

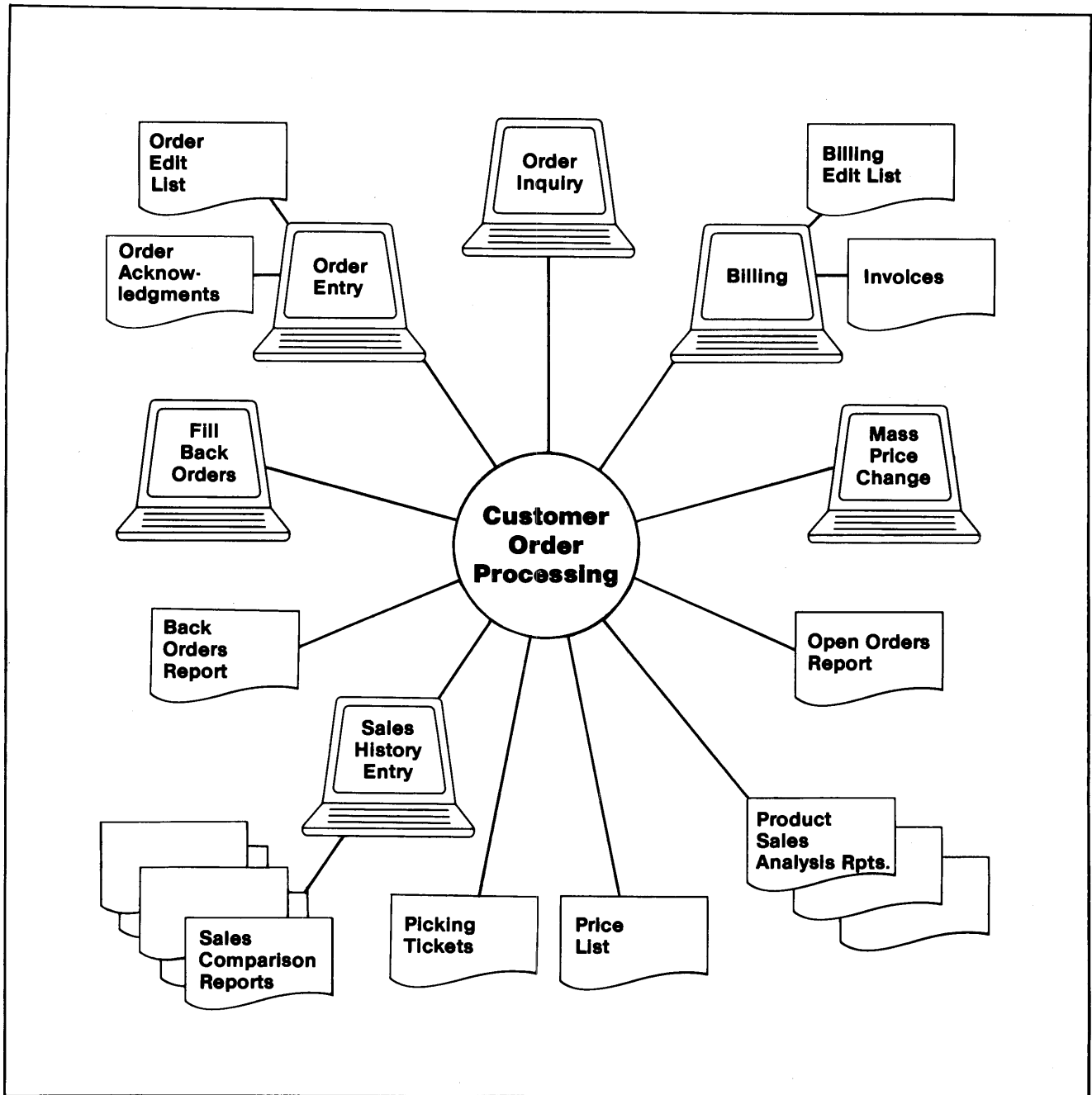


Mini-Computer Business Applications, Inc.
2441 Honolulu Avenue
Montrose, California 91020
Telephone: (213) 957-2900 Telex: 194188

Sample Screens and Reports
April 1983

CUSTOMER ORDER PROCESSING

in COBOL



Sample Screen Formats for Customer Order Processing—COBOL

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CUSTOMER ORDER PROCESSING                                M.C.B.A. DEMO FURNITURE COMP.

PLEASE SELECT --

1. ORDER ENTRY AND EDITING
2. PRINT PICKING TICKETS
3. BILLING AND INVOICE PRINTING
4. ORDER INQUIRY
5. SALES HISTORY
6. PRINT ORDER STATUS REPORTS
7. FILL BACKORDERS
8. PRINT SPOOLED REPORTS
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CUSTOMER ORDER PROCESSING                                M.C.B.A. DEMO FURNITURE COMP.

PLEASE SELECT --

9. COP CONTROL FILE MAINTENANCE
10. PRICING CODE FILE MAINTENANCE
11. SHIP-TO FILE MAINTENANCE
12. PRODUCT CATEGORY ACCOUNT MAINTENANCE
13. MASS PRICE CHANGE
14. RESET ALLOCATED QUANTITIES
15. PRINT PRICE LIST
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```
COP CONTROL FILE MAINTENANCE                            M.C.B.A. DEMO FURNITURE COMP.

1. STARTING ORDER NO          1000
2. STARTING INVOICE NO        5000
3. PROFIT CENTER USAGE        0
4. MISC CHARGES TAX STATUS    N
5. FREIGHT TAX STATUS         N
6. VALID PRICE CODE TYPES     1 3 4 7
7. PRINT CO NAME ON INVOICE ? Y

ITEM NUMBER TO CHANGE ? ---
```

PROFIT CENTER
BY ORDER OR
PRODUCT CATEGORY

Sample Screen Formats for Customer Order Processing—COBOL

```

ORDER ENTRY AND EDITING                                M.C.B.A. DEMO FURNITURE COMP.
ADD
# ORDER NO      1000
1. ORDER DATE  06/18/82  2. ORDER TYPE  I
3. CUST PO NO  E412259
4. CUST NO     000300
5. BROOKS and JOHNSON, Ltd.
6. 9872 Round Circle Drive
7. Bldg. 18, Back Door
8. Knoxville , TN 59006
19. SALESMEN:
   NO 200 PCT COMM 35.00
   D. W. Langford
   NO 300 PCT COMM 42.00
   Emmett J. Kelley
   NO 400 PCT COMM 23.00
   Nancy Cobo1
9. SHIP-TO NO  100
10. Brooks and Johnson, Ltd.
11. 143 Magnolia Ave.
12.
13. Macon, GA 43201
20. TAX PCT    5.75
21. DISC PCT  1.50
14. SHIP DATE  07/01/82
15. SHIP VIA   A Air Freight
16. TERMS     N Cash with Order
17. FRT PAY CD C
18. SHIP INSTR SEND THIS ORDER TO THE ATTENTION OF
   MR. JACKSON.
ITEM NUMBER TO CHANGE ? ---

```

SPLIT SALESMAN
COMMISSIONS

