



The
Essential Guide
to
Business Intelligence Reporting:

**CHOOSING THE RIGHT
TOOL FOR THE JOB**



AutoCubeTM



Discussion Agenda

- What is Business Intelligence (BI) ?
- Why do businesses need BI ?
- How does BI apply to the Automotive Aftermarket ?
- Why should I use the GoTo Solutions/Microsoft BI solution ?
- How does AutoCube work ?
- Brief overview of AutoCube's capabilities

What is Business Intelligence (BI)?

- BI is a broad category of applications, technologies, and methods used for gathering, storing, accessing, and analyzing corporate data to help aid in decision-making and planning. These tools play a key role in the strategic planning process of the corporation and are increasingly becoming mission-critical and integral to day-to-day operations.
- BI applications include the activities of query and reporting, data analysis, data mining, decision support systems, online analytical processing (OLAP), statistical analysis, and forecasting.
- The end result of BI is the leveraging of information assets within key business processes to achieve improved business performance.
- BI may also refer to the collected information itself.

Why do businesses need BI ?

- Make more decisions based upon facts-based analysis. Data analysis, reporting, and query tools enable business users to wade through a sea of data to quickly extract the valuable information needed.
- BI gives you the ability to get the right information to the right people at the right time, and react more quickly to changes in your market. Make decisions fast enough to take advantage of the windows of opportunity that are open to you, and beat your competition to it.
- Gives the business user any-time, self-service access to critical information, with minimal impact on IT department resources.
- Your competitors are already using BI to help themselves gain competitive advantages within your market.

How does BI apply to the Automotive Aftermarket ?

Sales Analysis

Store or Geographic Analysis – What is being sold by store or geographic region such as state city, or individual zip code?

Salesperson Profitability – What products are your sales people selling to what customers? How do they stack up against your other sales people in terms of volume and profitability?

Customer Profitability - Who are your profitable or unprofitable customers? Which customers have widely different profit margins within the same product line or category?

Product Profitability – What are your profitable or unprofitable product lines or categories? How do similar product lines or categories compare with each other in terms of volume and profitability?

Time Analysis – What times of day or days of the week have the highest or lowest volumes, for your stores, warehouses, or individual sales people? Do particular customers only buy on certain days of the week or at certain times of the day?

How does BI apply to the Automotive Aftermarket ?

Customer Analysis

Customer Segmentation - What distinct types or groups of customers do you have? How do the customers within these groups compare with one another in terms of volume and profitability?

Buying Habits – Are certain customers “cherry-picking” only select low-profit items, and not buying items from any of your most popular or profitable lines? Or, why is a large-volume customer not buying any items of a certain product or category that you know they must certainly need?

Relationship Analysis - Are customers exhibiting patterns that indicate that they are probably buying more and more frequently from your competitors? Does a customer have an unusually high level of defect returns or new product returns in a particular product line or category?

How does BI apply to the Automotive Aftermarket ?

Product Management

Inventory Analysis - What items are we over-stocked on? What items are slow moving? What items are consistently our biggest sellers? What items have a high defect rate or return rate?

Inventory Management - What items should we be stocking in our satellite warehouses or retail stores? What overstocked items should be returned from a store to your warehouse or possibly to the manufacturer? What items are always being transferred between stores or between your warehouses and stores?

Demand Forecasting - What should a product's safety stock level or reorder point be set at, based upon historical demand for that product and what your definition of "demand" is?

Why should I use GoTo Solutions ?

- **GoTo Solutions** has proudly served the Automotive Aftermarket and Pick Database industry since 1988.
 - We have serviced over 50 different Automotive Aftermarket companies with our AutoLedger AP/GL, AutoCube BI, or AVS PO/AP matching software products and other custom-designed software applications.
 - Our current clients range from a single location warehouse distributor to a large regional chain with over 100 locations and \$150+ Million in annual sales.
 - Extensive knowledge of the Activant/Ultimate software package, including experience with several of the alternative Ultimate OS platforms such as UniVerse, UniData, and jBase.

Why should I use GoTo Solutions ?

