only those layaways over 30 days old. Layaways are entered via the point-of-sale screen. In addition payments on layaways can also be entered via that screen without any limit on number of payments. Layaway transactions can be quickly recalled via transaction number, customer number, or customer name.

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>*> DARTS <*<          PRICE MATRIX REPORT          PAGE: 1

CUS
.CUSTOMER. TYP .....NAME..... VEND ....PART#..... DESCRIPTION..... P/C MFR .QTY. FACTOR - % ..AMOUNT.. END DATE

CP                                     1 S - % 10.0000 NONE /
                                     NONE
CP                                     CF 1 S - % 8.0000 NONE /
                                     NONE
CP                                     DF 1 S - % 8.0000 NONE /
                                     NONE
CP                                     FT 1 S - % 0.0000 NONE /
                                     NONE
***
EM                                     1 S - % 25.0000 NONE /
                                     NONE
***
  
```

A multi-level price matrixing system allows you to give discounts or special pricing to certain customers or customer groups (seniors, preferred customers, etc.) overall or by department, manufacturer, supplier, or only on certain items. In addition, these special prices can start and/or end on specific dates making sales a snap to control. This matrix eliminates the need to do price changes at point-of-sale reducing the chances of errors or the clerks giving their buddies a great deal. Prices can be password protected at the register to allow owners/managers access to price changes.

Point-of-Sale

Other features of point-of-sale include:

- Keyword recall of items regardless of spelling.
- Customer history recall of items to look up the customer's prior purchases.
- Entry or change of customer data via the point-of-sale screen.
- Sale-on-hold to quickly get the other people on line out the door when the current customer gets another item.
- Recall and reprint of past receipts via the point-of-sale screen.
- Returns and exchanges without changing screens including a break-down of warranty and non-warranty returns. Cash refunds can be protected forcing the issuance of credits only.
- Generation of gift certificates.
- Voiding of prior receipts (password protected).
- On-screen item inquiry to look up item sales history, open purchase orders, layaways, and alternate vendors.
- Manufacturer's coupons and store coupons with tax adjustments as the law requires.
- Automatic recall of sale prices, and special pricing by customer or type of customer.
- In-house (in-store) charge account processing including running balances on the receipt and signature lines.
- Automatic recall of credits on file to eliminate the chance of using the same credit more than once.
- Picking tickets/labels (distributor package only)
- Customer 'to be called' screen/report (distributor package only)
- UPS shipper manifesting (optional package)
- Interfaces for bar code scanners, credit card readers, scales, and OCR (check) readers.
- Layaways and special order entry, payments, and pick-ups.
- Daily/Monthly transaction registers.
- Commission reports.
- Orders processed reports (distributor package only).
- Orders to be picked up list for special orders.
- Quote master reports by name or quote transaction number.
- Unreleased orders report (distributor package only).
- Y and Z reports by draw and register or combined.
- Multi-draw capability to allow each clerk to have their own draw assigned for tight security.
- Customer displays that can show the customer the item and price for each item and a running message (user changeable) when the register is not being used.
- Automatic messages on the receipt for all receipts, departmental sales, or specific item sales.

Inventory Control

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>*> DARTS <*<      INVENTORY ADJUSTMENTS AS OF 09:23:39 18 Sep 1994      PAGE:      1

VEND PART NUMBER..... QTY ADJ DESCRIPTION..... POST DT.  POST TIME COST EA.... EXT COST.... CLERK NAME.....

AJ  FM20                -1  H30 WATER, 16OZ  09/18/94  09:23AM    18.0900    -18.09  EEK A. MOUSE

***

N   301220              2  HYDROX COOKIES  09/18/94  09:23AM    2.3700     4.74  EEK A. MOUSE

***

                                     4.74

                                     -13.35

[405] 2 items listed out of 2 items.
  
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Any changes to inventory quantities done via our inventory adjustment program are tracked via an audit trail report detailing the item, quantity, who made the change, and the date and time of the change. In addition, quantity changes can be password protected to limit access.

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>*> DARTS <*<      INVENTORY VALUATION REPORT <BY P/C>

          EXT COST      EXT COST      EXT PRICE BY
CO PRODUCT DESC... BY AVG COST. BY CAT COST. SELL PRICE..

1 ART SUPPLIES          295.55        294.91        846.54
1 BOOKS                 5,206.22      5,186.74     13,315.20
1 COMPUTERS             2,772.43      2,732.00     11,167.61
1 COMPUTER SUPPLI      1,352.67      1,356.69      2,703.56
1 DESKS                 1,519.93      1,523.56      4,462.13
1 FAX MACHINES          1,656.38      1,655.93      1,992.97
1 FORMS                 50,951.38     33,752.02     96,441.38
1 INKS                  3,419.15      3,458.27      4,917.30
1 LOOSELEAFS           2,305.40      2,291.29      3,574.77
1 PADS                  4,491.59      4,498.67     11,556.41
1 PENS/PENCILS         2,225.38      2,249.11      8,350.38
1 POWER PRODUCTS        15.80         15.80         52.79
1 RADIOS                680.18        680.69        2,067.82
1 TELEVISIONS           0.00          0.00         -4.00
1 VIDEO, CHILD          0.00          0.00          0.00
1 VIDEO, GENERAL        516.53        525.32        1,825.96
1 WALLPAPER             154.67        131.92        278.36
1 WATERCRAFTS          1,477.43      1,480.66      3,877.26

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          79,040.69     61,833.58     167,426.44
  
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The Inventory Valuation reports summarize inventory value by department of manufacturer detailing the value at average cost, replacement (catalog) cost, and retail price.

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>*> DARTS <*<      NEGATIVE ON-HAND REPORT <09:27:11 18 Sep 1994>      PAGE:      1

PARTS..... P/C VEND PARTNO..... PLU#... DESCRIPTION..... QOH.

N:DHB      AD N      DHB                555 BATTERY, 9V                -1

***

N:108      BD N      108                4111 CERTS, SPEARMINT          -6
N:135      BD N      135                113 CERTS, WINTERGREEN         -1

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The Negative On-Hand report is a good way to locate stock errors or oversites when a physical inventory count is done.

Inventory Control

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>*> DARTS <*<      BULK ITEMS PRICE LIST      PAGE      1

P/C VEND PARTNO..... PLU#... DESCRIPTION..... SELL.....

BLK AH  AB          2865 NAILS, COMM 2P          13.7900
BLK S   78330       2835 NAILS, COMM 4P          19.9900
BLK S   78357       2941 NAILS, GALV 6P          22.4900
BLK AH  AM          2910 STAPLES, 1/4"          18.7900
BLK AH  FHA        2860 WIRE, BULK 2PR          7.7900
BLK AH  BHA        1269 WIRE, BULK 4PR          18.7900
BLK S   78400       3111 WIRE, BULK 6PR          4.2900
BLK AH  JAL        285 WIRE WRAP, RED          30.2900
BLK AH  APF        1222 WIRE WRAP, YELLOW       9.2900
BLK S   78303       2754 WOOD, 2X4 8'           13.7900
BLK AH  BBC        1026 WOOD, 2X6 8'           127.7900
BLK AH  BRK        1817 WOOD, 2X12 4'          15.2900
BLK AH  BAS        1064 YELLOW SAND, COURSE     30.2900
BLK S   78309       2784 YELLOW SAND, FINE       30.2900
BLK AH  BBA        1012 YELLOW SAND, PLAY       2.4900
GAR AH  BBM        1084 FERTILIZER, BULK        87.7900
GAR AH  CAK        1431 PEAT MOSS, BULK         90.2900
GAR AH  SC         3662 POTTING SOIL, AFR VIO   39.4900
GAR AH  CF         2963 POTTING SOIL, GENERAL    78.7900
GAR AH  CDT        1655 ROCK, RIVER            43.7900
GAR AH  COL        2097 ROCK, ROUNDSTONE        13.7900
GAR S   78362       2966 SANDSTONE              28.2900

AS OF 09:26:07 18 Sep 1994
  
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The Bulk Items Price List gives a quick by category at-a-glance look-up for PLU/SKU numbers to sell unlabeled bulk items at the register. The items can also be recalled by keywords such as 'Soil' or 'Soyal' for those who have trouble spelling. The keyword system works on phonics so what it sounds like is what you get. The system also can print shelf tags allowing the salesperson to write done the PLU/SKU number on the bulk item bag or carry slip.