```

ORDER ENTRY AND EDITING                                M.C.B.A. DEMO FURNITURE COMP.
ADD
ORDER NO: 1000  TYPE: INVOICE  CUSTOMER: 000300 BROOKS and JOHNSON, Ltd.
LAST ITEM ENTERED:
1. ITEM NO      E200          Single Pedestal Desk
                               Model # 300
2. QTY ORDERED  3
3. QTY TO SHIP  3
4. UNIT PRICE   500.00
5. DISCOUNT PCT 1.50      EXT PRICE = 1,477.50
6. UNIT COST    376.50
7. REQUEST DATE 07/01/82
0 LINE ITEMS      RUNNING QTY 0      RUNNING TOTAL: .00
ITEM NUMBER TO CHANGE ? ---

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```

ORDER ENTRY AND EDITING                                M.C.B.A. DEMO FURNITURE COMP.
ADD
ORDER NO: 1000  TYPE: INVOICE  CUSTOMER: 000300 BROOKS and JOHNSON, Ltd.
ORDER NET: 2,828.72  TAXABLE NET: 2,828.72  WEIGHT: 1,105.00 LBS
1. MISC CHARGES .00
2. FREIGHT
3. SALES TAX     .00          ORDER TOTAL: 2,828.72
4. COMM PERCENT 6.00
5. COMM AMOUNT  169.72
6. COMMENTS     CONTACT OUR SALES OFFICE FOR NEWS
                OF A RECENT SPECIAL PURCHASE THAT
                MIGHT BE OF INTEREST TO YOU.
7. AMOUNT PAID  2,687.28
8. DISC ALLOWED 141.44      TOTAL CREDIT: 2,828.72
9. CHECK NO     60551
10. CASH ACCT   01010-00100 Cash in Bank - B of A
ITEM NUMBER TO CHANGE ? ---

```

Sample Screen Formats for Customer Order Processing—COBOL

```

ORDER ENTRY AND EDITING                                M.C.B.A. DEMO FURNITURE COMP.
CONSOLIDATE CUSTOMER ORDERS

CUSTOMER: 000200 21ST CENTURY ENTERPRISES
LOCATION: LA LOS ANGELES
ORDERS TO BE CONSOLIDATED: 1. 301
                           2. 367
                           3. 405
                           4.
                           5.
                           6.
                           7.
                           8.
                           9.
                           10.
                           11.
                           12.
                           13.
                           14.
                           15.

ITEM NUMBER TO CHANGE ? ---
    
```

```

BILLING AND INVOICE PRINTING                          M.C.B.A. DEMO FURNITURE COMP.
BILL CERTAIN ITEMS
ORDER NO: 1006 TYPE: ORDER CUSTOMER: 000100 JOHN G. WILLIAMS COMPANY

1. ITEM NO      B300      Hardware Mounting, Drawer Box
2. QTY ORDERED  1
3. QTY TO SHIP  1
4. UNIT PRICE   7.00
5. DISCOUNT PCT .00     EXT PRICE = 7.00
6. UNIT COST    3.55
7. REQUEST DATE 07/14/82  8. PROMISE DATE

3 LINE ITEMS      RUNNING QTY 0      RUNNING TOTAL: .00
SELECT THIS LINE ITEM ? Y
    
```

BILLING DATA
MAY BE CHANGED

```

FILL BACKORDERS                                      M.C.B.A. DEMO FURNITURE COMP.

1. ITEM NUMBER  B200      Slide Mechanism - Std
2. WHSE LOCATION LA LOS ANGELES
3. ORDER NO     1009
   ORDER DATE   06/19/82
   CUSTOMER NO  000300
   REQUEST DATE 07/05/82
   PROMISE DATE
   QTY ORDERED  7
   QTY BACK ORD 4
4. FILL QUANTITY 4

QUANTITY ON BACKORDER  11     EXCESS ON-HAND QUANTITY  524
ANY CHANGE ? N
    
```

AUTOMATIC
OR MANUAL

Sample Screen Formats for Customer Order Processing—COBOL

```

ORDER INQUIRY                                M.C.B.A. DEMO FURNITURE COMP.
CUSTOMER NO: 000200 21ST CENTURY ENTERPRISES  ORDER NO: -----
                    P.O. Box 4545
                    670 Mason St.
                    San Francisco CA 95782

ENT-DATE  ORD-NO  TYPE  CUST-PO-NO  ENT-DATE  ORD-NO  TYPE  CUST-PO-NO
06/18/82   301  ORDER  E66501
06/18/82   367  ORDER  E66986
06/18/82   405  ORDER  E67224
06/18/82   456  ORDER  E67359
06/18/82   519  ORDER  E67567
06/18/82   635  ORDER  E67715
06/18/82   686  ORDER  E67791
06/18/82   755  ORDER  E67825
06/18/82   816  ORDER  E67901
06/18/82  1002  ORDER  CONSOLDTED
06/19/82  1007  ORDER  E70137

F1 = LIST OF ORDERS
    
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ORDER INQUIRY                                M.C.B.A. DEMO FURNITURE COMP.
CUSTOMER NO: 000200 21ST CENTURY ENTERPRISES  ORDER NO: 1007  ORDER
-----SOLD-TO-----SHIP-TO-----ORDER DATES
21ST CENTURY ENTERPRISES  21ST CENTURY ENTERPRISES  ENTERED 06/19/82
P.O. Box 4545              1091 S. SPOKANE ST.          TO SHIP 07/18/82
670 Mason St.              OAKLAND, CA. 95602          PICKED
San Francisco, CA 95782    ATT: RECEIVINGS DEPT.      BILLED

ORD-DATE  CUST-PO-NO  SHIP-VIA  TAX-%  TERMS  WHSE  SALESMEN
06/19/82  E70137      Parcel Post  6.00  3/15 N/30  LA  100

ITEM-NO  DESCRIPTION  ORDER SHIP  BO/RET  UM  PRICE/DIS
A300     Drawer Box Assembly  1  1  EA  47.92
A400     Drawer, File  1  1  EA  37.90
B200     Slide Mechanism - Std  2  2  EA  11.57
E900     Executive Chair  6  6  EA  789.04
                                10.00

F1 = FURTHER LINE ITEMS, F2 = TOTALS
    
```

```

SALES HISTORY PERIOD FILE MAINTENANCE        M.C.B.A. DEMO FURNITURE COMP.

1. VALID PERIODS 12
2. CURRENT YEAR 1982
3. CURRENT PERIOD 6

4. PERIOD 01 DESC JANUARY
5. PERIOD 02 DESC FEBRUARY
6. PERIOD 03 DESC MARCH
7. PERIOD 04 DESC APRIL
8. PERIOD 05 DESC MAY
9. PERIOD 06 DESC JUNE
10. PERIOD 07 DESC JULY
11. PERIOD 08 DESC AUGUST
12. PERIOD 09 DESC SEPTEMBER
13. PERIOD 10 DESC OCTOBER
14. PERIOD 11 DESC NOVEMBER
15. PERIOD 12 DESC DECEMBER
16. PERIOD 13 DESC

ITEM NUMBER TO CHANGE ? ---

USER DEFINED PERIOD NAMES
    
```

Sample Screen Formats for Customer Order Processing— COBOL

```

PRICING CODE FILE MAINTENANCE                               M.C.B.A. DEMO FURNITURE COMP.
ADD

CODE TYPE          1  PRICING BASIS P
CUSTOMER NO      000300 BROOKS and JOHNSON, Ltd.
ITEM NO          E200      Single Pedestal Desk
                               Model # 300