- **Extensive knowledge and experience with Microsoft Server and Client platforms. Microsoft Partner since 1998.**
 - Ground-floor experience as an SQL BI developer. Microsoft's first BI functionality was introduced with SQL Server 2000 in late 2000 – the first version of AutoCube was developed, tested, and installed at several customers by mid-2002.
 - We will continue to improve our solutions as Microsoft continues to add functionality to its products. BI is a critical component of Microsoft's future development plans and upcoming SQL versions promise to deliver additional enhancements to the BI stack.
 - We will customize the solution for your needs. Your Ultimate system may have extensive custom coding that was tailored to your business needs. Your BI solution shouldn't be any different.

Why should I use the Microsoft BI solution ?

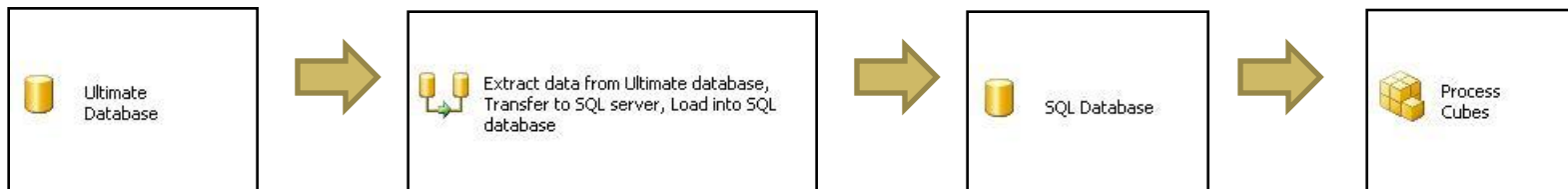
- The Microsoft SQL Server suite has a significantly lower entry cost than any of the other major BI vendors like IBM/Cognos, SAP/Business Objects, Information Builders, Oracle/Hyperion, Micro Strategy, or SAS.
- Runs on inexpensive PC server hardware. Typical turnkey server cost (including the Microsoft Windows Server and SQL Server licenses) is under \$7K for a xx machine.
- Uses integrated Microsoft domain security to provide the appropriate level of control over user access to the BI data.
- Most IT departments are fairly familiar with Microsoft server products and domain security administration.

Why should I use the Microsoft BI solution ?

- Microsoft Excel is the tool used to access the BI data.
 - Excel is the most widely used spreadsheet/analysis tool available today, and is also now the most widely used BI tool. In fact, almost all competing tools offer an “export to Excel” function as a standard feature.
 - With many users already having some level of Excel proficiency, getting up to speed on the BI features of Excel normally takes much less time as compared to competing products.
 - The full features of Excel, such as charting or conditional formatting, are available for use with the BI data.
- Tight integration between SQL Server, Excel, and the Share Point Server collaboration platform.

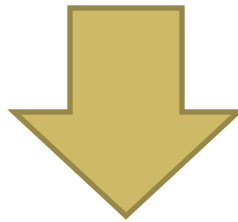
How does AutoCube work ?

- SQL server is updated nightly with the day's data. The process runs after the end-of-day processing.



- After the data is loaded into the SQL relational database, the individual cubes are reprocessed (refreshed). The cube database is a totally separate read-only database within the SQL Server stack.
- Users can normally access the refreshed data by 7:00am

Sample AutoCube screenshots



Writer Gross Profit comparison

This report compares the Sales and Gross Profit performance of one Location's sales Writers over a two-month period.

	A	B	C	D	E	F	G	H	I	J
1										
2	Region-Loc	28-BIRMINGHAM-AL								
3										
4		Column Labels								
5		2008-09 September			2008-10 October			Total Qty Shp	Total Ext Price	Total Gross Profit %
6	Row Labels	Qty Shp	Ext Price	Gross Profit %	Qty Shp	Ext Price	Gross Profit %			
7	Group1	10,607	147,063.86	35.67%	8,586	127,327.60	35.47%	19,193	274,391.46	35.58%
8	JW -JW WRITER	139	2,904.07	39.22%	199	2,206.29	44.44%	338	5,110.36	41.47%
9	SJ -SJ WRITER	3,740	50,397.86	38.37%	650	13,064.13	37.33%	4,390	63,461.99	38.16%
10	AR -AR WRITER	955	10,637.87	36.85%	981	14,158.72	37.79%	1,936	24,796.59	37.39%
11	FM -FM WRITER	302	8,192.79	37.25%	720	9,676.44	36.86%	1,022	17,869.23	37.04%
12	OC -OC WRITER	189	4,502.70	37.22%	166	3,650.71	36.37%	355	8,153.41	36.84%
13	EA -EA WRITER	740	13,843.66	35.11%	401	7,459.68	39.04%	1,141	21,303.34	36.48%
14	BG -BG WRITER	840	7,200.10	32.55%	792	7,309.98	37.02%	1,632	14,510.08	34.80%
15	DY -DY WRITER	2,755	34,917.37	34.12%	3,109	45,549.93	34.62%	5,864	80,467.30	34.41%
16	HF -HF WRITER	727	8,194.44	32.42%	1,395	18,894.08	33.32%	2,122	27,088.52	33.05%
17	RR -RR WRITER	220	6,273.00	24.89%	173	5,357.64	25.74%	393	11,630.64	25.29%
18	Other	109	1,549.63	41.39%	2,061	33,511.18	37.01%	2,170	35,060.81	37.20%
19	Grand Total	10,716	148,613.49	35.73%	10,647	160,838.78	35.79%	21,363	309,452.27	35.76%