```

>*> DARTS <*<      I N V E N T O R Y   N O N - M O V E M E N T   R E P O R T   VEND: AJ   MIN MONTHS = 12

                                MONTHS
                                P           EXT.           OF NON
VEND X-REF#  PART#..... MFR S DESCRIPTION..... QOH  COST.... COST..... MOVEMENT

AJ      2092  554018          DAY-GLO, RED 12OZ  4    2.6300    10.52      12
AJ      2252  CML              ELEC CONTACT CLEA  1    23.4100    23.41      12
AJ      1571  CP20             PADS, 10X12, FINE  3    15.3800    46.14      12
AJ      1702  CP40             VIDEO CLEANER, BE  1    27.5000    27.50      12
AJ      458   MIXC             PET ROCK HOME      24   0.8700     20.88      12
AJ      3479  MS              DR. FEELGOOD, 5OZ  1    32.4500    32.45      12

AJ                                           160.90
  
```

As most business people know, dead stock sitting on the shelf, collecting dust, not only doesn't make money it costs money since it could be replaced by items that do sell. We highlight those items via our Non-Movement report allowing you to put those items out on sale to get rid of them. Even if their sold at cost the loss is less than if they sit another six months. Our theory is that if an item sits on the shelf more than 30 days, something is wrong (with of course some exceptions).

```

>*> DARTS <*<      M A S T E R   P A R T S   P R I C E   L I S T      AS OF 09:27:00 18 Sep 1994   PAGE: 1

P           P
VEND S ..PLU.. PART#..... DESCRIPTION... COST... PRICE.. VEND S ..PLU.. PART#..... DESCRIPTION... COST... PRICE..

AJ      2092  554018          T. CHOKE XHVV      2.83   8.49  AJ      2252  CML              CAN. MAINT LGH     23.41  28.29
AJ      2033  CG20           SD CANINE GROW     14.61  17.79  AJ      1409  CML5             CAN MAINT LGHT     4.61   5.79
AJ      2110  CG40           SD CANINE GROW     26.18  31.49  AJ      1507  CP10             CANINE PERFORM     9.05  10.99
AJ      1938  CG5            SD CANINE GROW     5.16   6.29  AJ      1571  CP20             CANINE PERFORM     15.38  18.49
AJ      1986  CGC            CANINE GROWTH       0.95   1.29  AJ      1702  CP40             CANINE PERFORM     27.50  33.29
AJ      321   CM10           CANINE MAINT 1      7.56   9.29  AJ      2276  CP5              CANINE PERF 5      5.54   6.79
AJ      358   CM20           CANINE MAINT 2     12.67  15.29  AJ      2324  CPC              CANINE PERF. C     0.86   1.29
AJ      427   CM40           CANINE MAINT 4     22.75  27.49  AJ      2724  CS10             CANINE SENIOR       8.34  10.29
AJ      2162  CM5            SD CANINE MAIN      4.49   5.49  AJ      2773  CS20             CANINE SENIOR      13.96  16.79
AJ      2218  CMC            CANINE MAIN CA      0.84   1.29  AJ      2825  CS40             CANINE SENIOR      25.02  30.29
  
```

The Master Parts Price Book (MPPL) gives an easy to use print-out for looking up prices when the register is busy. The printing of cost is an option when the report is run.

Inventory Control

```

>*> DARTS <*<          S A L E S   R E C A P   B Y   M O N T H   <SEP '94>
          P
          .....SALES..... TOTAL
          CURRENT YEAR <-----> LAST YEAR 12-MO
VEND X-REF#  PART#..... S DESCRIPTION..... .QOH.  SEP AUG JUL JUN MAY APR MAR FEB JAN DEC NOV OCT  SALES
JW      435  NM16          NAT MIRACLE 16OZ          9   0  0  0  0  0  2  3  7  5  2  0  7   26
JW      496  NM32          NAT MIRACLE 32OZ          8   0  0  0  0  0  2  5  8  3  4  3  9   34
JW      1880 NMPM          NAT MIR COMPUTER CLEANER 15   0  0  0  0  0  0  3  0  0  1  0  1    5
***
  
```

The Sales Recap by Month report shows the last 12 months sales at-a-glance for each item. The report can be run by vendor, by manufacturer, or stolen stock.

```

>*> DARTS <*<          P H Y S I C A L   I N V E N T O R Y   S H E E T          PAGE: 1
PLU#  VEND PART#..... QOH. COUNT P/C DESCRIPTION..... MFR
1069  TFD  26967          16  ____ DRA TITANIC          DRM
3174  CC   002-FM6622      19  ____ CHI PARENT TRAP      DIS
2024  AJ   FG10             6   ____ DRA LOOKING FOR MISTER GOODBAR  UNI
3016  AJ   FG4              20  ____ CHI THE LOVEBUG        DIS
3072  AJ   FGC              45  ____ COM THE PRODUCERS      MGM
353   AJ   FM10            101 ____ COM MONTY PHYTHON AND THE HOLY GR  MGM
393   AJ   FM20             3   ____ REL EXODUS, PART II     CFD
3271  AJ   FM4              10  ____ REL PROPHECIES OF THE BIBLE  CFD
  
```

The Physical Inventory system allows the selection of one or more manufacturers or departments (or the entire store) for inventory counting purposes. The system can print out worksheets like the above to help with the inventory counting. The count box on the report need only be checked off if the count is correct or the correct number written in if not. Then the user need only enter the errors via the Physical Inventory Adjustment program. The system also supports the use of Portable Data Readers to download inventory counts.

