

The Comparative Sales Analysis Report is used to analyze sales by Customer Type within each Sales Group for Current, 1 Year Prior and 2 Years Prior. The report can subtotal on the first or second character of the Sales group.

Comparative Sales Analysis Report

11:22 AM
02/22/99

ABC Landscaping, Inc.
Comparative Sales Analysis Report
From 02/20/97 thru 01/29/99

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Sales Group	Cust Type	+---Current Year---+			+--- 1 Year Prior---+			+---2 Years Prior---+		
		Sales	Grp %	Tot %	Sales	Grp %	Tot %	Sales	Grp %	Tot %
100 Landscape Design	210	0	0%	0%	0	0%	0%	100	100%	68%
110 Landscape Install	...	0	0%	0%	578	0%	0%	0	0%	0%
	210	0	0%	0%	370,551	100%	98%	0	0%	0%
111 Lndscpe Inst - Shrub	...	0	0%	0%	948	23%	0%	0	0%	0%
	100	0	0%	0%	160	4%	0%	0	0%	0%
	210	0	0%	0%	3,058	73%	1%	0	0%	0%
210 Chemical Application	...	0	0%	0%	135	100%	0%	0	0%	0%
290 General Services	...	0	0%	0%	600	35%	0%	0	0%	0%
	100	0	0%	0%	0	0%	0%	46	100%	32%
	210	0	0%	0%	1,095	65%	0%	0	0%	0%
MSC Miscellaneous	...	150-	100%	100%	0	0%	0%	0	0%	0%
	210	0	0%	0%	218	100%	0%	0	0%	0%
Customer Type Recap:	210	0		0%	374,922		99%	100		68%
	...	150-		100%	2,260		1%	0		0%
	100	0		0%	160		0%	46		32%
Report Total:		-----			-----			-----		
		150-			377,343			146		
		=====			=====			=====		