Salesman MTD/YTD by Customer Type

This report compares the MTD/YTD results of one Salesman's customers, by Customer Type. You can drill down on the Customer Type to see the individual Customer results.

	A	B	C	D	E	F	G	H	I
1									
2	Invoice Date	06/24/2008							
3	Sales Rep.Name	106-SAM WILCOX							
4									
5	Values								
6	Row Labels	Sales MTD	Sales MTD LY	Sales MTD Chg	Sales MTD Chg %	Sales YTD	Sales YTD LY	Sales YTD Chg	Sales YTD Chg %
7	⊕ 1 -FORD/LINCOLN/MERCURY	65,866.24	52,423.21	13,443.03	25.64%	502,784.64	340,497.66	162,286.98	47.66%
8	⊕ 2 -GENERAL MOTORS	9,109.89	2,387.41	6,722.48	281.58%	45,792.53	6,129.36	39,663.17	647.10%
9	⊕ 3 -DODGE/CHRYSLER/AMC/FOREIGN	570.89	200.69	370.20	184.46%	4,661.51	3,094.93	1,566.58	50.62%
10	⊕ 5 -FLEET	2,143.68	2,896.31	(752.63)	-25.99%	17,086.01	17,415.17	(329.16)	-1.89%
11	⊕ 6 -GARAGES	40,962.29	39,814.75	1,147.54	2.88%	271,687.76	264,933.50	6,754.26	2.55%
12	⊕ 7 -GOVERNMENT	10,006.99	8,554.39	1,452.60	16.98%	67,528.15	54,778.10	12,750.05	23.28%
13	⊕ 8 -TIRE STORES	1,378.34	3,526.63	(2,148.29)	-60.92%	24,820.66	42,935.26	(18,114.60)	-42.19%
14	⊕ 81 -COMPANY OWNED GOODYEARS	1,376.30	19,731.05	(18,354.75)	-93.02%	49,457.64	128,893.28	(79,435.64)	-61.63%
15	⊕ 86 -FIRESTONE TIRE	22.30		22.30	100.00%	1,834.51	1,505.24	329.27	21.87%
16	⊕ 89 -INDEPENDENT GOODYEARS	12,208.81	11,872.78	336.03	2.83%	81,193.28	93,550.35	(12,357.07)	-13.21%
17	Grand Total	143,645.73	141,407.22	2,238.51	1.58%	1,066,846.69	953,732.85	113,113.84	11.86%

Location MTD/YTD by Customer Type

This report compares the MTD/YTD results of one Location's customers, by Customer Type. You can drill down on the Customer Type to see the individual Customer results.