1. LEVEL-01 MINIMUM QTY ZERO          11. LEVEL-06 MINIMUM QTY
2. LEVEL-01 PRICE          500.00      12. LEVEL-06 PRICE
3. LEVEL-02 MINIMUM QTY  10            13. LEVEL-07 MINIMUM QTY
4. LEVEL-02 PRICE          490.00      14. LEVEL-07 PRICE
5. LEVEL-03 MINIMUM QTY  25            15. LEVEL-08 MINIMUM QTY
6. LEVEL-03 PRICE          475.00      16. LEVEL-08 PRICE
7. LEVEL-04 MINIMUM QTY  100           17. LEVEL-09 MINIMUM QTY
8. LEVEL-04 PRICE          450.00      18. LEVEL-09 PRICE
9. LEVEL-05 MINIMUM QTY                                19. LEVEL-10 MINIMUM QTY
10. LEVEL-05 PRICE                                20. LEVEL-10 PRICE

ITEM NUMBER TO CHANGE ? ---
    
```

```

PRICING CODE FILE MAINTENANCE                               M.C.B.A. DEMO FURNITURE COMP.
ADD

CODE TYPE          3  PRICING BASIS D
CUSTOMER TYPE     WHSL
ITEM NO          E500      Letter Tray

1. LEVEL-01 MINIMUM QTY ZERO          11. LEVEL-06 MINIMUM QTY 250
2. LEVEL-01 DISCOUNT % .00          12. LEVEL-06 DISCOUNT % 5.00
3. LEVEL-02 MINIMUM QTY 10            13. LEVEL-07 MINIMUM QTY 500
4. LEVEL-02 DISCOUNT % 1.00         14. LEVEL-07 DISCOUNT % 6.00
5. LEVEL-03 MINIMUM QTY 25            15. LEVEL-08 MINIMUM QTY 750
6. LEVEL-03 DISCOUNT % 2.00         16. LEVEL-08 DISCOUNT % 7.00
7. LEVEL-04 MINIMUM QTY 50            17. LEVEL-09 MINIMUM QTY 1,000
8. LEVEL-04 DISCOUNT % 3.00         18. LEVEL-09 DISCOUNT % 8.00
9. LEVEL-05 MINIMUM QTY 100           19. LEVEL-10 MINIMUM QTY 1,500
10. LEVEL-05 DISCOUNT % 4.00        20. LEVEL-10 DISCOUNT % 9.00

ITEM NUMBER TO CHANGE ? ---
    
```

```

MASS PRICE CHANGE                                           M.C.B.A. DEMO FURNITURE COMP.

THIS PROGRAM WILL INCREASE BY 4.25 % THE PRICE OF
ITEMS NUMBERED E200      THRU E299
WITHIN PRODUCT CATEGORY DK1.