```

>*> DARTS <*<          P H Y S I C A L   I N V E N T O R Y   C O M P A R I S O N   R E P O R T   A S   O F   09:31:37 18 Sep 1994          PAGE: 1
PLU#... VEND NOT. PARTNO..... QOH. ACTUAL DIFF.. EXT COST.... ACTUAL..... DIFFERENCE.. P/C DESCRIPTION.....
      ON          QOH   FILE->          EXT COST          EXT COST
      FILE          ACTUAL          FILE->ACTUAL
2024 AJ   FG10             6    6    0    69.60    69.60    0.00 CF MONOPOLY, STD ED
3016 AJ   FG4              20   20   0   109.60   109.60   0.00 CF MONOPOLY, DELUXE
3072 AJ   FGC              45   45   0    42.30    42.30   0.00 CF TWISTER
353  AJ   FM10            101  46  -55  1,060.50  483.00 -577.50 CF SORRY
393  AJ   FM20             3    3    0    54.27    54.27   0.00 CF MOUSETRAP
3271 AJ   FM4              10   10   0    49.40    49.40   0.00 CF CONNECT FOUR
3355 AJ   FMC               0    0    0     0.00     0.00   0.00 CF BATTLESHIP, ELECTRONIC
2138 AJ   FML20            0    0    0     0.00     0.00   0.00 CF RISK
1432 AJ   FML4              9    9    0    44.46    44.46   0.00 CF STRATEGO
***
                                1,430.13    852.63    -577.50
(C)1990/COMP-WARE SYSTEMS, INC.
  
```

The Physical Inventory Comparison report recaps the information from the inventory count on to one easy to read report detailing the shrinkage (or gain if you're lucky) in inventory.

Inventory Control


>*> DARTS <*<		PROJECTED SALES ORDER LIST		PROJECTED FOR: WEEKS											
		.....QUANTITY.....		COST.. ..EXT..		...P R I C E B E A T....									
? P/C	PLU#..	VEND	PART#.....	DESCRIPTION.....	NEED	O/H.	QOO.	QOTH	QSP	EACH..	.COST..	GP%	VEND	PART#.....	COST..
AD	641	CC	150-000138	GASKET SET, UPPER, CB750K4	1	0		0	1	0.54	0.54	70			
BD	947	CC	012-F51902	PISTON, 0.25OS	6	0		0	6	0.39	2.35	70	N	N:FIN100	.18
CD	822	CC	073-012104	SPARK PLUG, C8ES	1	0		0	1	2.62	2.62	67			
CD	3836	CC	CLS	SIDE COVER, RED, CR125	1	0		0	1	0.20	0.20	75			
CF	102	CC	046-003366	GLOVES, MOTO BLUE	27	-39	1	0	1	0.50	13.50	72			
DD	3540	CC	021-000FALBR	HELMET, BLUE/GREEN, FULL	1	0		0	1	2.52	2.52	68			
DD	3432	CC	021-000FALT	HELMET, RED/YELLOW, FULL	1	0		0	1	2.52	2.52	68			
DD	4076	CC	046-00730C	TOOL KIT, CM80	1	0		0	1	2.57	2.57	67			
DD	1970	CC	046-00779C	MUFFLER, DUAL CM500T	1	0		0	1	0.84	0.84	70			
DD	523	CC	066-NC-101	THROTTLE CABLE, ALX123	1	-1		0	1	0.69	0.69	70			
DD	687	CC	066-nr-102	BRAKE LINE, 5' EXT	1	0		0	1	1.07	1.07	69			
DD	2246	CC	073-071251	OIL, 50 2-STROKE	1	0		0	1	1.71	1.71	70			
DD	1712	CC	085-000Z38	NO FOG,6 OZ	1	0		0	1	2.78	2.78	67			
DD	1883	CC	085-000Z73	NO FOG, 20OZ	1	0		0	1	1.70	1.70	71			
* DD	405	CC	085-00Z70	TUNE-UP KIT, RZ1000	1	0		0	1	2.61	2.61	67			
FD	4257	CC	123IO	WIRE SET, MAIN	2	-2		0	1	3.50	7.00	82	AJ	AJ:12345	3.30
FD	223	CC	150-00640	FORK, EXT 2'	1	-1		0	1	1.15	1.15	70			
SD	1404	CC	048-061349	FORK, EXT 5'	1	0		0	1	1.62	1.62	69			
SD	2671	CC	092-00007565	RACING SPRKT, 52T	1	0		0	1	0.14	0.14	72			

*** 48.13

The system incorporates a very advanced 'artificial intelligence' seasonal forecasting system to determine what items to order when. The system, with over 17 years in the field, boasts a track record of 98% accuracy. When some of our clients challenged the system by doing their own manual orders and comparing them to the system's orders, the system not only finished in 5 minutes compared to 4 hours manually, but, it found an additional 11 items the owner's missed. The projection is modifiable by the user and, when complete, becomes a working purchase order in seconds. In addition, the system can price shop for best buy between alternate vendors.


>*> DARTS <*<		SELL PRICE MATRIX LISTING AS OF 09:32:06 18 Sep 1994		PAGE: 1									
		VEND PROD PART.....		MIN PRICE TEST FROM... TO.....		BASE +/-		AMOUNT.		\$/% 9'S.		29/49	
		CODE PREFIX				RULE 79/99		RULE					
			0.4900	C	0.00	2.00	C	+	225.00	%	Y		
			C		2.01	4.00	C	+	200.00	%			
			C		4.01	6.00	C	+	175.00	%			
			C		6.01	8.00	C	+	150.00	%	Y		
			C		8.01	10.00	C	+	125.00	%	Y		
			C		10.01	20.00	C	+	100.00	%	Y		
			C		20.01	50.00	C	+	75.00	%	Y		
			C		50.01	99999.00	C	+	50.00	%	Y		
CF			0.4900	C	0.01	9999.00	C	+	20.00	%	Y		
DF			0.4900	C	0.01	9999.00	C	+	20.00	%	Y		
FF			0.4900	C	0.01	5.00	C	+	225.00	%	Y		
			C		5.01	10.00	C	+	205.00	%	Y		
			C		10.01	15.00	C	+	185.00	%	Y		
			C		15.01	20.00	C	+	165.00	%	Y		
			C		20.01	25.00	C	+	145.00	%	Y		
			C		25.01	99999.00	C	+	125.00	%			

The Sell Price Matrix allows the user to set his/her own price guidelines to calculate selling prices. This system has proven itself with a gross profit increase of 10% or more at some of our customer sites without negatively effecting sales. The system can have multiple matrixes by vendor, department, and cost range. Rounding rules (such as .29/.49/.79/.99) are also user-selectable.



101 \$ 4.99 493290
Calander, NASCAR

PEAT MOSS 1.49 EA
101b 2/ 1.99
4259



101 \$ 4.99 493290
Calander, NASCAR

Wallpaper City *4249* 493290 Roller, Deluxe oil base \$ 22.79	Wallpaper City *4249* 493290 Roller, Deluxe oil base \$ 22.79	Wallpaper City *4249* 493290 Roller, Deluxe oil base \$ 22.79
---	---	---

A variety of item/shelf labels show PLU/SKU numbers and descriptions to prevent theft by customer's exchanging price tags between items. Bar coded labels are available for items without UPC numbers to allow scanning at point-of-sale.

Inventory Control

Other features of inventory control include:

- Inventory recall by keywords regardless of spelling errors.
- An inventory inquiry screen that shows alternate vendors, open layaways or special orders, open purchase orders, and a 18-month recap of sales including averages over 3, 6, and 12 months, and the last 5 years yearly sales.
- The ability to have an unlimited number of alternate vendors, with their part numbers and costs, enabling the system to price shop for the best buy when projecting orders.
- Products can be divided into an almost unlimited combination of user-definable departments.
- The system allows kits to be created (tune-up kits, etc.) to sell groups of items at a special price. The inventory is automatically tracked for the number of kit sales and the separate items in the kit. In addition, kits can be created within kits for a unlimited number of levels for cases where a table and lamp is one kit and that kit is contained within a complete living room set.
- Interface for Barcode blazer/blaster barcoding printers.
- Price tags can be generated for select items, select departments, or select manufacturers, in a variety of sizes and formats.
- Bulk items price list.
- Monthly sales by item report.
- On-order report.
- Items master reports by department, vendor item number, PLU/SKU number or manufacturer for entire vendor catalogs.
- Stock master reports by department, vendor item number, PLU/SKU number or manufacturer for on-hand (or prior sold) items.
- Product discontinue and supersede programs to keep current with what's available from the suppliers.
- Price matrixing by vendor, department, manufacturer to track actual cost on items.
- 24 months of sales history on every item to accurately forecast what you need.

Purchasing

>*> DARTS <*<		PURCHASE ORDER # K100193		PAGE: 1	
ITSO CONVENIENT STORES #223		DATE: 10/01/93		SHIP-VIA: UPS	
1000 Main Street		Tuscaloosa, AL 90935		VENDOR: United Grocery Supplies	
<800> 555-1212		ADDR: 123 Main street		CSZ: Tuscaloosa, AL 34501	
ACCT#: AK133492		TEL: 319-555-1212		EXT#: 124	

LN#	QTY....	Part#.....	Description.....	Cost Each.	.Ext Cost.
001	2	692925	ALLSPICE, 10#	38.1000	76.20
002	2	692926	CUMIN, 10#	7.4500	14.90
003	2	692927	ONION FLAKES	14.9500	29.90
004	5	915542	TARRAGON, 1#	3.7800	18.90
***					139.90

You can create purchase orders manually or automatically via the projected order system (see sample under inventory control). Purchase order can then be printed or transmitted electronically (for certain vendors only).

>*> DARTS <*<		PURCHASE ORDER AUDITING REPORT FOR P O # K100193		PAGE: 1	
---------------	--	--	--	---------	--

VENDOR	PARTNO.....	DESC.....	QTYDUE	..PRICE...	...COST...	.EXT COST.	GPROFIT-\$.	GPROFIT-%
K	692925	ALLSPICE, 10#	2	66.7900	38.1000	76.20	57.38	42.95
K	692926	CUMIN, 10#	1	18.7900	7.4500	7.45	11.34	60.35
K	692927	ONION FLAKES, 25#	2	29.9900	14.9500	29.90	30.08	50.15
K	915542	TARRAGON, 10#	5	11.3400	3.7800	18.90	37.80	66.66
*** TOTALS						132.45	136.60	50.77

The Purchase Order Auditing report gives you a way to monitor profit margins and verify costs.

>*> DARTS <*<		PURCHASE ORDER PRICING REPORT		PAGE: 1	
---------------	--	-------------------------------	--	---------	--

VENDOR	PARTNO.....	PLU#..	DESCRIPTION.....	QTY..	PRICE.....
				REC	
K	692925	4658	IDIOTS GUIDE TO GARDENING	2	66.7900
K	692926	4659	IDIOTS GUIDE TO PLUMBING	1	18.7900
K	692927	4660	IDIOTS GUIDE TO WALLPAPERING	2	29.9900
K	915542	4661	EVERTHING YOU WANTED TO KNOW A	5	11.3400

The Purchase Order Pricing report gives your clerks a quick method of finding the prices to mark merchandise when they put them out on the shelf. The system can also automatically generate price labels to mark the products with (see the inventory control section for samples).

Other features of purchasing include:

- Adding of new items or alternate vendors via purchase order entry.
- Receiving by exception eliminating the need to check each item in on the computer.
- Receipt by part number to interface to a portable data terminal for receiving electronically.
- Missing/Extra quantity report and non-ordered/unidentified report to catch vendor errors.
- Purchase order detail and summary listing to check on open purchase orders.
- Multi-warehouse receiving if your order comes in from multiple locations.
- Electronic ordering for certain vendors.

Management

