

How to Read the Comparative Revenue Report: (Today's, Yesterday's, & Period)

Ace Hardware

PERIOD COMPARATIVE REVENUE

PAGE 1

SELECTION	BEGINNING	ENDING
EMPLOYEE	0	999999999
TERMINAL	0	999999999
SHOW PRIOR YEAR COMPARATIVE TOTALS?		X
DETAIL BY DEPARTMENT?		X

THIS PERIOD	
SEARCH BETWN	
Monday	01-Jan-18
wednesday	31-Jan-18

LAST YEAR	
SEARCH BETWN	
Sunday	01-Jan-17
Tuesday	31-Jan-17

DATE STAMP
RAN ON 08-May-18
AT 14:31
EMP# 1

REVENUE SOURCES

SOURCE	THIS PERIOD			LAST YEAR		
	REVENUE AMOUNT	% OF SALES	# OF INV	REVENUE AMOUNT	% OF SALES	# OF INV
CASH	40905.74	27.9%	6026	47100.75	42.6%	4174
CHARGE	16645.27	11.4%	525	11246.47	10.2%	349
CHG CARD	84651.46	57.8%	3077	48145.94	43.5%	1922
CHECK	3949.51	2.7%	79	3137.12	2.8%	61
INST SAV	60.00	0.0%	25	0.00	0.0%	0
GIFT CPN	294.00	0.2%	54	746.21	0.7%	112
STOR CPN	0.00	0.0%	0	296.00	0.3%	43

CASH SOURCES

SOURCE	THIS PERIOD		LAST YEAR	
	CASH AMOUNT	% OF CASH	CASH AMOUNT	% OF CASH
CASH	42547.86	29.2%	47150.75	45.2%
CHG CARD	85425.10	58.6%	48260.69	46.3%
CHECK	17781.84	12.2%	8857.02	8.5%
PAID OUT	-382.94		-75.33	
CASHDROP	0.00		0.00	

Page 1:
Overview

NET \$	146505.98	100%	110672.49	100%	TOTAL	145371.86	100%	104193.13	100%
GROSS \$	+149831.08	-3325.10	+113324.58	-2652.09	ROA	16248.09	DSCNT	0.00	
CUSTOMER COUNT	6853		4581						

LINE #	DEPT ID	DEPT NAME
1	1	New department 1
2	2	New department 2
3	3	New department 3
4	4	New department 4
5	5	New department 5
6	6	New department 6
7	7	New department 7

THIS PERIOD			
NUMBER OF ITEMS	SALES COST	REVENUE	MARGIN
0	0.00	0.00	0.0%
0	0.00	0.00	0.0%
0	0.00	0.00	0.0%
1	11.92	20.04	40.5%
0	0.00	0.00	0.0%
0	0.00	0.00	0.0%
0	0.00	0.00	0.0%

LAST YEAR			
NUMBER OF ITEMS	SALES COST	REVENUE	MARGIN
855	2563.66	4844.60	47.2%
643	1866.36	3523.95	47.1%
764	2185.01	4350.11	49.9%
1319	6977.77	12889.29	45.9%
744	1424.94	3364.66	57.7%
131	717.85	1216.58	41.0%
400	1761.85	3499.31	49.7%

Page 1: Header

Note: Full page not displayed here.

Ace Hardware

Store Name

PERIOD COMPARATIVE REVENUE

PAGE 1

SELECTION	BEGINNING	ENDING
EMPLOYEE	0	999999999
TERMINAL	0	999999999
SHOW PRIOR YEAR COMPARATIVE TOTALS?		X
DETAIL BY DEPARTMENT?		X

THIS PERIOD	
SEARCH BETWN	
Monday	01-Jan-18
wednesday	31-Jan-18

LAST YEAR	
SEARCH BETWN	
Sunday	01-Jan-17
Tuesday	31-Jan-17

DATE STAMP
RAN ON 08-May-18
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Parameters that were chosen to run this report:

- 1) Set to all Employees & Terminals.
- 2) Will include prior year comparative revenue totals for the date range selected (in this case, 1/1/18 – 1/31/18).
- 3) Will be detailed by Department. Can also be sorted by the following: Primary Supplier, Location, Class 1-3, Customer Type, or None.
- 4) Ran as a Period Comparative Revenue Report for 1/1/18 – 1/31/18 by Employee 1 (Paladin Support) on 5/8/18 at 2:30pm.

Breakdown of Revenue Sources. CPN = Coupons. CHG Card = Credit Cards.

Page 1: Revenue Sources

Note: Full page not displayed here.

Revenue Sources only include each payment type of every single invoice processed during the period selected (cash sales + account sales) including tax but excluding Received on Account payments (ROAs).