ARE YOU SURE YOU WISH TO DO THIS ? N

CAN ALSO
DECREASE PRICES
    
```

Sample Print-Outs for Customer Order Processing— COBOL

RUN DATE: JUN 18, 1982 - 23:19

M. C. B. A. DEMO FURNITURE COMPANY

PAGE 0001

ORDER EDIT LIST

ORDER-NO: 1000	CUSTOMER NO: 000300	SHIP-TO NO: 100	SHIPPING INSTRUCTIONS
ORDER TYPE: INVOICE	BROOKS and JOHNSON, Ltd.	Brooks and Johnson, Ltd.	SEND THIS ORDER TO THE ATTENTION OF
JOB NO:	9872 Round Circle Drive	143 Magnolia Ave.	MR. JACKSON.
LOC: AT ATLANTA	Bldg. 18, Back Door		
PROFIT CENTER: 00100	Knoxville, TN 59006	Macon, GA 43201	

ORD-DATE	ENT-DATE	APPLY-TO	CUST-PO-NO	---SHIP VIA---	SHIP-DATE	FRT-COD	-----TERMS-----	SLSMAN	PCT-COMM	TAX-PCT	DISC-PCT
06/18/82	06/18/82		E412259	Air Freight	07/01/82	C	Cash with Order	400	100.00	5.75	1.50
***** WARNING - CUSTOMER OVER CREDIT LIMIT *****											
CREDIT LIMIT = 4,000 CUSTOMER BALANCE + ORDER TOTAL = 12,220											

QTY ORDERED	QTY TO-SHIP	QTY BK-ORD	ITEM-NO	DESCRIPTION	UNIT PRICE	DISC PCT	EXTENDED PRICE	UNIT COST	QTY RET-STK
3	3		E200	Single Pedestal Desk Model # 300	500.00	1.50	1,477.50	376.50	
2	2		E400	Double Pedestal Desk	685.90	1.50	1,351.23	485.00	

INVOICE COMMENTS
CONTACT OUR SALES OFFICE FOR NEWS OF A RECENT SPECIAL PURCHASE THAT MIGHT BE OF INTEREST TO YOU.

COMM PCT: 6.00 AMT PAID: 2,687.28 SALE AMT: 2,828.73
 COMM AMT: 169.72 DISC ALLOW: 141.44 MISC CHG: .00
 WEIGHT: 1,105.00 TOTAL CR: 2,828.72 FREIGHT: .00
 CHECK NO: 60551 SALES TAX: .00
 CASH ACCT: 01010-00100 TOTAL: 2,828.73

ALSO PRINTS BILLING EDIT LIST

RUN DATE: JUN 18, 1982 - 23:19

M. C. B. A. DEMO FURNITURE COMPANY

PAGE 0003

ORDER EDIT LIST SUMMARY

FOR ORDERS 1000 THRU 1001
ENTERED 06/18/82 THRU 06/18/82

BLANKET ORDER TOTALS:	0 ORDERS	SALE AMT:	.00
REGULAR ORDER TOTALS:	1 ORDERS	SALE AMT:	2,113.56
INVOICE TOTALS:	1 INVOICES	SALE AMT:	2,828.73
		MISC CHG:	.00
		FREIGHT:	.00
		SALES TAX:	.00
		TOTAL:	2,828.73
CREDIT MEMO TOTALS:	0 CR MEMOS	SALE AMT:	.00
		MISC CHG:	.00
		FREIGHT:	.00
		SALES TAX:	.00
		TOTAL:	.00
GRAND TOTALS:	2 DOCUMENTS	SALE AMT:	4,942.29
		MISC CHG:	.00
		FREIGHT:	.00
		SALES TAX:	.00
		TOTAL:	2,828.73

18-JUN-82 - 23:35

M. C. B. A. DEMO FURNITURE COMPANY

PAGE 0001

ORDER ACKNOWLEDGMENT

M.C.B.A. DEMO FURNITURE COMP.
2441 Honolulu Blvd.
Montrose, Ca. 91020

TELEPHONE: 213-957-2900 EXT 601

DEAR CUSTOMER,

THIS DOCUMENT ACKNOWLEDGES RECEIPT OF YOUR PURCHASE ORDER NUMBER 451193. PLEASE REVIEW THE INFORMATION PRESENTED HERE AND ADVISE US OF ANY ERRORS YOU NOTICE OR DISAGREEMENTS YOU HAVE AT YOUR EARLIEST CONVENIENCE. FOR FASTEST SERVICE, WRITE OR CALL US AT THE ADDRESS AND PHONE NUMBER PRINTED ABOVE AND REFER TO ORDER NUMBER 1001 IN ALL CORRESPONDENCE.

YOUR PO #: 451193 OUR ORDER #: 1001 YOUR CUSTOMER #: 000100

BILL TO:	SHIP TO:	SHIP VIA:
JOHN G. WILLIAMS COMPANY	John G. Williams Company	UPS
3479 Peachtree Road N.E.	8201 Kennedy Blvd	
Suite #200		SHIP DATE:
Atlanta, GA 30329	Houston, TX 70332	07/04/82

SHIPPING INSTRUCTIONS: DO NOT BACKORDER. SEND THE FULL ORDER OR CANCEL.

FREIGHT TERMS: PAYMENT TERMS: 2/10 N/30

ITEM-DESCRIPTION	QUANTITY	PRICE	DISC	EXT-PRICE
Typing Return - Right Side Walnut	4	145.35	10.00	523.26
Single Pedestal Desk Model # 300	2	522.50	10.00	940.50
Double Pedestal Desk	1	722.00	10.00	649.80
TOTAL:				2,113.56

Sample Print-Outs for Customer Order Processing—COBOL

19-JUN-82 - 12:25 M. C. B. A. DEMO FURNITURE COMPANY PAGE 0001

PICKING TICKET

FOR ITEMS REQUESTED ON OR BEFORE 07/14/82

ORDER-NO ORDER-DATE CUST-NO CUST-PO-NO JOB-NO WAREHOUSE-LOCATION
 001006 06/19/82 000100 539751 F2136 AT ATLANTA

SOLD TO: JOHN G. WILLIAMS COMPANY SHIP TO: John G. Williams Company
 3479 Peachtree Road N.E. 3201 Kennedy Blvd
 Suite #200
 Atlanta, GA 30329 Houston, TX 70332

SHIP-VIA FRT-COD SHIP-DATE SHIPPING-INSTRUCTIONS
 UPS CDL 07/14/82 PACKAGE REPLACEMENT PARTS SEPARATELY AND
 ADDRESS TO ATTENTION OF J. APPERSON.

QTY ORDERED	REQUEST DATE	ITEM-NO/DESCRIPTION	PICK SEQ	UOM	QTY TO-SHIP	QTY PICKED
1	07/14/82	B300 Hardware Mounting, Drawer Box	AB10	EA	1
3	07/14/82	B200 Slide Mechanism - Std	AL02	EA	3
4	07/14/82	E100 Typing Return - Right Side Walnut	SEE COMPONENTS LISTED BELOW			
		A700 Return Base		EA	QUANTITY =	4.0000
		C1000 Top, Walnut - 42 x 18	AL14	EA	QUANTITY =	4.0000
		B200 Slide Mechanism - Std	AL02	EA	QUANTITY =	4.0000
		A400 Drawer, File	BA41	EA	QUANTITY =	4.0000
		B100 Drawer, Standard Letter Size	BA13	EA	QUANTITY =	4.0000
		B500 Slide Mechanism, File	BB41	EA	QUANTITY =	4.0000
		B600 Hardware, Face	AL19	EA	QUANTITY =	8.0000
		B300 Hardware Mounting, Drawer Box	AB10	EA	QUANTITY =	4.0000
		B800 Drawer Box	AX14	EA	QUANTITY =	4.0000

USES BILL OF MATERIAL TO SHOW COMPONENTS

MISCELLANEOUS CHARGES FREIGHT CHARGES
 ***** ALL LINE ITEMS ON THE ORDER WERE PRINTED *****

RUN DATE: JUN 19, 1982 - 16:47

M. C. B. A. DEMO FURNITURE COMPANY

PAGE 0001

BACKORDER FILL AUDIT TRAIL REPORT

RANGE: ALL ENTRY DATES

ENTRY-DATE ENTRY-TIME	ITEM-NO	ITEM-DESCRIPTION	LOC	ORDER-NO	OLD-SHIP-QTY NEW-SHIP-QTY	OLD-BO-QTY NEW-BO-QTY
06/19/82 16:44:25	B100	Drawer, Standard Letter Size	LA	1008	2 6	4 0
06/19/82 16:43:33	B200	Slide Mechanism - Std	LA	1009	3 7	4 0
06/19/82 16:43:49	B200	Slide Mechanism - Std	LA	1010	4 9	5 0