```

>*> DARTS <*<  AVERAGE SALES RECAP REPORT  <09/12/94-09/19/94>  PAGE:  1

```

PROD CODE/DEPARTMENT	SUN	MON	TUE	WED	THU	FRI	SAT	TOTAL
ANTENNAS	2.99	1						2.99 1
BATTERIES	7.79	2						7.79 2
COMPUTER SUPPLIES	5.79	2			4.29	2		5.04 4
ELECTRONIC PARTS	10.79	1						10.79 1
RADIOS	20.99	1						20.99 1
TOYS/GAMES	3.59	4						3.59 4
***								6.53 13
SALESPEOPLE								
EEK A. MOUSE	14.97	2			2.86	3		7.70 5
FRANK FERRET	18.07	1						18.07 1
LOUIS DOMBROWSKI	28.28	1						28.28 1
***								12.12 7

The Average Sales Recap report shows averages by day and by salesperson and department. This can give you a picture of how you compare to other stores via the trade journals' annual reports.

```

>*> DARTS <*<  GIFT CERTIFICATE REPORT AS OF 09:40:12 18 Sep 1994  PAGE:  1

```

GIFT CERTIFICATE#	DATE	TRANS#	AMOUNT	BALANCE	DT USED	CUSTOMER#	CUSTOMER NAME	SALESPERSON
10	12/13/91	154312	10.00	0.00	12/26/92		CASH CASH ACCOUNT	EEK A. MOUSE
11	01/22/92	154367	10.00	0.00	12/26/92		CASH CASH ACCOUNT	EEK A. MOUSE
12	03/23/92	154419	5.00	0.00	12/26/92		CASH CASH ACCOUNT	EEK A. MOUSE
13	05/15/92	154466	3.00	0.00	12/26/92		CASH CASH ACCOUNT	EEK A. MOUSE
14	06/15/92	154483	10.00	10.00			CASH CASH ACCOUNT	EEK A. MOUSE
15	02/12/93	154653	10.00	0.00	02/12/93		CASH CASH ACCOUNT	EEK A. MOUSE
			48.00	10.00				

[405] 6 items listed out of 6 items.

Open and redeemed gift certificates are shown on the Gift Certificate report. The system assigns each gift certificate a sequential control number which is used to redeem them. This eliminates the problem of a certificate being presented twice since the machine knows which are redeemed and which are not.

```

>*> DARTS <*<  IN-STORE USE REPORT AS OF 09:40:23 18 Sep 1994  PAGE  1

```

PCODE	PARTNO	DESCRIPTION	INV-DATE	INV-TIME	QORD	COST/PARTS	EXT-COST	SALESMAN NAME
CL	CC:052-010825	FORMULA 409, 32OZ	09/18/94	09:39AM	1	3.2300	3.23	EEK A. MOUSE
CD	F:IMS61004KF	WINDEX, 16OZ	09/18/94	09:39AM	1	5.8100	5.81	EEK A. MOUSE
***							9.04	
PP	FD:HD-D	SCOTT TOWELS, 8-PK	09/18/94	09:39AM	1	3.3000	3.30	EEK A. MOUSE
***							3.30	
							12.34	

The In-Store use reports helps monitor what items are being used internal to the store. This report is an excellent way of catching waste. Just ask any store owner how many identical opened bottles of cleaner they currently have in their back room. Employee tradition dictates it's easier to grab a new one off the shelf than look for the old one'.

Management

```

>*> DARTS <*<   ITEMS SOLD REPORT   <FROM 09/18/94 TO 09/18/94>   PAGE:   1

P/C: ALL   MFR: ALL   SLSM: ALL   PART#: ALL

.PRODUCT CODE.. VEND .....PART#... .PLU.. .....DESCRIPTION..... .QTY. TRANS# DT-SOLD. ....SALESMAN..... PRICE EA

BICYCLE PARTS  N   02938           4252 WATER CUP, STRAP-ON, BLUE           1   209 09/18/94 FRANK FERRET           2.99
                ***                               1
                ***                               1

TOOLS          F   IMS61004KF   4639 WELDING ROD, #6           1   206 09/18/94 EEK A. MOUSE           7.79
TOOLS          F   IMS61004KF   4639 WELDING ROD, #6           1   207 09/18/94 EEK A. MOUSE           7.79
TOOLS          F   IMS61004KF   4639 WELDING ROD, #6           1   212 09/18/94 EEK A. MOUSE           0.00
                ***                               3
    
```

The Items Sold report allows the user to track sales overall or for a specific salesperson, item, manufacturer, and/or department. This is great for sales contests between employees.

```

>*> DARTS <*<   MANUFACTURER COUPON REPORT AS OF 09:42:00 19 Sep 1994   PAGE:   1

COUPON CODE: M   MANUF COUPON

ORDER# ..DATE.. SALESMAN NAME..... CUSTOMER NAME..... .MISC   PARTS   QTY
              ..AMOUNT.. ..TOTAL.. SOLD DESCRIPTION.....

   130 03/01/94 EEK A. MOUSE           CASH ACCOUNT           -2.00   7.27   1 HEINZ KETCHUP, 20OZ

***                               -2.00   7.27
    
```

The Manufacturer's Coupon report helps analyze the effect of coupons and how much merchandise is being sold because of the coupons. Each coupon type can be given its own code to track it separately.

```

>*> DARTS <*<   NO SALE/DRAWER OPEN REPORT AS OF 09:42:20 19 Sep 1994   PAGE   1

CSORDER... UNIT# INV-DATE INV-TIME SALESMAN NAME.....

117-1           2 02/16/94 08:58AM EEK A. MOUSE
118-1           2 02/16/94 09:10AM EEK A. MOUSE
119-1           2 02/16/94 09:12AM NOT APPLICABLE
120-1           2 02/16/94 09:14AM EEK A. MOUSE

                ***
    
```

Each time the cash drawer is opened without a true sale an entry is added to the No Sale/Drawer Open report to let you know what's going on. The system can be optionally set to not open the drawer unless a sale is entered.

```

>*> DARTS <*<   NON-TAXABLE ITEMS SOLD REPORT   <FROM 01/01/94 TO 12/31/94>   PAGE:   1

DT-SOLD. CUSTOMER..... TRANS# AMOUNT....

02/25/94 SMITH, FRED           126           22.41
02/28/94 SMITH, WENDALL        127           7.27
03/01/94 SMITH, FRED           137           7.27
03/02/94 SMITH, FRED           148           22.39
03/16/94 SMITH, FRED           157           11.04
03/31/94 SMITH, FRED           160           32.40
04/20/94 SMITH, FRED           161           3.86
04/28/94 SMITH, FRED           167           11.01
04/28/94 SMITH, FRED           168           11.01
05/11/94 SMITH, FRED           173           4.50
06/23/94 SMITH, FRED           181           44.10
06/23/94 SMITH, FRED           183           28.80
06/28/94 SMITH, FRED           188           1,248.30
06/28/94 SMITH, FRED           189           37.80
06/28/94 SMITH, FRED           191           33.30
06/28/94 SMITH, FRED           192           9.00
06/28/94 SMITH, FRED           194           9.00
09/03/94 SMITH, FRED           198           3.86
09/18/94 SMITH, FRED           206           14.97
09/18/94 SMITH, FRED           207           14.97

***                               1,577.26
    
```

The Non-Taxable Items Sold report shows any sales of non-taxable items and any sales to tax exempt individuals for state reporting purposes. The customer database also track the tax resale certificate numbers for tax-exempt individuals.

Management

```
>*> DARTS <*<      OVER/UNDER REPORT AS OF 09:43:32 19 Sep 1994      PAGE:      1

ORDER#  ..DATE..  .TIME..  SALESMAN NAME.....  .AMOUNT..