	A	B	C	D	E	F	G	H	I
1									
2	Invoice Date	06/24/2008							
3	Region-Loc	28-BIRMINGHAM-AL							
4									
5		Values							
6	Row Labels	Sales MTD	Sales MTD LY	Sales MTD Chg	Sales MTD Chg %	Sales YTD	Sales YTD LY	Sales YTD Chg	Sales YTD Chg %
7	⊕ 1 -FORD/LINCOLN/MERCURY	12,014.41	1,494.06	10,520.35	704.15%	61,113.45	15,843.19	45,270.26	285.74%
8	⊕ 2 -GENERAL MOTORS	9,246.80	10,786.89	(1,540.09)	-14.28%	76,994.05	58,411.68	18,582.37	31.81%
9	⊕ 3 -DODGE/CHRYSLER/AMC/FOREIGN	3,167.46	1,503.59	1,663.87	110.66%	21,261.80	23,761.07	(2,499.27)	-10.52%
10	⊕ 6 -GARAGES	66,903.64	71,187.55	(4,283.91)	-6.02%	508,868.52	591,729.42	(82,860.90)	-14.00%
11	⊕ 64 -PEP BOYS	5,542.50	4,154.78	1,387.72	33.40%	22,872.95	32,777.75	(9,904.80)	-30.22%
12	⊕ 7 -GOVERNMENT	1,170.79	697.76	473.03	67.79%	8,836.57	5,475.91	3,360.66	61.37%
13	⊕ 8 -TIRE STORES	18,894.82	22,433.99	(3,539.17)	-15.78%	139,262.98	165,188.61	(25,925.63)	-15.69%
14	⊕ 81 -COMPANY OWNED GOODYEARS	16,967.45	15,146.72	1,820.73	12.02%	142,095.92	151,454.48	(9,358.56)	-6.18%
15	⊕ 82 -MARTINS TIRE	5,493.79	3,823.72	1,670.07	43.68%	42,131.17	33,390.95	8,740.22	26.18%
16	⊕ 86 -FIRESTONE TIRE	1,942.78	5,961.29	(4,018.51)	-67.41%	25,510.95	46,185.46	(20,674.51)	-44.76%
17	⊕ 9 -RETAIL/WHSES/MISC	773.16	891.87	(118.71)	-13.31%	5,123.43	7,771.74	(2,648.31)	-34.08%
18	Grand Total	142,117.60	138,082.22	4,035.38	2.92%	1,054,071.79	1,131,990.26	(77,918.47)	-6.88%

Product Line/Category Profit Comparison

This report compares the profit results for similar Product Lines/Categories over a one-year period for two sales Locations. You can drill down on the Product Category to see the individual Part Numbers.

	A	B	C	D	E	F	G	H	I	J
1										
2	Invoice Date	2007								
3										
4		Column Labels								
5		ALABAMA								
6		28-BIRMINGHAM-AL			29-MONTGOMERY-AL					
7	Row Labels	Qty Shp	Ext Price	Gross Profit %	Qty Shp	Ext Price	Gross Profit %	Total Qty Shp	Total Ext Price	Total Gross Profit %
8	MON	22	1,070.95	44.06%	140	6,039.91	44.70%	162	7,110.86	44.61%
9	⊕ 11-MONROE BRAKE PADS	22	1,070.95	44.06%	140	6,039.91	44.70%	162	7,110.86	44.61%
10	RAY	113	4,137.24	38.05%	533	21,947.16	40.46%	646	26,084.4	40.08%
11	⊕ 02-RAYB BRK PADS	89	3,493.36	38.14%	461	18,860.29	40.74%	550	22,353.65	40.33%
12	⊕ 14-RAYMOLD PADS	20	408.39	39.40%	17	324.22	39.02%	37	732.61	39.23%
13	⊕ 18-QUIETSTOP BRAKE PADS	4	235.49	34.36%	55	2,762.65	38.73%	59	2,998.14	38.38%
14	WAB	2,162	78,125.45	39.00%	1,458	56,914.02	43.36%	3,620	135,039.47	40.84%
15	⊕ 03-PADS	2,160	78,049.51	39.01%	1,456	56,829.22	43.37%	3,616	134,878.73	40.85%
16	⊕ 11-Z SERIES PADS	1	42.	28.81%	1	40.33	31.02%	2	82.33	29.89%
17	⊕ 15-WAGNER EDGE	1	33.94	35.30%	1	44.47	47.81%	2	78.41	42.39%
18	Grand Total	2,297	83,333.64	39.02%	2,131	84,901.09	42.71%	4,428	168,234.73	40.88%

Product Profitability Analysis

This report looks at the profit results for all Product Lines over a one-year period for one sales Region, sorted from most to least profitable. You can drill down on a Product Line to see the Product Categories for that line and again to see the individual Part Numbers for that Category.