06/19/82 16:44:11	B200	Slide Mechanism - Std	LA	1011	4 6	2 0
06/19/82 16:44:37	B300	Hardware Mounting, Drawer Box	LA	1009	1 5	4 0
06/19/82 16:44:38	B300	Hardware Mounting, Drawer Box	LA	1010	2 7	5 0
06/19/82 16:44:38	B300	Hardware Mounting, Drawer Box	LA	1011	3 6	3 0
06/19/82 16:45:10	C200	Desk Top, Walnut - 60 x 30	LA	1008	3 6	3 0
06/19/82 16:45:10	C200	Desk Top, Walnut - 60 x 30	LA	1010	3 6	3 0
06/19/82 16:44:53	C400	Modesty Panel, Walnut - 30"	LA	1009	0 3	3 0
06/19/82 16:44:54	C400	Modesty Panel, Walnut - 30"	LA	1010	3 7	4 0

Sample Print-Outs for Customer Order Processing— COBOL

RUN DATE: JUN 19, 1982 - 21:12

M. C. B. A. DEMO FURNITURE COMPANY

PAGE 0001

SALES HISTORY EDIT LIST

RANGES: INVOICE DATES 06/01/82 THRU 06/30/82
CUSTOMER NUMBERS 000100 THRU 000100

INV-DATE	CUS-NO	INV-NO	ITEM-NO	QTY-SOLD	SALE-AMT	COST-AMT
06/01/82	000100	65767	E200	76	38,010.56	24,201.65
			INVOICE TOTALS:	76	38,010.56	24,201.65
			CUSTOMER TOTALS:	76	38,010.56	24,201.65
			DATE TOTALS:	76	38,010.56	24,201.65

ALSO PRINTS JOURNAL

06/22/82	000100	4676	E600	725	4,901.51	2,806.94
			INVOICE TOTALS:	725	4,901.51	2,806.94
			CUSTOMER TOTALS:	725	4,901.51	2,806.94
			DATE TOTALS:	725	4,901.51	2,806.94
			5 TRX PRINTED	GRAND TOTALS:	1,504	180,073.93
					116,157.17	

RUN DATE: JUN 19, 1982 - 21:14

M. C. B. A. DEMO FURNITURE COMPANY

PAGE 0001

SALES COMPARISON BY CUSTOMER

RANGE: CUSTOMER 000100 THRU 000200

CUS-NO/CUSTOMER-NAME		***** JUNE *****		***** YTD THRU *****		***** JUNE *****	
		1982	1981	1982	1981	1982	1981
		%-MRG	%-MRG	%-MRG	%-MRG	%-MRG	%-MRG
000100	JOHN Q. WILLIAMS COMPANY	UNITS: 1,504.00	748.00	4,467.00	2,242.00		
		SALES: 180,073.93	88,790.01	546,431.02	266,994.18		
		COSTS: 116,157.17	57,354.73	345,702.71	172,397.18	35.4	35.4
000200	21ST CENTURY ENTERPRISES	UNITS: 658.00	320.00	1,965.00	963.00		
		SALES: 57,303.98	26,557.98	168,683.10	80,827.69		
		COSTS: 38,797.61	18,958.04	114,887.41	56,512.93	31.8	30.0
	GRAND TOTALS:	UNITS: 2,162.00	1,068.00	6,432.00	3,205.00		
		SALES: 237,377.91	115,347.99	715,114.12	347,821.87		
		COSTS: 154,954.78	76,312.77	460,590.12	228,910.11	35.5	34.1

SALES HISTORY SHOWING PROFIT MARGIN

RUN DATE: JUN 19, 1982 - 21:34

M. C. B. A. DEMO FURNITURE COMPANY

PAGE 0001

SALES COMPARISON BY CUSTOMER AND PRODUCT

RANGE: CUSTOMER 000100 THRU 000100

CUS-NO	CUSTOMER-NAME	ITEM-NO/ITEM-DESCRIPTION	TARG MRG:	33	***** JUNE *****		***** YTD THRU *****		***** JUNE *****	
					1982	1981	1982	1981	1982	1981
					%-MRG	%-MRG	%-MRG	%-MRG	%-MRG	%-MRG
000100	JOHN Q. WILLIAMS COMPANY	E200	TARG MRG:	33	UNITS: 76.00	37.00				
		Single Pedestal Desk			SALES: 38,010.56	18,571.00	113,	2.00		
		Model # 300			COSTS: 24,201.65	12,075.00	74,302,	2.00	34.1	34.1
		E300	TARG MRG:	32	UNITS: 102.00	50.00		50.00		
		Secretarial Unit			SALES: 71,059.34	35,400.00	221,160.69	400.00		
		(S. P. Desk + Right Return)			COSTS: 47,248.62	23,506.09	139,906.98	23,506.09	33.6	33.6
		E400	TARG MRG:	31	UNITS: 90.00	43.00		130.00		
		Double Pedestal Desk			SALES: 60,601.61	29,657.00	181,663.55	89,426.00		
					COSTS: 39,010.11	19,010.00	114,673.39	57,116.00	36.1	36.1
		E500	TARG MRG:	42	UNITS: 511.00	257.00		766.00		
		Letter Tray			SALES: 5,500.91	2,705.36	15,857.23	8,116.03		
					COSTS: 2,839.85	1,406.32	8,576.11	4,282.17	47.2	47.2
		E600	TARG MRG:	50	UNITS: 725.00	361.00		1,083.00		
		Waste Basket			SALES: 4,901.51	2,456.65	14,657.65	7,330.15		
					COSTS: 2,806.94	1,357.32	8,244.19	4,100.92	44.0	44.0
		CUSTOMER TOTALS:			UNITS: 1,504.00	748.00	4,467.00	2,242.00		
					SALES: 180,073.93	88,790.01	546,431.02	266,994.18		
					COSTS: 116,157.17	57,354.73	345,702.71	172,397.18	35.4	35.4
		GRAND TOTALS:			UNITS: 1,504.00	748.00	4,467.00	2,242.00		
					SALES: 180,073.93	88,790.01	546,431.02	266,994.18		
					COSTS: 116,157.17	57,354.73	345,702.71	172,397.18	35.4	35.4

CAN SHOW ALL CUSTOMERS WHO BOUGHT EACH ITEM

Sample Print-Outs for Customer Order Processing— COBOL

RUN DATE: JUN 19, 1982 - 21:41 M. C. B. A. DEMO FURNITURE COMPANY PAGE 0001

SALES COMPARISON BY PRODUCT CATEGORY AND PRODUCT

RANGE: FOR ALL CATEGORIES

		***** JUNE *****		***** YTD THRU *****		***** JUNE *****				
		-----1982-----		-----1981-----		-----1982-----		-----1981-----		
PROD CAT	ITEM-NO ITEM-DESCRIPTION	%-MRG		%-MRG		%-MRG		%-MRG		
AC1	E500 Letter Tray	TARGET MR 42	UNITS: 511.00 SALES: 5,500.91 COSTS: 2,889.85	47.4	257.00 2,705.36 1,406.32	48.0	1,497.00 15,857.23 8,576.11	45.9	766.00 8,116.03 4,282.17	47.2
	E600 Waste Basket	TARGET MR 50	UNITS: 725.00 SALES: 4,901.51 COSTS: 2,806.94	42.7	361.00 2,456.65 1,357.32	44.7	2,169.00 14,657.65 8,244.19	43.7	1,083.00 7,330.15 4,100.92	44.0
	CATEGORY TOTALS:		UNITS: 1,236.00 SALES: 10,402.42 COSTS: 5,696.79	45.2	618.00 5,162.01 2,763.64	46.4	3,666.00 30,514.88 16,820.30	44.8	1,849.00 15,446.18 8,383.09	45.7
DK1	E200 Single Pedestal Desk Model # 300	TARGET MR 33	UNITS: 76.00 SALES: 38,010.56 COSTS: 24,201.65	36.3	37.00 18,571.00 12,075.00	34.9	226.00 113,091.90 74,302.04	34.3	213.00 126,722.00 83,392.00	34.1
	E300 Secretarial Unit (S. P. Desk + Right Return)	TARGET MR 32	UNITS: 102.00 SALES: 71,059.34 COSTS: 47,248.62	33.5	50.00 35,400.00 23,506.09	33.6	307.00 221,160.69 139,906.98	36.7	50.00 35,400.00 23,506.09	33.6