      213 09/19/94 09:42AM EEK A. MOUSE                      -5.49

***                                             -5.49
```

The Over/Under report summarizes any discrepancies between the actual drawer totals (what was counted) and what should be the drawer totals (Z/Y reports).

```
>*> DARTS <*<      BUSINESS MONITOR REPORT <09/01/94-09/20/94  PAGE:      1

STORE: Simplex Shoe Centers #344

      CUMUL          CUMULATIVE  AVG DAILY
      CUST  CUST  DAILY  CUMULATIVE  GROSS  GROSS  GROSS  MONTHLY
      ..DATE.. DAY COUNT COUNT .AVG SALE. .AVG SALE. ..SALES... ..SALES.... ..SALES... .PROJECTION.

09/03/94 SAT    2    2    0.00    0.00    0.00    0.00    0.00    0.00
09/16/94 FRI    2    4    4.29    2.15    8.58    8.58    4.29    128.70
09/18/94 SUN    4    8    19.07   10.61   76.29   84.87   28.29   848.70
09/19/94 MON    0    8    0.00    10.61    0.00   84.87   21.22   636.60
```

The Business Monitor is one example of a Multi-unit chain/franchise report used to report back to the main offices. This report analyzes day by day sales and projects them into the remainder of the month.

```
>*> DARTS <*<      EMPLOYEE SALES EVALUATION <09/18/94-09/19/94  PAGE:      1

STORE: DUNKIN DONUTS STORE#2950
EMPLOYEE NAME: EEK A. MOUSE

      CUMUL          CUMULATIVE
      CUST  CUST  DAILY  CUMULATIVE  GROSS  GROSS  HOURS  CUMUL  SALES  CUMUL SALES
      ..DATE.. DAY COUNT COUNT .AVG SALE. .AVG SALE. ..SALES... ..SALES.... WORKED HOURS. .PER HOUR. .PER HOUR..

09/18/94 SUN    4    4    7.49    7.49    29.94    29.94  0.00  0.00    0.00    0.00
09/19/94 MON    1    5    0.00    5.99    0.00    29.94  0.00  0.00    0.00    0.00
```

The Employee Sales Evaluation is another franchise report used to monitor an employee's work compared to his/her hours.

```
>*> DARTS <*<      SALES ORDER PRICE OVER-RIDE REPORT FROM 09/19/94 TO 09/19/94  PAGE:      1

ORDER# SALESMAN NAME.... CUSTOMER NAME... VEND PART#..... DESCRIPTION.... QTY.  REG PRICE  SOLD PRICE COST.... $ DIFFER

      214 EEK A. MOUSE      CASH ACCOUNT      NP      000414      B/D DRILL, 1/4"      1      31.2900      15.9900  15.6000  15.3000
```

Any price changes done at the register are shown on the Price Over-Ride report. Price changes can also be password protected to disallow price decreases.

```
>*> DARTS <*<      TIME CLOCK RECAP REPORT <PERIOD ENDING: 09/20/94 >  PAGE:      1

CLERK'S NAME..... DATE.... TIME IN.  TIME OUT  HOURS.
                                     WORKED

EEK A. MOUSE      06/19/93  11:49AM  11:49AM  0.00
                                     11:53AM  11:54AM  0.02
                                     11:55AM  11:55AM  0.00
                                     11:56AM  11:56AM  0.00
EEK A. MOUSE      02/28/94  09:01AM  04:30PM  7.48
                                     07:01PM  07:28PM  0.45
EEK A. MOUSE      03/01/94  09:11PM  09:11PM  0.00
                                     09:11PM  09:12PM  0.01
EEK A. MOUSE      09/03/94  04:00AM  04:01AM  0.01
EEK A. MOUSE      09/11/94  02:34PM  02:35PM  0.01
EEK A. MOUSE      09/13/94  02:47PM  02:47PM  0.00
                                     02:48PM  02:48PM  0.00

***                                             7.98
```

The Timeclock Recap report totals employee hours worked for the pay period. Employees can punch in and out via the register to track their hours eliminating the need for a timeclock.

Management

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>*> DARTS <*< SALES RECAP REPORT <09/01/94-09/20/94> PAGE: 1
  
```

	SUN	MON	TUE	WED	THU	FRI	SAT	TOTAL
PROD CODE/DEPARTMENT								
BATTERIES	2.99	1						2.99 1
BULK SPICES	15.58	4						15.58 4
CHILDRENS	11.58	2				8.58	2	20.16 4
HARDWARE	10.79	1						10.79 1
HOUSEHOLD GOODS	20.99	2						20.99 2
LADIES WEAR	14.36	38						14.36 38
TOYS								
***								84.87 50
MISC CHARGES/CREDITS								
OVER/UNDER		-5.49	1					-5.49 1
PERF CUST CRED	-10.00	2						-10.00 2
***								-15.49 3
SALESPEOPLE								
EK A. MOUSE	29.94	4	1			8.58	3	4 38.52 12
FRANK FERRET	18.07	1						18.07 1
LOUIS DOMBROWSKI	28.28	1						28.28 1
***								84.87 14
OVERALL SALES								
TAXABLE	46.35					8.58		54.93
NON-TAXABLE	29.94							29.94
TAX AMOUNT	3.82					.70		4.52
***								89.39
DEPOSITS RECVD/APPL								
METHOD OF PAYMENT								
CASH	19.56	-5.49				9.28		23.35
CHECKS	30.61							30.61
S/T (CASH+CHECKS)	50.17	-5.49				9.28		53.96
IN-HOUSE CHARGE	19.94							19.94
S/T (CREDIT CARDS)	19.94							19.94
TOTAL	70.11	-5.49				9.28		73.90
TAX AMOUNT	3.82					.70		4.52
TOTAL-TAX	66.29	-5.49				8.58		69.38

The Sales Recap report is an at-a-glance day-by-day summary of the week's Z reports highlighting sales by department, salesperson, method of payment, miscellaneous charges/credits, deposits, and sales tax. It can be printed for a week, month, or any period stored.

```

>*> DARTS <*< SECURITY AUDIT REPORT AS OF 09:53:23 19 Sep 1994 PAGE: 1
  
```

PORT#	DATE	TIME	MENU NAME	OPTION#	PASSWORD	SALESMAN NAME	PROGRAM	NOTES
								ENTERED
00	06/23/94	09:43:13AM	GRM	6			MENU	ATTEMPT TO RUN SECURED PROGRAM
00	09/18/94	09:17:42AM				EK A. MOUSE	POS ENTRY	CREDIT HOLD BY-PASS LOCK

[405] 2 items listed out of 2 items.

Any attempted breach of system security is tracked via the Security Audit report which lets you know who did what and when it was done.

Management

```

>*> DARTS <*< MONTHLY Z RECAP AS OF 09:51:27 19 Sep 1994 PAGE 1

```

UNIT	DRAW DATE	TAXABLE PARTS TOTAL	NON-TAX PARTS TOTAL	TAX TOTAL	MISC CHG TOTAL	DEPOSITS TOTAL	CASH	CHECKS	CRED CRD.	OPEN ACCT.	#TRANS	#VOIDS	#NO. SALES
0	1 09/03/94	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2	2	
	***	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2	2	0
0	1 09/16/94	8.58	0.00	0.70	0.00	0.00	9.28	0.00	0.00	0.00	2		1
	***	8.58	0.00	0.70	0.00	0.00	9.28	0.00	0.00	0.00	2	0	1
0	1 09/18/94	46.35	29.94	3.82	-10.00	0.00	19.56	30.61	19.94	0.00	4		
	***	46.35	29.94	3.82	-10.00	0.00	19.56	30.61	19.94	0.00	4	0	0
0	1 09/19/94	0.00	0.00	0.00	-5.49	0.00	-5.49	0.00	0.00	0.00			
	***	0.00	0.00	0.00	-5.49	0.00	-5.49	0.00	0.00	0.00	0	0	0
		54.93	29.94	4.52	-15.49	0.00	23.35	30.61	19.94	0.00	8	2	1

[405] 4 items listed out of 4 items.