	A	B	C
1	Invoice Date	2007	
2	Region-Loc	ALABAMA	
3			
4		Values	
5	Row Labels	Ext Price	Gross Profit %
6	[-] Total	4,092,384.44	39.73%
7	[-] WAB	314,459.94	40.03%
8	+ 01-DRUM AND ROTOR	11,866.69	37.60%
9	+ 03-PADS	212,375.95	39.33%
10	+ 04-SHOES	24,488.30	40.66%
11	+ 05-HDWARE AND SHIMS	1,908.92	43.11%
12	+ 07-HYD BRAKE	22,720.24	43.58%
13	+ 10-RMFG CALIPERS	38,788.96	41.95%
14	+ 15-WAGNER EDGE	1,198.60	43.73%
15	+ 90-OLDER MISC.	1,112.28	38.05%
16	+ CAR	279,080.60	42.95%
17	+ SPO	263,701.46	26.08%
18	+ MON	233,652.20	37.99%
19	+ BBB	227,393.78	41.15%
20	+ GOO	194,509.88	40.35%
21	+ CHL	184,597.58	45.86%
22	+ MIS	149,741.93	33.85%
23	+ PHC	147,579.30	59.43%

Customer “Who’s Not Buying” Analysis

This report identifies which high-volume Customers in a certain sales Region are buying very little of one of our most popular Product Lines, which in this case is Wagner Brakes (WAB). The Customers on rows 8, 15, & 16 in particular show very little purchases of WAB despite high total volumes of purchases.

	A	B	C	D
1				
2	Invoice Date	2007		
3	Region-Loc	ALABAMA		
4				
5	Ext Price	Column Labels		
6		- Wagner	+ Other	Grand Total
7	Row Labels	+ WAB		
8	100 -BAMA AUTO REPAIR	2,663.66	160,717.97	163,381.63
9	1828 -GOODYEAR #5151	15,563.13	69,758.89	85,322.02
10	1851 -GOODYEAR #5171	7,591.60	60,751.73	68,343.33
11	1820 -GOODYEAR #5144	11,643.03	55,935.09	67,578.12
12	11451 -MARTINS TIRE #21	7,068.48	51,788.78	58,857.26
13	1314 -MARTINS TIRE #4	6,395.70	43,735.80	50,131.50
14	41474 -NEWTON CHEVROLET	10,631.46	37,534.12	48,165.58
15	32493 -PALMER FORD	1,549.67	46,447.27	47,996.94
16	51384 -DAVE'S COMPLETE AUTO	579.29	46,260.93	46,840.22
17	1838 -GOODYEAR #5160	6,538.12	36,300.14	42,838.26

Customer Defect Returns Analysis

This report is sorted to determine which Customers have the highest defect return rates for a particular Location, using one year's Sales as the basis.

	A	B	C	D	E
1	Invoice Date	2007			
2	Region-Loc	29-MONTGOMERY-AL			
3					
4	Ext Price	Column Labels			Defect
5		<input type="checkbox"/> Defects	<input checked="" type="checkbox"/> Other	Grand Total	Returns %
6	Row Labels	<input checked="" type="checkbox"/> DEF -DEFECTIVE			
7	31403 -LANGS AUTOMOTIVE	-17,798.32	243,668.21	225,869.89	-7.30%
8	1314 -MARTINS TIRE #4	-10,597.79	109,368.56	98,770.77	-9.69%
9	11451 -MARTINS TIRE #21	-7,070.46	108,169.65	101,099.19	-6.54%
10	25191 -TIRE KINGDOM #79	-5,612.17	75,450.32	69,838.15	-7.44%
11	74227 -PALMER TIRE	-4,945.01	51,993.32	47,048.31	-9.51%
12	1851 -GOODYEAR #5171	-4,641.54	98,633.92	93,992.38	-4.71%
13	13384 -DAVE'S AUTO	-4,304.00	77,340.54	73,036.54	-5.56%
14	7804 -MANNY'S AUTOMOTIVE	-4,209.05	150,620.30	146,411.25	-2.79%

Customer Time-of-Day Sales Analysis

This report is sorted to show those Customers who only made purchases after 3:00pm from a particular Location. This could help identify those Customers who are only purchasing because the Location offers Hot Shot delivery.