	E400 Double Pedestal Desk	TARGET MR 31	UNITS: 90.00 SALES: 60,601.61 COSTS: 39,010.11	35.6	43.00 29,657.00 19,010.00	35.9	268.00 181,663.55 114,673.39	36.8	130.00 89,426.00 57,116.00	36.1
	CATEGORY TOTALS:		UNITS: 268.00 SALES: 169,671.51 COSTS: 110,460.38	34.9	130.00 83,628.00 54,591.09	34.7	801.00 515,916.14 328,882.41	36.2	393.00 251,548.00 164,014.09	34.8
	GRAND TOTALS:		UNITS: 1,504.00 SALES: 180,073.93 COSTS: 116,157.17	35.4	748.00 88,790.01 57,354.73	35.4	4,467.00 546,431.02 345,702.71	36.7	2,242.00 266,994.18 172,397.18	35.4

RUN DATE: JUN 19, 1982 - 21:46 M. C. B. A. DEMO FURNITURE COMPANY PAGE 0001

SALES COMPARISON BY SALESMAN, CUSTOMER AND PRODUCT

RANGES: SALESMAN 400 THRU 400
FOR ALL CUSTOMERS

		***** JUNE *****		***** YTD THRU *****		***** JUNE *****				
		-----1982-----		-----1981-----		-----1982-----		-----1981-----		
SLSMN NO	CUS-NO CUSTOMER-NAME	%-MRG		%-MRG		%-MRG		%-MRG		
400	000100 JOHN G. WILLIAMS COMPANY									
	E200 Single Pedestal Desk Model # 300	TARG MRG: 33	UNITS: 76.00 SALES: 38,010.56 COSTS: 24,201.65	36.3	37.00 18,571.00 12,075.00	34.9	226.00 113,091.90 74,302.04	34.3	213.00 126,722.00 83,392.00	34.1
	E300 Secretarial Unit (S. P. Desk + Right Return)	TARG MRG: 32	UNITS: 102.00 SALES: 71,059.34 COSTS: 47,248.62	33.5	50.00 35,400.00 23,506.09	33.6	307.00 221,160.69 139,906.98	36.7	50.00 35,400.00 23,506.09	33.6
	E400 Double Pedestal Desk	TARG MRG: 31	UNITS: 90.00 SALES: 60,601.61 COSTS: 39,010.11	35.6	43.00 29,657.00 19,010.00	35.9	268.00 181,663.55 114,673.39	36.8	130.00 89,426.00 57,116.00	36.1
	E500 Letter Tray	TARG MRG: 42	UNITS: 511.00 SALES: 5,500.91 COSTS: 2,889.85	47.4	257.00 2,705.36 1,406.32	48.0	1,497.00 15,857.23 8,576.11	45.9	766.00 8,116.03 4,282.17	47.2
	E600 Waste Basket	TARG MRG: 50	UNITS: 725.00 SALES: 4,901.51 COSTS: 2,806.94	42.7	361.00 2,456.65 1,357.32	44.7	2,169.00 14,657.65 8,244.19	43.7	1,083.00 7,330.15 4,100.92	44.0
	CUSTOMER TOTALS:		UNITS: 1,504.00 SALES: 180,073.93 COSTS: 116,157.17	35.4	748.00 88,790.01 57,354.73	35.4	4,467.00 546,431.02 345,702.71	36.7	2,242.00 266,994.18 172,397.18	35.4
	000300 BROOKS and JOHNSON, Ltd.									
	CUSTOMER TOTALS:		UNITS: .00 SALES: .00 COSTS: .00	.0	.00 .00 .00	.0	.00 .00 .00	.0	.00 .00 .00	.0
	SALESMAN TOTALS:		UNITS: 1,504.00 SALES: 180,073.93 COSTS: 116,157.17	35.4	748.00 88,790.01 57,354.73	35.4	4,467.00 546,431.02 345,702.71	36.7	2,242.00 266,994.18 172,397.18	35.4
	GRAND TOTALS:		UNITS: 1,504.00 SALES: 180,073.93 COSTS: 116,157.17	35.4	748.00 88,790.01 57,354.73	35.4	4,467.00 546,431.02 345,702.71	36.7	2,242.00 266,994.18 172,397.18	35.4

Sample Print-Outs for Customer Order Processing—COBOL

RUN DATE: JUN 19, 1982 - 22:05

M. C. B. A. DEMO FURNITURE COMPANY

PAGE 0003

SALES ANALYSIS BY ITEM

ITEM-NO	ITEM-DESCRIPTION	AVG-COST PRICE	QTY SOLD	COST-OF SALES	SALES	%-OF SALES	MARGIN	%-OF MARGIN
D600	Pumice (Coarse) 32 Oz. Box	6.500 .00	PTD: 0 YTD: 0	.00 .00	.00 .00	.0 .0		.0 .0
D700	Rubbing Oil (5 Gal Can)	128.000 .00	PTD: 0 YTD: 0	.00 .00	.00 .00	.0 .0		.0 .0
E100	Typing Return - Right Side Walnut	87.350 153.00	PTD: 37 YTD: 199	3,231.95 17,382.65	5,661.00 30,447.00	4.5 5.8		
E1000	Desk, Mahogany - 30 x 60	680.000 1,095.00	PTD: 14 YTD: 66	9,520.00 44,880.00	15,330.00 72,270.00	12.2 13.9	5,810.00 27,390.00	13.8 15.5
E1100	Desk, Mahogany - Padded Sides	883.000 1,565.00	PTD: 16 YTD: 44	14,128.00 38,852.00	25,040.00 68,860.00	19.9 13.2	10,912.00 30,008.00	24.9 16.9
E200	Single Pedestal Desk Model # 300	376.500 550.00	PTD: 35 YTD: 163	13,177.50 61,369.50	19,250.00 89,650.00	15.3 17.2	6,072.50 28,280.50	13.8 16.0
E201	Single Pedestal Desk ** Exec Top Option **	62.300 85.75	PTD: 13 YTD: 29	809.90 1,806.70	1,114.75 2,486.75	.8 .4	304.85 680.05	.6 .3
E202	Single Pedestal Desk ** Vinyl Sides Option **	80.000 100.00	PTD: 8 YTD: 22	640.00 1,760.00	800.00 2,200.00	.6 .4	160.00 440.00	.3 .2
E300	Secretarial Unit (S. P. Desk + Right Return)	518.700 795.00	PTD: 14 YTD: 63	7,261.80 32,678.10	11,130.00 50,085.00	8.8 9.6	3,868.20 17,406.90	8.8 9.8
E400	Double Pedestal Desk	485.000 722.00	PTD: 26 YTD: 122	12,610.00 59,170.00	18,772.00 88,084.00	14.9 16.9	6,162.00 28,914.00	14.1 16.3
E500	Letter Tray	5.650 12.00	PTD: 43 YTD: 167	242.95 943.55	516.00 2,004.00	.4 .3	273.05 1,060.45	.6 .6
E501	Stacking Brackets--Letter Tray	.480 1.00	PTD: 166 YTD: 843	79.68 404.64	166.00 843.00	.1 .1	86.32 438.36	.1 .2
E600	Waste Basket	3.800 8.00	PTD: 43 YTD: 166	163.40 630.80	344.00 1,328.00	.2 .2	180.60 697.20	.4 .3
E700	Corner Table - Burl Top	265.000 318.15	PTD: 36 YTD: 166	9,540.00 43,990.00	11,453.40 52,812.90	9.1 10.1	1,913.40 8,822.90	4.3 4.9
E800	End Table - Burl Top	165.000 220.00	PTD: 22 YTD: 97	3,630.00 16,005.00	4,840.00 21,340.00	3.8 4.1	1,210.00 5,335.00	2.7 3.0
E900	Executive Chair	485.000 793.00	PTD: 14 YTD: 46	6,790.00 22,310.00	11,102.00 36,478.00	8.8 7.0	4,312.00 14,168.00	9.8 8.0
51 ITEMS PRINTED		GRAND-TOTALS	PTD: 487 YTD: 2,193	81,825.18 342,182.94	125,519.15 518,888.65	99.9 100.0	43,693.97 176,705.71	100.0 100.0

ALSO PRINTS BY PRODUCT CATEGORY

RUN DATE: JUN 19, 1982 - 22:14