The Monthly Z Recap is another report that summarizes each days totals into one print-out instead of separate Z tapes from the register. Multiple registers can be shown as one total or separate as desired.

```

>*> DARTS <*< SALES ANALYSIS BY MONTH, P/C <MONTH:03> PAGE: 1

```

MO	P/C	PRODUCT CODE	GROSS SALES	COST OF SLS	GROSS PROFIT	GROSS PROFIT%
03	AS	APPLIANCES, SMAL	2.99	0.89	2.10	70.23
03	BK	BOOKS	15.58	11.62	3.96	25.41
03	DI	DIRT	6.58	2.00	4.58	69.60
03	GL	GLASSWARE	65.71	33.65	32.06	48.79
03	LA	LAMPS, BULBS	21.58	8.68	12.90	59.77
03	MA	MAGAZINES	20.99	9.30	11.69	55.69
03	TO	TOOLS	14.36	4.80	9.56	66.57
03	TY	TOYS	1,451.70	308.62	1,143.08	78.74
03	WP	WALLPAPER	0.00	0.00	0.00	0.00
**			1,599.49	379.56	1,219.93	76.26
G/T			1,599.49	379.56	1,219.93	76.26

Detailed sales analysis reports show up-to-the-minute information on how sales are doing. Reports are available by salesperson, department, month, day of week, hour of day, and/or manufacturer.

```

>*> DARTS <*< SALES ANALYSIS BY DAY AND HOUR PAGE: 1

```

.FROM	.TO	.DAY	#TRANS	GROSS SALES	COST OF SLS	GROSS PROFIT	GROSS PROFIT%
09:00AM	09:59AM	SUN	6	76.29	95.51	-19.22	-25.19
		SUN	6	76.29	95.51	-19.22	-25.19
09:00AM	09:59AM	MON	1	0.00	0.00	0.00	0.00
		MON	1	0.00	0.00	0.00	0.00
03:00PM	03:59PM	TUE	4	1,328.40	277.62	1,050.78	79.10
04:00PM	04:59PM	TUE	1	9.00	1.80	7.20	80.00
		TUE	5	1,337.40	279.42	1,057.98	79.10

The Day and Hour Sales Analysis report is a good way of determining staffing levels. It shows traffic counts and sales by day and hour.

Management

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>> DARTS << SALES ANALYSIS BY MONTH, PARTNO, CUSTOMER <MONTH:ALL> PAGE: 1

MO CUSTOMER NAME..... PART#..... DESCRIPTION..... QTY SOLD.. GROSS SALES. COST OF SLS GROSS PROFIT GROSS PROFIT%

01 CASH ACCOUNT      CC:046-003366   SPARK PLUG. B8HS           1      1.79      0.50      1.29      72.06
01                    ***                1      1.79      0.50      1.29      72.06
01 CASH ACCOUNT      N:108           TURTLE WAX, 8OZ           10     24.90      7.60     17.30     69.47
01 SMITH, FRED       N:108           TURTLE WAX, 8OZ           10     22.41      7.60     14.81     66.08
01                    ***                20     47.31     15.20     32.11     67.87
01 CASH ACCOUNT      TFD:12345       CUP HOLDER, LG             1     10.79      4.34      6.45     59.77
01                    ***                1     10.79      4.34      6.45     59.77
01 CASH ACCOUNT      BTF:55          CLEANIT FURNITURE          1      7.27      2.55      4.72     64.92
01                    ***                1      7.27      2.55      4.72     64.92
01 CASH ACCOUNT      LADS:IAM19120   WILD BOY TUNA              4      1.96      0.08      1.88     95.91
01                    ***                4      1.96      0.08      1.88     95.91
**                    *                    69.12     22.67     46.45     67.20

G/T                    *                    69.12     22.67     46.45     67.20
  
```

Distributors can get sales analysis reports by part and customer or customer and part to analyze who is buying what products.

```

>> DARTS << SALES ANALYSIS BY P/C, PART# <FROM 09/01/94 TO 09/20/94> PAGE: 1

P/C: ALL

.PRODUCT CODE.. VEND .....PART#... .....DESCRIPTION..... .QTY. ...PRICE... ..COST.... ...G/P$... ..G/P$.

APPLIANCES, SM N 02938      COFFEE FILTERS, 12/PACK           1      2.99      0.89      2.10  70.23
***                    *                    2.99      0.89      2.10  70.23

BATS            CC 052-010825   ST. LOUIS, AUTOGRAPHED           1      0.00      3.23     -3.23  0.00
BATS            F  IMS61004KF   ST. LOUIS, STEEL 5#              3     15.58     17.43     -1.85 -11.87
***                    *                    15.58     20.66     -5.08 -32.61

CANNING SUPP   BTF 55          JARS, WIDE MOUTH                 4     16.73      9.52      7.21  43.10
CANNING SUPP   N 301220       LIDS, WIDE MOUTH                 1      7.29      2.37      4.92  67.49
***                    *                    24.02     11.89     12.13  50.50

DIRT           TFD 12345       PEAT MOSS 25# BAG                1     10.79      4.34      6.45  59.78
***                    *                    10.79      4.34      6.45  59.78

GLASSWARE      FD HD-D         RED WINE GLASS                   1      0.00      3.30     -3.30  0.00
GLASSWARE      NP 153189       KEEP IT COOL MUG                 1     20.99      9.30     11.69  55.69
***                    *                    20.99     12.60      8.39  39.97

T-SHIRTS       CC 123          "American Male"                   5     14.36      6.00      8.36  58.22
T-SHIRTS       S 13000         "Dinky"                           10      0.00      0.50     -0.50  0.00
T-SHIRTS       S 30420         "Gone Finshin'"                  23      0.00     45.77    -45.77  0.00
***                    *                    14.36     52.27    -37.91-264.00
  
```

This sales report by department and product shows what is being sold of each item during a particular date range.