	A	B	C	D
1	Invoice Date	2007		
2	Product PN Desc	All		
3	Region-Loc	07-DOTHAN-AL		
4	Return Type	NA -UNKNOWN		
5				
6	Ext Price	Column Labels		
7	Row Labels	Before 3:00 PM	After 3:00 PM	Grand Total
8	22187 -AUTO PROS		12.91	12.91
9	30698 -GERMAN MOTORS		31.92	31.92
10	20842 -AUTOZONE #1377		71.36	71.36
11	10307 -GARYS MECHANICAL		367.96	367.96
12	21050 -CAR CARE&LUBE		38.31	38.31
13	6120 -MALTZ MOTORS		134.6	134.6
14	32192 -DOTHAN AUTO SERVICE		403.8	403.8
15	41268 -TRI-STATE TIRE		133.19	133.19
16	22109 -ADVANCE AUTO PARTS #6211		52.49	52.49
17	44507 -GRANT FORD LINCOLN MERCURY		195.99	195.99
18	22159 -ADVANCE AUTO PARTS #6254		56.51	56.51

Saturday Time-of-Day Sales Analysis

This report shows Sales dollars, in half-hour increments, for the first six months of 2008 for a particular Location. You could use this report to help plan staffing needs or adjust operating hours.

	A	B	C	D	E	F	G	H
1								
2	Region-Loc	21-MOBILE-AL						
3	Day Of Week	6-Sat						
4								
5	Ext Price	Column Labels						
6		2008						Grand Total
7		Q1			Q2			
8	Row Labels	+ 2008-01 January	+ 2008-02 February	+ 2008-03 March	+ 2008-04 April	+ 2008-05 May	+ 2008-06 June	
9	07:15	206.52	-593.10					-386.58
10	07:45	71.94	291.31	57.96	65.46		20.40	507.07
11	08:15	806.87	778.42	105.76	472.11	1,371.54	334.47	3,869.17
12	08:45	753.54	445.46	773.09	737.95	1,961.00	563.61	5,234.65
13	09:15	420.46	535.89	937.82	1,003.77	887.11	457.23	4,242.28
14	09:45	64.32	913.93	564.46	460.13	762.66	228.23	2,993.73
15	10:15	403.18	684.50	743.72	615.18	640.77	879.41	3,966.76
16	10:45	155.52	415.03	1,101.79	639.30	676.52	725.26	3,713.42
17	11:15	926.70	-313.85	448.54	140.77	681.39	1,105.00	2,988.55
18	11:45	735.16	359.32	549.16	542.87	679.24	159.99	3,025.74
19	12:15	210.90	354.17	596.99	116.18	610.29	537.30	2,425.83
20	12:45	306.13	570.02	700.77	94.93	193.61	293.32	2,158.78
21	13:15		91.15			-121.31		-30.16
22	15:15		-77.90					-77.90
23	15:45		-78.00		-1.85			-79.85
24	16:45			-26.40	-114.26		-52.63	-193.29
25	Grand Total	5,061.24	4,376.35	6,553.66	4,772.54	8,342.82	5,251.59	34,358.20

Vendor Purchase Order Tracking

This report shows the Purchase and Receipt activity for a particular Vendor for one month. You can drill down on the Product Category to see the individual Part Numbers.

	A	B	C	D	E
1	Order Date	Q4			
2	Date Recd	2008-10 October			
3	Vendor	1183 - MONROE AUTO EQUIPMENT			
4					
5	Values				
6	Row Labels	Qty Ord	Ext Price Ord	Qty Recd	Ext Cost Recd
7	1-52614	258	\$7,530.08	234	\$6,702.52
8	⊕ 01-MONROE RIDE CONTROL	23	\$578.75	23	\$578.75
9	⊕ 02-SENSA-TRAC SHOCK	124	\$4,433.33	112	\$3,863.61
10	⊕ 03-MONROE MATIC PLUS	23	\$333.96	20	\$237.06
11	⊕ 04-REFLEX	24	\$618.16	24	\$618.16
12	⊕ 11-MONROE BRAKE PADS	64	\$1,565.88	55	\$1,404.94
13	1-52686	300	\$9,423.36	264	\$7,845.94
14	⊕ 01-MONROE RIDE CONTROL	20	\$475.79	15	\$278.54
15	⊕ 02-SENSA-TRAC SHOCK	214	\$7,340.51	191	\$6,218.74
16	⊕ 03-MONROE MATIC PLUS	34	\$770.02	26	\$511.62
17	⊕ 04-REFLEX	32	\$837.04	32	\$837.04
18	1-52693	550	\$13,803.61	535	\$13,434.72

On-hand Inventory Value by Quarter

On-hand Inventory value in dollars for the last four quarters for a particular Region.