M. C. B. A. DEMO FURNITURE COMPANY

PAGE 0001

SALES ANALYSIS BY SALES VOLUME

ITEMS ARE LISTED IN DESCENDING ORDER BY YTD-SALES
THERE IS NO MINIMUM SALES VOLUME FOR ITEM ELIGIBILITY
ONLY THE FIRST 10 ITEMS ARE SHOWN (IF SALES VOLUME PERMITS)

ITEM-NO	ITEM-DESCRIPTION	AVG-COST PRICE	QTY SOLD	COST-OF SALES	SALES	%-OF SALES	MARGIN	%-OF MARGIN
E200	Single Pedestal Desk Model # 300	376.500 550.00	PTD: 35 YTD: 163	13,177.50 61,369.50	19,250.00 89,650.00	15.3 17.2		13.8
E400	Double Pedestal Desk	485.000 722.00	PTD: 26 YTD: 122	12,610.00 59,170.00	18,772.00 88,084.00	14.9 16.9		
E1000	Desk, Mahogany - 30 x 60	680.000 1,095.00	PTD: 14 YTD: 66	9,520.00 44,880.00	15,330.00 72,270.00	12.2 13.9	27,390.00	
E1100	Desk, Mahogany - Padded Sides	883.000 1,565.00	PTD: 16 YTD: 44	14,128.00 38,852.00	25,040.00 68,860.00	19.9 13.2	10,912.00 30,008.00	16.9
E700	Corner Table - Burl Top	265.000 318.15	PTD: 36 YTD: 166	9,540.00 43,990.00	11,453.40 52,812.90	9.1 10.1	1,913.40 8,822.90	4.3 4.9
E300	Secretarial Unit (S. P. Desk + Right Return)	518.700 795.00	PTD: 14 YTD: 63	7,261.80 32,678.10	11,130.00 50,085.00	8.8 9.6	3,868.20 17,406.90	8.8 9.8
E900	Executive Chair	485.000 793.00	PTD: 14 YTD: 46	6,790.00 22,310.00	11,102.00 36,478.00	8.8 7.0	4,312.00 14,168.00	9.8 8.0
E100	Typing Return - Right Side Walnut	87.350 153.00	PTD: 37 YTD: 199	3,231.95 17,382.65	5,661.00 30,447.00	4.5 5.8	2,429.05 13,064.35	5.5 7.3
E800	End Table - Burl Top	165.000 220.00	PTD: 22 YTD: 97	3,630.00 16,005.00	4,840.00 21,340.00	3.8 4.1	1,210.00 5,335.00	2.7 3.0
E201	Single Pedestal Desk ** Exec Top Option **	62.300 85.75	PTD: 13 YTD: 29	809.90 1,806.70	1,114.75 2,486.75	.8 .4	304.85 680.05	.6 .3
10 ITEMS PRINTED		GRAND-TOTALS	PTD: 227 YTD: 995	80,699.15 338,443.95	123,693.15 512,513.65	98.5 98.7	42,994.00 174,069.70	98.3 98.5

CAN PRINT IN PERIOD-TO-DATE OR YEAR-TO-DATE ORDER

Sample Print-Outs for Customer Order Processing— COBOL

RUN DATE: JUN 19, 1982 - 16:13

M. C. B. A. DEMO FURNITURE COMPANY

PAGE 0001

BACK ORDERS BY CUSTOMER

RANGES: FOR LOCATION LA
BY REQUEST DATE FROM 07/05/82 THRU 07/18/82
BOTH STOCKED AND NON-STOCKED ITEMS ARE SHOWN

STOCKED CODES (STK): Y = STOCKED N = NON-STOCKED

CUSTOMER-NUMBER CUSTOMER-NAME	ITEM-NUMBER REQUEST-DATE	ITEM DESCRIPTION	ORDER-NO CUST-PO-NO	STK	QTY ORD	QTY B/O	\$-ON-B/O
000300 BROOKS and JOHNSON, Ltd.	A200 07/05/82	Drawer Assembly - 3 Box	1009 665495	N	6	3	298.50
	A300 07/05/82	Drawer Box Assembly	1009 665495	N	6	4	196.00
	B200 07/05/82	Slide Mechanism - Std	1009 665495	Y	7	4	52.00
	B300 07/05/82	Hardware Mounting, Drawer Box	1009 665495	Y	5	4	32.00
	C100 07/05/82	Desk Top, Walnut - 72 x 36	1009 665495	Y	7	5	225.00
	C400 07/05/82	Modesty Panel, Walnut - 30"	1009 665495	Y	3	3	27.00
	CUSTOMER TOTALS:		34 ORDERED	23 ON B/O		\$1,364.00	ORDERED
000400 BEVERLY SUPPLY COMPANY	A100 07/12/82	Base Assembly, 60 x 30 x 30	1011 F1055	N	6	2	100.80
	A200 07/12/82	Drawer Assembly - 3 Box	1011 F1055	N	7	2	181.80
	A300 07/12/82	Drawer Box Assembly	1011 F1055	N	6	2	95.40
	B200 07/12/82	Slide Mechanism - Std	1011 F1055	Y	6	2	21.60
	B300 07/12/82	Hardware Mounting, Drawer Box	1011 F1055	Y	6	3	18.90
	B400 07/12/82	Drawer Assembly, File	1011 F1055	N	7	2	174.60
	C100 07/12/82	Desk Top, Walnut - 72 x 36	1011 F1055	Y	7	2	81.00
CUSTOMER TOTALS:		45 ORDERED	15 ON B/O		\$2,222.10	ORDERED	\$674.10 ON B/O
2 CUSTOMERS PRINTED		GRAND TOTALS:			\$3,586.10	ORDERED	\$1,504.60 ON B/O

ALSO PRINTS
BY ITEM

RUN DATE: JUN 24, 1982 - 12:29

M. C. B. A. DEMO FURNITURE COMPANY

PAGE 0001

OPEN ORDERS BY ITEM

RANGES: FOR LOCATION LA
BY REQUEST DATE FROM 07/18/82 THRU 07/18/82
BOTH STOCKED AND NON-STOCKED ITEMS ARE SHOWN

STOCKED CODES (STK): Y = STOCKED N = NON-STOCKED

ITEM-NUMBER ITEM-DESCRIPTION	REQUEST DATE	STK	CUS-NO	CUSTOMER-NAME	CUST-PO-NO	ORD-NO	QTY ORD	QTY B/O	\$-ON-B/O
A300 Drawer Box Assembly	07/18/82	N	000200	21ST CENTURY ENTERPRISES	E70137	1007	1	0	.00
ITEM TOTALS:			1 ORDERED	0 ON B/O	\$43.13	ORDERED		\$.00 ON B/O	
A400 Drawer, File	07/18/82	Y	000200	21ST CENTURY ENTERPRISES	E70137	1007	1	0	.00
ITEM TOTALS:			1 ORDERED	0 ON B/O	\$34.11	ORDERED		\$.00 ON B/O	
B200 Slide Mechanism - Std	07/18/82	Y	000200	21ST CENTURY ENTERPRISES	E70137	1007	2	0	.00
ITEM TOTALS:			2 ORDERED	0 ON B/O	\$20.83	ORDERED		\$.00 ON B/O	
E500 Letter Tray	07/18/82	Y	000200	21ST CENTURY ENTERPRISES	E70137	1007	25	0	.00
ITEM TOTALS:			25 ORDERED	0 ON B/O	\$264.60	ORDERED		\$.00 ON B/O	
E600 Waste Basket	07/18/82	Y	000200	21ST CENTURY ENTERPRISES	E70137	1007	50	0	.00
ITEM TOTALS:			50 ORDERED	0 ON B/O	\$349.20	ORDERED		\$.00 ON B/O	
E800 End Table - Burl Top	07/18/82	Y	000200	21ST CENTURY ENTERPRISES	E70137	1007	4	0	.00
ITEM TOTALS:			4 ORDERED	0 ON B/O	\$792.00	ORDERED		\$.00 ON B/O	
E900 Executive Chair	07/18/82	Y	000200	21ST CENTURY ENTERPRISES	E70137	1007	6	0	.00
ITEM TOTALS:			6 ORDERED	0 ON B/O	\$4,260.82	ORDERED		\$.00 ON B/O	
7 ITEMS PRINTED		GRAND TOTALS:			\$5,764.69	ORDERED		\$.00 ON B/O	

ALSO PRINTS
BY CUSTOMER

Sample Print-Outs for Customer Order Processing— COBOL

RUN DATE: JUN 18, 1982 - 20:05

M. C. B. A. DEMO FURNITURE COMPANY

PAGE 0001

PRICE CODE LIST