```

>> DARTS << TIME CHART REPORT <WEEK OF 09/19/94> PAGE: 1

SALESPERSON..... --SUN--    --MON--    --TUE--    --WED--    --THU--    --FRI--    --SAT--    TOT HRS
                IN 08:00AM   08:00AM
EEK A. MOUSE     OUT 12:00PM  11:00AM   OFF        OFF        OFF        05:00PM   OFF
                IN 01:00PM   12:00PM
                OUT 05:00PM   04:00PM
                IN 06:00PM
                OUT 08:00PM
                *                    21.00
  
```

The system can print time charts for the coming week to let employees know their schedule. The system allows for up to three shifts per employee.

Management

Other features of management include:

- A password-protected mailbox system allowing electronic mail messages to and from employees.
- Checks processed report by selected date(s).
- Credit cards processed report by selected date(s).
- Daily transaction register.
- Daily point-of-sale register recap report.
- Deleted order report.
- In-store warranty return report.
- Payout report.
- Returns report (non-warranty).
- Stolen merchandise report for items logged as stolen.
- Store credit used report.
- Voided order report.
- Sales analysis of new customers by source (where they came from).
- Sales analysis of all customers by source (where they came from).
- The ability to enter clerks for timeclock use only, as sales managers or as cashiers.
- A security processing system that allows password protection of any program or report on any menu, plus the ability to password protect many management functions such as changing prices, adding items, voids, adding customers, etc.
- A timeclock over-ride program to correct when an employee forgets to punch in or out.
- The ability to address multiple printers to avoid changing forms for COD tags, labels, etc.
- A back-up utility to save current data and/or programs 'just in case'.
- A free-form English language report writer to create any report we may have not thought of (not too much falls into this category). The report writer allows selecting, sorting, and printing of any and all information stored on the system in whatever order you desire. In addition, these user reports are automatically added to your own private menu that won't get erased when we do system upgrades.

Grooming

>*> DARTS <*< GROOMER PRODUCTIVITY REPORT PAGE: 1
< 01/01/94 - 12/31/94 >

INIT NAME.....	DATE....	HOURLY HOURS.	GROSS.....	PAY.....	COMMISSION	TOTAL COST	GROSS.....	GROSS.....
		RATE	WORKED SALES				PROFIT	PROFIT%
EAM EEK A. MOUSE	03/31/94	7.00	8.0	36.00	56.00	3.60	59.60	-23.60 -65.55
EAM EEK A. MOUSE	04/01/94	7.00	8.0	36.00	56.00	3.60	59.60	-23.60 -65.55
EAM EEK A. MOUSE	06/23/94	7.00	8.0	69.00	56.00	6.90	62.90	6.10 8.84
***			141.00	168.00	14.10	182.10	-41.10	
FF FRANK FERRET	03/07/94	5.00	6.0	190.00	30.00	19.00	49.00	141.00 74.21
FF FRANK FERRET	03/08/94	5.00	6.0	154.50	30.00	15.45	45.45	109.05 74.21
FF FRANK FERRET	03/31/94	5.00	6.0	5.00	30.00	0.50	30.50	-25.50 74.21
FF FRANK FERRET	05/11/94	5.00	2.0	37.00	10.00	3.70	13.70	23.30 74.21
FF FRANK FERRET	06/23/94	5.00	6.0	32.00	30.00	3.20	33.20	-1.20 74.21
FF FRANK FERRET	06/28/94	5.00	6.0	148.00	30.00	14.80	44.80	103.20 74.21
***			566.50	160.00	56.65	216.65	349.85	
			707.50	328.00	70.75	398.75	308.75	

9 ITEMS LISTED OUT OF 9 ITEMS

The Groomer Productivity report analyzes the true profit margins per groomer based on hours worked, rate paid, work completed, and after the fact products sold.

Other features of the grooming system:

- No limit advanced reservation system that takes hours per groomer, hours per job required, store hours, and holidays into account virtually eliminating the chance of over-bookings.
- Standard jobs per pet eliminating the need to retype information everytime that pet comes in.
- Recall of animals by customer number or name.
- No limits on pets each customer owns.
- Detailed pet information including sizes, shot history, veterinarian and emergency contact numbers, and medical information.
- Free-form follow-up cards time range selectable based on date of last appointment or date of next appointment (or date due in next based on the frequency the pet comes in).
- Availability report by groomer.
- No-show report.
- Schedules by customer, date or groomer.
- The ability to store regular hours per groomer, special hours for holiday (or special days) by groomer or overall store and hours required to do each process by groomer and overall making appointment scheduling as easy as possible.
- Automatic ties into the point-of-sale register allowing for additional add-on sales of merchandise.

Kennel Management

```
>*> DARTS <*<      ARRIVAL LISTING      PAGE: 1
                      <09/18/94 TO 09/22/94>

RSVD....  RSVD....  ACTUAL RUN.  CUSTOMER NAME...  CUST#.....  PET'S NAME.....  TYPE BREED.....  RATE DESCRIPTION
DATE IN DATE OUT DATE IN  USED
                                PET

                09/19/94    1 SMITH, FRED      7165551212  TEMPEST      D    BORZOI  SMALL IN/OUT RUN
```

The Arrival Listing shows who's due in and when

```
>*> DARTS <*<      GROOMING/KENNEL COMBINED FACILITY OCCUPANCY REPORT      PAGE: 1
                      <FOR 09/19/94>