	A	B	C	D	E
1	Ext Cost On Hand	Column Labels <input type="button" value="v"/>			
2	Row Labels <input type="button" value="v"/>	Dec 07 - 12/31/07	Mar 08 - 03/31/08	Jun 08 - 06/30/08	Sep 08 - 09/30/08
3	ALABAMA	\$2,658,222.58	\$2,612,915.53	\$2,559,961.14	\$2,446,660.17
4	07-DOTHAN-AL	\$1,000,560.12	\$1,022,860.26	\$994,661.15	\$951,052.46
5	21-BIRMINGHAM-AL	\$363,037.12	\$365,290.32	\$350,345.95	\$337,129.11
6	28-MOBILE-AL	\$573,920.90	\$547,377.24	\$538,331.96	\$505,990.51
7	29-MONTGOMERY-AL	\$720,704.44	\$677,387.71	\$676,622.08	\$652,488.09
8	Grand Total	\$2,658,222.58	\$2,612,915.53	\$2,559,961.14	\$2,446,660.17

Defective Product Percentages by Product Line

This report shows the defect percentages for the Product Categories of a few selected Product Lines, using one year of unit Sales as a basis.

	A	B	C	D	E
1	Invoice Date	(Multiple Items) <input type="checkbox"/>			
2					
3	Qty Shp	Column Labels <input type="checkbox"/>			
4	Row Labels <input type="checkbox"/>	DEF -DEFECTIVE	UNITS SOLD	Grand Total	Defect %
5	<input type="checkbox"/> CAR	-799	8,870	8,071	-9.01%
6	⊕ 01-RBLT MASTER CYLINDER	-130	1,330	1,200	-9.77%
7	⊕ 02-REBUILT DISTRIBUTOR	-170	1,071	901	-15.87%
8	⊕ 03-REBUILT BOOSTER	-28	643	615	-4.35%
9	⊕ 05-REBUILT ELEC MOTORS	-259	2,546	2,287	-10.17%
10	⊕ 07-RMFG ELECTRICAL ;ECM	-95	1,060	965	-8.96%
11	⊕ 08-REBUILT WATER PUMP	-50	957	907	-5.22%
12	⊕ 14-UNLOAD CAL FRIC CHOI	-67	1,263	1,196	-5.30%
13	<input type="checkbox"/> GOO	-666	61,990	61,324	-1.07%
14	⊕ 01-V-BELTS	-96	5,182	5,086	-1.85%
15	⊕ 02-SERPENTINE BELTS	-470	40,703	40,233	-1.15%
16	⊕ 03-MOLDED HOSES	-21	9,329	9,308	-0.23%
17	⊕ 04-SPOOLED-HEATER-FLEX	-16	1,918	1,902	-0.83%
18	⊕ 05-TENSIONERS	-63	4,858	4,795	-1.30%
19	⊕ WAB	-827	48,027	47,200	-1.72%
20	Grand Total	-2,292	118,887	116,595	-1.93%

Transfer Activity Report

This report shows the transfers between Locations for a particular Region, by Product Line, for a quarter. You can drill down on the Product Line to see the Product Categories for that line and again to see the individual Part Numbers for that Category.

	A	B	C	D	E	F	G	H	I
1									
2									
3	Trans Date	Q3							
4	Orig File	TRANSFER-HIST							
5									
6		Column Labels							
7		05-COLUMBUS-GA	09-VALDOSTA-GA		12-AUGUSTA-GA		15-MACON-GA		
8	Row Labels	Qty	Ext Cost	Qty	Ext Cost	Qty	Ext Cost	Qty	Ext Cost
9	GEORGIA								
10	05-ATLANTA-GA								
11	⊕ CTR				-6	-85.17		-2	-13.42
12	⊕ GOO				-1	-13.22			
13	05-ATLANTA-GA Total				-7	-98.39		-2	-13.42
14	09-VALDOSTA-GA								
15	⊕ CHL						-101	-192.69	-1
16	⊕ CTR	6	85.17				49	761.10	-1
17	⊕ GOO	1	13.22				31	310.97	
18	09-VALDOSTA-GA Total	7	98.39				-21	879.38	-2
19	12-AUGUSTA-GA								
20	⊕ CHL				101	192.69			
21	⊕ CTR	2	13.42		-49	-761.10			
22	⊕ GOO				-31	-310.97			
23	12-AUGUSTA-GA Total	2	13.42		21	-879.38			
24	15-MACON-GA								
25	⊕ CHL				1	7.18			
26	⊕ CTR				1	18.50			
27	15-MACON-GA Total				2	25.68			

