

ABC Distribution and Service Corp.

Accounts Receivable Customer Sales Analysis

Customer Number	Customer Name	Average Days Pay/Overdue	Sales	Cost of Goods Sold	Profit Percent	Finance Charges	Number of Invoices	Number of Finance Chgs.	
Division Number: 01 EAST SALES OFFICE									
BRESLIN	Breslin Parts Supply	000 / 000	P-T-D	34,136.03	14,191.79	58.43%	0.00	6.00	0.00
			Y-T-D	40,391.84	15,126.79	62.55%	9.40	14.00	1.00
			PRIOR YR	16,890.69	2,524.50	85.05%	25.38	21.00	2.00
			2ND PRIOR YR	11,392.02	4,887.79	57.09%			
RSSUPPL	R & S Supply Corp.	005 / 000	P-T-D	13,078.87	5,903.00	54.87%	0.00	2.00	0.00
			Y-T-D	24,980.36	11,223.00	55.07%	0.00	6.00	0.00
			PRIOR YR	32,134.02	14,364.00	55.30%	0.00	10.00	0.00
			2ND PRIOR YR						
SHEPARD	Shepard Motorworks	000 / 000	P-T-D	543,339.95	157,500.00	71.01%	0.00	2.00	0.00
			Y-T-D	543,339.95	157,500.00	71.01%	0.00	2.00	0.00
			PRIOR YR	0.00	0.00	0.00%	0.00	0.00	0.00
			2ND PRIOR YR	283,500.00	157,500.00	44.44%			
ABF	American Business Futures	004 / 000	P-T-D	74,335.68	31,805.49	57.21%	0.00	18.00	0.00
			Y-T-D	79,678.18	31,805.49	60.08%	43.89	22.00	1.00
			PRIOR YR	14,424.75	0.00	100.00%	118.50	10.00	2.00
			2ND PRIOR YR	7,096.85	1,007.28	85.81%			
AVNET	Avnet Processing Corp	082 / 052	P-T-D	2,541.25	557.50	78.06%	0.00	2.00	0.00
			Y-T-D	9,523.25	3,917.50	58.86%	44.12	6.00	1.00
			PRIOR YR	18,851.40	9,072.00	51.88%	119.12	10.00	2.00
			2ND PRIOR YR	1,935.25	277.50	85.66%			
HILLSB	Hillsboro Service Center	000 / 000	P-T-D	60,770.75	30,153.24	50.38%	0.00	4.00	0.00
			Y-T-D	66,045.75	30,153.24	54.34%	48.75	9.00	1.00
			PRIOR YR	14,242.50	0.00	100.00%	131.63	13.00	2.00
			2ND PRIOR YR						
Division Number: 01			P-T-D	728,202.53	240,111.02	67.03%	0.00	34.00	0.00
			Y-T-D	763,959.33	249,726.02	67.31%	146.16	59.00	4.00
			PRIOR YR	96,543.36	25,960.50	73.11%	394.63	64.00	8.00
			2ND PRIOR YR	303,924.12	163,672.57	46.15%			
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Division Number: 02 WEST SALES OFFICE									
CUSTOM	Custom Craft Products	000 / 000	P-T-D	7,179.56	3,380.61	52.91%	0.00	3.00	0.00
			Y-T-D	19,329.25	8,833.11	54.30%	117.18	6.00	1.00
			PRIOR YR	32,804.16	14,721.75	55.12%	316.39	8.00	2.00
			2ND PRIOR YR	1,560.30	919.49	41.07%			
GREALAR	Greater Alarm Company	000 / 000	P-T-D	825.50	410.31	50.30%	0.00	1.00	0.00
			Y-T-D	825.50	410.31	50.30%	0.00	1.00	0.00
			PRIOR YR	0.00	0.00	0.00%	0.00	0.00	0.00
			2ND PRIOR YR	825.50	410.31	50.30%			
JELCO	Jellco Packing	000 / 000	P-T-D	5,055.91	3,108.34	38.52%	0.00	3.00	0.00
			Y-T-D	5,055.91	3,108.34	38.52%	0.00	3.00	0.00
			PRIOR YR	0.00	0.00	0.00%	0.00	0.00	0.00
			2ND PRIOR YR	116.08	5.70	95.09%			
ORANGE	Orange Door & Window Co.	000 / 000	P-T-D	263.37	155.00	41.15%	0.00	1.00	0.00
			Y-T-D	263.37	155.00	41.15%	0.00	1.00	0.00
			PRIOR YR	0.00	0.00	0.00%	0.00	0.00	0.00
			2ND PRIOR YR	263.37	155.00	41.15%			
BAYPYR	Bay Pyrotronics Corp.	136 / 106	P-T-D	5,264.83	1,680.00	68.09%	0.00	2.00	0.00
			Y-T-D	27,899.44	8,400.00	69.89%	0.00	14.00	0.00
			PRIOR YR	61,113.45	18,144.00	70.31%	0.00	32.00	0.00
			2ND PRIOR YR						
CAPRI	Capri Sailing Ships	061 / 031	P-T-D	45,694.60	4,812.50	89.47%	0.00	3.00	0.00
			Y-T-D	84,589.01	22,687.50	73.18%	0.00	6.00	0.00
			PRIOR YR	105,014.91	48,262.50	54.04%	0.00	8.00	0.00
			2ND PRIOR YR						
ALLENAP	Allen's Appliance Repair	000 / 000	P-T-D	692.17	217.86	68.53%	0.00	2.00	0.00
			Y-T-D	1,046.15	217.86	79.18%	0.95	7.00	1.00
			PRIOR YR	955.75	0.00	100.00%	2.57	13.00	2.00
			2ND PRIOR YR						

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AMERCO	American Concrete Service	087 / 057	P-T-D	11,289.86	6,165.59	45.39%	0.00	2.00	0.00
			Y-T-D	14,757.71	6,165.59	58.22%	31.98	5.00	1.00
			PRIOR YR	9,363.20	0.00	100.00%	86.35	8.00	2.00
			2ND PRIOR YR						
ATOZ	A To Z Carpet Supply	067 / 037	P-T-D	4,366.20	2,062.50	52.76%	0.00	1.00	0.00
			Y-T-D	13,796.60	6,380.00	53.76%	0.00	4.00	0.00
			PRIOR YR	25,462.08	11,657.25	54.22%	0.00	8.00	0.00
			2ND PRIOR YR						
AUTOCR	Autocraft Accessories	000 / 000	P-T-D	6,533.78	3,000.00	54.08%	0.00	2.00	0.00
			Y-T-D	39,574.91	20,407.50	48.43%	0.00	8.00	0.00
			PRIOR YR	89,211.05	47,000.25	47.32%	0.00	16.00	0.00
			2ND PRIOR YR						
Division Number: 02			P-T-D	87,165.78	24,992.71	71.33%	0.00	20.00	0.00
			Y-T-D	207,137.85	76,765.21	62.94%	150.11	55.00	3.00
			PRIOR YR	323,924.60	139,785.75	56.85%	405.31	93.00	6.00
			2ND PRIOR YR	2,765.25	1,490.50	46.10%			
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		Report Totals:	P-T-D	815,368.31	265,103.73	67.49%	0.00	54	0
			Y-T-D	971,097.18	326,491.23	66.38%	296.27	114	7
			PRIOR YR	420,467.96	165,746.25	60.58%	<u>799.94</u>	<u>157</u>	<u>14</u>
			2ND PRIOR YR	306,689.37	165,163.07	46.15%			
		Number of Customers:	16						