

Sales Analysis by Customer by Category

This report allows you to select a customer code range, a product category range and a number of months in the current year e.g. Oct, Nov, Dec and will show previous year's comparisons for each Category only. Qty, Sales, Cost, Profit and GP % are shown. If you are choosing a select number of month's, then the previous year will show the equivalent sales allowing you to easily see whether your customers are achieving better or worse sales in that period for each Category. Note - There are grand totals due to the nature and functions built in the report. Customer Category sales performance is indicated by a green tick or a red cross. This report can help indicate whether a customer is purchasing certain product lines from your competitors.

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PCSS01

YOUR CUSTOMER NAME HERE

	2007/2008					2006/2007				
	Qty	Sales	Cost	Profit	GP %	Qty	Sales	Cost	Profit	GP %
003	Hydraulic Crimp Fittings									
Total	121	\$810 ✓	\$507	\$303	37.40	56	\$368	\$246	\$122	33.12
004	Hydraulic Adaptors									
Total	72	\$716 ✓	\$447	\$269	37.53	16	\$152	\$99	\$53	34.64
012	Rubber Wrapped Hose									
Total	1	\$22 ✓	\$7	\$16	70.50	0	\$0	\$0	\$0	0.00
017	Ryco Hose									
Total	25	\$274 ✗	\$122	\$152	55.52	40	\$418	\$253	\$165	39.43
034	Airline									
Total	0	\$0 ✗	\$0	\$0	0.00	6	\$78	\$29	\$50	63.32