Inventory Turns Report

This report shows the Inventory turns, based upon the past six months' Cost of Sales, for a particular Location. The report is sorted by Inventory value, and you can drill down on a Product Line to see the Product Categories for that line and again to see the individual Part Numbers for that Category.

	A	B	C	D	E
1	Region-Loc	29-MONTGOMERY-AL			
2	Date	Sep 08 - 09/30/08			
3	Invoice Date	(Multiple Items)			
4					
5	Values				
6	Row Labels	Ext Cost - Sales	Ext Cost On Hand		<u>Turns</u>
7	MON				
8	⊕ 01-MONROE RIDE CONTROL	809.37	3,185.06		0.51
9	⊕ 02-SENSA-TRAC SHOCK	19,173.51	15,317.25		2.50
10	⊕ 03-MONROE MATIC PLUS	1,908.10	5,113.08		0.75
11	⊕ 04-REFLEX	3,972.43	3,738.32		2.13
12	⊕ 05-MAX-LIFT SUPPORTS	106.69	108.48		1.97
13	⊕ 11-MONROE BRAKE PADS	5,023.52	10,377.71		0.97
14	⊕ 90-MISC PARTS		13,628.01		-
15	MON Total	30,993.62	51,467.91		1.20
16	GOO				
17	⊕ 01-V-BELTS	1,568.76	1,262.47		2.49
18	⊕ 02-SERPENTINE BELTS	20,140.16	4,835.80		8.33
19	⊕ 03-MOLDED HOSES	2,556.68	3,867.48		1.32
20	⊕ 05-TENSIONERS	5,890.05	3,229.59		3.65
21	GOO Total	30,155.65	13,195.34		4.57

Inventory Planning Report

This report shows some of the Product control fields such as the Reorder flag (REO), Reorder Point Quantity, and Safety Stock Quantity as compared to the current On-hand Quantity and past six months' units Shipped.

	A	B	C	D	E	F	G	H
1	Invoice Date	(Multiple Items) <input checked="" type="checkbox"/>						
2	Region-Loc	21-MOBILE-AL <input checked="" type="checkbox"/>						
3								
4								
5	Row Labels	<input checked="" type="checkbox"/> Prod Nbr	REO	Reord Pt Qty	Sfty Stk Qty	Qty Shp	On Hand Qty	Ext Cost On Hand
6	WAB					536	955	19,184.01
7	03-PADS					250	342	8,469.23
8	1276355*21	MX966B	Y	2	0	2	3	82.47
9	1173059*21	PD669	Y	0	0		2	35.92
10	1191013*21	MX934	Y	1	0		2	62.68
11	1173078*21	PD730A	Y	0	0		2	54.98
12	1172152*21	MX409	Y	0	0		2	49.96
13	1436336*21	MX1069	Y	1	0	2	2	62.68
14	1172171*21	MX430	Y	1	0		2	42.88
15	1173073*21	PD724	Y	1	0		2	47.04
16	1172196*21	MX473	Y	1	0	1	2	42.88
17	1173110*21	PD862	Y	1	0		2	36.84
18	1172227*21	MX520	Y	0	0		2	49.82
19	1172067*21	MX273	Y	1	0		2	42.88
20	1191052*21	PD905	Y	1	0	3	2	48.38
21	1172257*21	MX591	Y	2	0	1	2	48.38
22	1172965*21	PD499	Y	1	0		2	42.04
23	1172283*21	MX652	Y	2	1	2	2	48.38
24	1173069*21	PD712	Y	1	0		2	42.88
25	1172286*21	MX659	Y	1	0		2	48.38
26	1173074*21	PD726	Y	1	0	-1	2	54.98
27	1172316*21	MX711	Y	2	0	4	2	48.38