PET NAME.....  OWNER.....  PHONE#.....  RUN#  GRMR
TEMPEST          SMITH, FRED      7165551212      1
```

The Combined Facility reports shows what pets are in both the kennel and grooming area for those stores with both facilities.

Other features of the kennel management system:

- No limit advanced reservation system that allows reservations years in advance.
- Recall of animals by customer number or name.
- At-a-glance on-screen viewing of runs available for a range of dates at time of reservation or check-in.
- No limit on number of runs, or dogs per run (same owner only).
- Warning message when shots are overdue.
- No limits on pets each customer owns.
- Detailed pet information including type of run desired, feeding information, shot history, veterinarian and emergency contact numbers, and medical information.
- Rates based on type of run or size of pet. Rate factors for daily, weekly and monthly boarding.
- Departure listing.
- Run occupancy report.
- No-show report.
- Reservations by customer or date report.
- Runs available report.
- Run status report.
- Automatic ties into the point-of-sale register allowing for additional add-on sales of merchandise.
- Automatic ties into our grooming module for those stores doing grooming and boarding at the same facility.

Puppy/Kitten Tracking

Animal Kingdom Pet Centers
1000 Main Street
Tuscaloosa, AL 90935
<800> 555-1212

DOG/PUPPY Data Sheet

Control#: 12345

Breed: WHIPPET

Sex: M

Color: BRINDLE

Markings: WHITE FEET/WHITE ON TIP OF TAIL

Registry: AKC

Litter#:

Tattoo#:

DOB: 08/17/89

Date Arrived: 10/16/89

Sire: MISTY MOOR ORACLE

Sire Reg#: 123456789012

Dam: ORIONS TROUBLE

Dam Reg#: 130923822

Breeder: RALPH JOHNSON
123 MAIN STREET
TUSCALOOSA, AL 83938

Breeder USDA#: 2222
Breeder Refer#: 3333

Broker: OZARK HONEYEW KENNELS

Broker USDA#: 1111

Date Sold: 01/01/92

Invoice#:

Warranty Contract#:

Days Old: 867

Days in Store: 807

Sold to: 7165551212
SMITH, WENDALL
100 MAIN AVE

TUSCAROORA, PA 10299

Sale Price: \$ 290.00
Orig Price: 395.00
Cost: 200.00

Date Papers Sent:

---Shot History---		---Worming History---	
..Date..	...Type...	..Date..	...Type...
10/16/89	DHLPPV	10/16/89	EVICT
10/20/89	CORONA	10/30/89	IVOMECTIN

Thank You For Choosing Animal Kingdom Pet Centers

We Wish You Many Years of Love With Your New Pet

The Data Sheet (store version) lists the basic information about each puppy or kitten. A customer version is also available showing similar information without the cost or days old/in store.

Other features of puppy/kitten tracking:

- Complete data on each animal including breed, sex, color, markings, litter#, tattoo#, birth date, registry, sire, dam, shot and worming history, and daily care information such as medications, weight, temperature and eating habits.
- Available report
- Sold reports by breed, customer, or date sold.
- Recall of animals by control# (USDA# or store control#), PLU/SKU#, or customer name or number (if sold).
- Animals can be sold directly from the register and all information automatically flows into the puppy/kitten system to update files.

Accounting (A/P, G/L, A/R, Payroll)

>*> DARTS <*<		CO: 1	ACCOUNTS PAYABLE PAST DUE REPORT	<AGING DATE: 09/20/94>	PAGE: 1						
VEND	.....VENDOR NAME.....										
			—LAST PAID—	#DAYS PAST DUE							
VOUCHER	....	DUE-DATE	ORIG-AMOUNT	.TOTAL-PAID.	...AMOUNT...	..DATE..	BALANCE-DUE	..CURRENT...	.30-59 DAYS.	.60-89 DAYS.	..90+ DAYS.
DP	Dupont Paint Company										
	123	03/03/94	100.00				100.00				100.00
* TOTAL DP	:		100.00	0.00			100.00	0.00	0.00	0.00	100.00
HF	Hickory Farms										
	12939	03/31/93	1,230.45	277.00	277.00	03/24/93	953.45				953.45
* TOTAL HF	:		1,230.45	277.00			953.45	0.00	0.00	0.00	953.45
TDY	Tandy Corporation										
	1222	12/04/93	100.00				100.00				100.00
* TOTAL TDY	:		100.00	0.00			100.00	0.00	0.00	0.00	100.00
** GRAND TOTAL:			1,430.45	277.00			1,153.45	0.00	0.00	0.00	1,153.45

The Accounts Payable Past Due report gives a printed detail of all monies owed and payments made on open items. Paid items may optionally be shown.

>*> DARTS <*<		T R I A L B A L A N C E - Y T D T H R U 0 9 / 2 0 / 9 4					PAGE: 1	
			BALANCE SHEET A/C'S		EXPENSE A/C'S			
CO	ACCT-NO	DESCRIPTION	DEBITS	CREDITS	DEBITS	CREDITS		
1	000-000-00	CATCH-ALL ACCOUNT		410.72				
1	200-000-00	PETTY CASH FUND	0.00					
1	201-000-00	CASH ON HAND	0.00					
1	202-000-00	CASH / NORSTAR	58,173.26					
1	202-001-00	CASH - PAYROLL		13,661.86				
1	210-000-00	NOTES RECEIVABLE	0.00					
1	220-000-00	ACCOUNTS RECEIVABLE	157.55					
1	220-001-00	ACCTS RECEIV-EMPLOYEES		582.98				
1	229-000-00	CASH SALES CLEARING	0.00					
1	229-001-00	COD CLEARING	1.15					
1	229-002-00	CRED CARD CLEARING	0.00					
1	229-003-00	MANUF COUPON CLEARING	0.00					
1	232-000-00	DRY GOODS INVENTORY		18,350.57				
1	233-000-00	SOFT GOODS INVENTORY		11,086.23				
1	235-000-00	CONSUMABLE INVENTORY		4,949.73				

The Trial Balance is one of the built-in general ledger reports. The general ledger system includes a detailed financial report writer allowing the user to create a battery of financial reports including comparisons between current year, last year, and budgets.

Wholesale Distribution

Acme Distributers 101 Albatross Lane Jarrettsville, MD 21084 (410) 555-1212	: Invoice#: 6-1 : Inv Date: 09/26/96 : Ord Date: 09/26/96 : Cust PO#: 12345 Slsm: EEK A. MOUSE	Account#: 5205551212 Ship Via: TRUCK Terms: NET 30 DAYS Page: 1
--	--	--

----- SOLD TO -----
United Retail Sales
305 Williams Avenue

Auburn, GA 99223

----- SHIP TO -----
United Retail Sales, Store#112
101 Main Street

Tuscaloosa, AL 59332

Ln#	Ord	Shp	Partno....	Description.....	* Siz	Reg-Price %	Price Ea.	Ext Price
1	100	100	123	American Flag, 3x5"		3.9900	2.0000	200.00
2	5	5	12345	Hammer, #6 steel		10.7900	10.7900	53.95
3	10	10	ANFP20	Glass, Coca-Cola 8oz		5.5000	5.5000	55.00
4	10	10	IMS610	Glass, Coca-Cola 12oz		7.1900	7.1900	71.90
5	50	50	18070F	T-Shirt, Dinky Taco Bell	M	1.4900	1.4900	74.50
6	100	100	13000	T-Shirt, Dinky Taco Bell	S	0.4900	80 0.1000	10.00

Special Notes: S ~ Item Superseded. New Number Used.	SUB-TOTAL	465.35
D ~ Item Discontinued.	TAX.....	0.00
P ~ Price changed in last 60 days.	SHPG/HDLG	
	COD FEE..	

THIS IS A GLOBAL MESSAGE. IT WILL APPEAR ON EVERY INVOICE GENERATED. IT CAN BE USED FOR GUARANTEES OR STORE HOURS. IT CAN ALSO BE USED FOR HOLIDAY MESSAGES.	INV TOTAL	465.35
	OPEN ACCT CHG	465.35
	BALANCE.....	465.35

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Authorized Signature: _____
Date: _____

The user can select between the built-in invoice form or his/her own custom form. The built-in form can also be customized to reflect sizes, discount percentages, retail or regular prices plus actual charged prices.

>> DARTS << SALES ANALYSIS BY MONTH, CUSTOMER, PARTNO <MONTH:ALL> PAGE: 1

MO CUSTOMER NAME..... PART#..... DESCRIPTION..... QTY SOLD.. GROSS SALES. COST OF SLS PROFIT PROFIT%

01 SMITH, FRED	N:108	Glassware, Coca-C	10	22.41	7.60	14.81	66.08
01 ***				22.41	7.60	14.81	66.08
**				22.41	7.60	14.81	66.08
07 T-SHIRT KINGDOM	NP:019448	Dinky, Taco Bell S	10	72.90	24.00	48.90	67.07
07 T-SHIRT KINGDOM	NP:100982	Dinky, Taco Bell M	2	38.98	15.50	23.48	60.23
07 T-SHIRT KINGDOM	NP:100990	Dinky, Taco Bell L	5	56.45	20.45	36.00	63.77
07 T-SHIRT KINGDOM	NP:148338	Dinky, Taco Bell XL	1	16.49	5.99	10.50	63.67
07 T-SHIRT KINGDOM	N:16145	Happy Face, S	10	99.90	32.90	67.00	67.06
07 T-SHIRT KINGDOM	TFD:18070F	Happy Face, M	25	37.25	11.25	26.00	69.79
07 T-SHIRT KINGDOM	TFD:18220	Happy Face, L	25	44.75	12.50	32.25	72.06
07 T-SHIRT KINGDOM	S:33000	Witness Prot, M	25	19.75	3.50	16.25	82.27
07 T-SHIRT KINGDOM	N:4000D	Witness Prot, XL	1	5.29	1.57	3.72	70.32
07 T-SHIRT KINGDOM	M:RET	Rainbow Sunglass	25	24.88	6.00	18.88	75.88
07 ***				416.64	133.66	282.98	67.91
**				416.64	133.66	282.98	67.91
G/T				439.05	141.26	297.79	67.82

Sales Analysis reports can be run in a variety of orders to reflect sales by salespeople, month, items sold, manufacturers, or product categories. Reports can also be printed without costs for the sales staff.

Wholesale Distribution

```
>*> DARTS <*<      P I C K I N G   T I C K E T      09/26/96

CUSTOMER #: 5205551212      ORDER #: 6-1
                          All American Retail Stores  SHIP-VIA: TR TRUCK
                          101 Main Street           CUST PO#: 1233
                          Tuscaloosa, AL 59332

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SHRINK WRAP PALLETS AT
CUSTOMERS REQUEST

LN#  PARTNO...  BIN LOC  .QOH.  DESCRIPTION.....  .DUE.  .TAKE.
  1   123                800  Glassware, Coca-Cola 1929      100    100
  4   IMS61004KF        -4   Lids, 12" red plastic         10     10
  6   13000             1554  "Have a Good Day" Ties       100    100
  3   ANFP20                Cup holder. sitting frog      10     10
  2   12345                -3   American Flag, 10x13w/pole    5      5
  5   18070F              2    American Flag keychains       50     50

Total #Bags_____ #Boxes_____ #Other_____

THIS IS A PICKING TICKET MESSAGE
<GLOBAL> TO APPEAR ON ALL TICKETS
```

The Picking Tickets can be sorted in a variety of ways. Weights and sizes can also be printed as required. Picking Labels are another option that can be implemented to identify items on the loading dock.

Other features of the wholesale distribution system:

- Price breaks can be determined by overall weight of order or based on quantities ordered. The system allows for a wide variety of price guides giving the user the ability to group customers into various price categories. In addition, special price deals can be assigned to specific customers for a certain contract period or for an indefinite time.
- Invoices can be printed on the user's custom format or our built-in format.
- Detailed Sales Analysis reports break-down sales by salesman, manufacturer, customer, and specific items sold. These reports give the distributor an up-to-the-minute picture of how sales are doing.
- Your Dealer can customize the distributor package to handle a wide variety of situations specific to the individual distributor to meet his or her needs.
- Diskette catalogs can be generated for your customers with either generic pricing or customer specific pricing to allow the customer to load your catalog on their computer.
- A UPS manifesting system is available for distributors that eliminates the need to fill out UPS logs. The system handles both regular and hundredweight shipments.
- The system can batch print and update invoices by truck for distributors with their own truck delivery fleet. This way each truck can be processed individually as the truck departs and returns after the days run.
- The system can print picking tickets, picking labels, invoices, COD tags, and shipping labels on one or multiple printers.
- Your company will never outgrow the system as it can be expanded from 1 station to over 256 stations as your needs grow.