PRICE CODE TYPE 3: DISCOUNT OR SET ITEM PRICE BASED ON QTY ORDERED WITHIN CUSTOMER TYPE RANGE: FOR CUSTOMER TYPES DISTR THRU WHSL

SEPARATE LIST FOR EACH OF 8 PRICE CODE TYPES

CUST TYPE	ITEM-NO	DESCRIPTION	PRICING BASIS							
WHSL	E500	Letter Tray	DISC %							
			LEVEL-1/LEVEL-2 MIN-QTY DISC %	LEVEL-3/LEVEL-4 MIN-QTY DISC %	LEVEL-5/LEVEL-6 MIN-QTY DISC %	LEVEL-7/LEVEL-8 MIN-QTY DISC %	LEVEL-9/LEVEL-10 MIN-QTY DISC %			
			ZERO .00	25 2.00	100 4.00	500 6.00	1,000 8.00			
			10 1.00	50 3.00	250 5.00	750 7.00	1,500 9.00			
WHSL	E600	Waste Basket	DISC %							
			LEVEL-1/LEVEL-2 MIN-QTY DISC %	LEVEL-3/LEVEL-4 MIN-QTY DISC %	LEVEL-5/LEVEL-6 MIN-QTY DISC %	LEVEL-7/LEVEL-8 MIN-QTY DISC %	LEVEL-9/LEVEL-10 MIN-QTY DISC %			
			ZERO .00	100 15.00	500 25.00	0 .00	0 .00	0 .00		
			50 10.00	200 20.00	0 .00	0 .00	0 .00	0 .00		

2 TYPE 3 PRICE CODES

M.C.B.A. DEMO FURNITURE COMP. 2441 Honolulu Blvd. Montrose, Ca. 91020								INVOICE NO. PAGE 005000 1 INVOICE DATE 07/14/82	
SOLD TO JOHN Q. WILLIAMS COMPANY 3479 Peachtree Road N.E. Suite #200 Atlanta, GA 30329				SHIP TO John Q. Williams Company 8201 Kennedy Blvd Houston, TX 70332					
ORDER NO.	ORDER DATE	CUSTOMER NO.	LOC.	SLSMN	PURCHASE ORD. NO.	JOB NUMBER	SHIP VIA	COL/PPD	
001006	06/19/82	000100	AT	400	539751	F2136	UPS	COLLECT	
QTY. ORDERED	QTY. SHIPPED	QTY. B.O.	ITEM NO./DESCRIPTION	UNIT PRICE	UOM	EXTENDED PRICE	DISC	NET PRICE	
3	3		B200 Slide Mechanism - Std	10.00	EA	30.00	.00	30.00	
1	1		B300 Hardware Mounting, Drawer Box	7.00	EA	7.00	.00	7.00	
4	4		E100 Typing Return - Right Side Walnut	145.35	EA	581.40	10.00	523.26	
COMMENTS THANK YOU FOR YOUR ORDER. TERMS 2/10 N/30						SALE AMOUNT 560.26			
						MISC CHARGES 7.56			
						FREIGHT .00			
						SALES TAX 33.62			
						TOTAL 601.44			

Sample Print-Outs for Customer Order Processing—COBOL

RUN DATE: JUN 18, 1982 - 20:56

M. C. B. A. DEMO FURNITURE COMPANY

PAGE 0001

SHIP-TO ADDRESS PRINT-OUT

RANGE: CUSTOMERS 000100 THRU 000300

CUST NO	BILL-TO NAME BILL-TO ADDRESS	SHIP-TO NO	SHIP-TO NAME SHIP-TO ADDRESS	SHIP-TO TAX CODE	DESCRIPTION
000100	JOHN G. WILLIAMS COMPANY 3479 Peachtree Road N.E. Suite #200 Atlanta GA 30329	100	John G. Williams Company 3212 Burbank Blvd. Burbank, CA 91102	CA	Sales Tax - California
		200	John G. Williams Company 8201 Kennedy Blvd Houston, TX 70332	TX	Sales Tax - Texas
000200	21ST CENTURY ENTERPRISES P.O. Box 4545 670 Mason St. San Francisco CA 95782	100	21ST CENTURY ENTERPRISES THE FURNITURE SHOPPE EMBARCADERO PLAZA SAN FRANCISCO, CA. 95791	CA	Sales Tax - California
		200	21ST CENTURY ENTERPRISES 1091 S. SPOKANE ST. OAKLAND, CA. 95602 ATT: RECEIVINGS DEPT.	CA	Sales Tax - California
000300	BROOKS and JOHNSON, Ltd. 9872 Round Circle Drive Bldg. 18, Back Door Knoxville TN 59006	100	Brooks and Johnson, Ltd. 143 Magnolia Ave. Macon, GA 43201	GA	Sales Tax - Georgia

RUN DATE: JUN 18, 1982 - 21:04

M. C. B. A. DEMO FURNITURE COMPANY

PAGE 0001

PRODUCT CATEGORY ACCOUNT FILE PRINT-OUT

RANGE: FOR CATEGORIES AC1 THRU TB1

PROD SALES
CATEGORY ACCT-NO

AC1 03140
CH1 03130
DK1 03100
DK2 03110
TB1 03120

5 CATEGORIES PRINTED

RUN DATE: JUN 18, 1982 - 21:20

M. C. B. A. DEMO FURNITURE COMPANY

PAGE 0001

PRICE LIST

RANGES: ITEM E200 THRU E200
PRODUCT CATEGORY DK1 THRU DK1
FOR PRICE CODE TYPES 1 4 5 6

ITEM-NO	ITEM-DESCRIPTION	PROD-CAT	BASE PRICE
E200	Single Pedestal Desk Model # 300	DK1	550.00

PRICES BASED ON QUANTITY ORDERED OF THIS ITEM BY CUSTOMER

CUSTOMER-NO: 000300 BROOKS and JOHNSON, Ltd.
MIN QTY: ZERO 10 25 100
PRICE: 500.00 490.00 475.00 450.00

CUSTOMER-NO: 000600 MALLORY COMPANY, The
MIN QTY: ZERO
PRICE: 450.00

PRICES BASED ON QUANTITY ORDERED BY CUSTOMER TYPE WITHIN THIS PRODUCT CATEGORY

CUSTOMER-TYPE: DISTR
MIN QTY: ZERO 2 5 10
PRICE: 550.00 522.50 511.50 495.00

PRICES BASED ON QUANTITY ORDERED BY CUSTOMER

CUSTOMER-NO: 000200 21ST CENTURY ENTERPRISES
MIN QTY: ZERO 5 10 25 50 100 500 1,000
PRICE: 550.00 547.25 544.50 539.00 533.50 528.00 525.25 522.50

PRICES BASED ON QUANTITY ORDERED OF THIS ITEM

MIN QTY: ZERO 10 25 50 75 100 200 350 500 1,000
PRICE: 550.00 535.00 525.00 510.00 500.00 500.00 490.00 475.00 460.00 450.00

COBOL CUSTOMER ORDER PROCESSING

Technical Specifications

Program Sizes

The program for the Customer Order Processing package occupies approximately 1,666K bytes of disk space.

Memory Requirements

In terms of memory, the largest amount of memory required for any single task is approximately 61K bytes. This includes roughly 23K bytes of re-entrant code, so each additional Customer Order Processing user would only require an additional 38K bytes of memory.

File Size

Approximate file requirements can be calculated from the following table. Because of the nature of the file handling (ISAM) and the operating system fragmentation of files, exact requirements cannot be given. However, the following is reasonably accurate.

File	Disk space in K bytes per 1,000 records
Order Headers	908
Order Line Items	235
Back Order Audit Trail	78
Sales History	311
Pricing Codes	164
Alternate Ship-To Address	202

These are the permanent files in the system. The transaction files are deleted after each posting and do not ordinarily grow extremely large between postings.