REVENUE SOURCES

SOURCE	THIS PERIOD			LAST YEAR		
	REVENUE AMOUNT	% OF SALES	# OF INV	REVENUE AMOUNT	% OF SALES	# OF INV
CASH	40905.74	27.9%	6026	47100.75	42.6%	4174
CHARGE	16645.27	11.4%	525	11246.47	10.2%	349
CHG CARD	84651.46	57.8%	3077	48145.94	43.5%	1922
CHECK	3949.51	2.7%	79	3137.12	2.8%	61
INST SAV	60.00	0.0%	25	0.00	0.0%	0
GIFT CPN	294.00	0.2%	54	746.21	0.7%	112
STOR CPN	0.00	0.0%	0	296.00	0.3%	43

Last year's numbers for comparison

Gross returns debited during this period

Gross revenue credited during this period

NET \$	146505.98	100%	110672.49	100%
GROSS \$	+149831.08	-3325.10	+113324.58	-2652.09
CUSTOMER COUNT	6853		4581	

Gross revenue – Gross returns = Net revenue earned during this period.
IE: \$149,831.08 – \$3,325.10 = **\$146,505.98**

Customer Count is actually Invoice Count; therefore, it can be changed by the following:

- 1) Cash sales
- 2) Received on Account payments (ROAs)
- 3) Paid ins/Paid outs
- 4) \$0.00 cash sales to open the cash drawer (which is incorrect: instead, use the F8+F9 shortcut when in the Invoice/Quote module followed by a Manager Password)

Breakdown of Cash Sources.
CHG Card = Credit Cards.

Page 1: Cash Sources

Note: Full page not displayed here.

Cash Sources include every cash sale invoices processed during the period selected excluding account sales. That is why the Total of the cash sales, \$2,199.43, is less than the Revenue Sources' Net of \$4,020.40
That being said, \$2,199.43 = 100% of the Total of cash sales.

CASH SOURCES				
THIS PERIOD			LAST YEAR	
SOURCE	CASH AMOUNT	% OF CASH	CASH AMOUNT	% OF CASH
CASH	42547.86	29.2%	47150.75	45.2%
CHG CARD	85425.10	58.6%	48260.69	46.3%
CHECK	17781.84	12.2%	8857.02	8.5%
PAID OUT	-382.94		-75.33	
CASHDROP	0.00		0.00	
TOTAL	145371.86	100%	104193.13	100%
ROA	16248.09	DSCNT	0.00	

Last year's numbers for comparison

Cash sale Received on Accounts (ROA) during this period

Cash sale Received on Accounts (ROA) discounts given during this period

Total dollar amount of cash sales during the period selected

Cash paid out of the drawer for services rendered, and cash dropped to the safe or for a bank deposit

Page 1: Revenue Breakdown

Note: Full page not displayed here.

Beginning breakdown of items sold, sales cost, revenue earned, and % margin made from said revenue earned (including taxes) by Department (continued on subsequent pages).

Last year's numbers for comparison

LINE #	DEPT ID	DEPT NAME	THIS PERIOD				LAST YEAR			
			NUMBER OF ITEMS	SALES COST	REVENUE	MARGIN	NUMBER OF ITEMS	SALES COST	REVENUE	MARGIN
1	1	New department 1	0	0.00	0.00	0.0%	855	2563.66	4844.60	47.2%
2	2	New department 2	0	0.00	0.00	0.0%	643	1866.36	3523.95	47.1%
3	3	New department 3	0	0.00	0.00	0.0%	764	2185.01	4350.11	49.9%
4	4	New department 4	1	11.92	20.04	40.5%	1319	6977.77	12889.29	45.9%
5	5	New department 5	0	0.00	0.00	0.0%	744	1424.94	3364.66	57.7%
6	6	New department 6	0	0.00	0.00	0.0%	131	717.85	1216.58	41.0%
7	7	New department 7	0	0.00	0.00	0.0%	400	1761.85	3499.31	49.7%

Number of different items sold in each department. IE: Could have sold one thing five times in New department 4.

Sales cost in dollars of all items sold per each department during the selected period

Gross profit margin return on investment percentages per department

Revenue received in dollars per department during the selected period

Departments that had sales during the selected period last year but had zero sales during the selected period this year

LINE #	DEPT ID	DEPT NAME	THIS PERIOD				LAST YEAR			
			NUMBER OF ITEMS	SALES COST	REVENUE	MARGIN	NUMBER OF ITEMS	SALES COST	REVENUE	MARGIN
8	8	New department 8	0	0.00	0.00	0.0%	431	2790.36	4611.45	39.5%
9	9	New department 9	0	0.00	0.00	0.0%	166	491.25	874.60	43.9%
10	10	CLEANING SUPPLIE	131	952.17	1684.28	43.5%	100	656.75	1180.82	44.4%
11	12	POSTAL	2	4.06	8.30	51.1%	3	4.13	8.22	49.8%
12	14	PAINT AND PAINT	691	6905.28	13104.21	47.3%	575	5061.73	9030.11	43.9%
13	20	HAND TOOLS AND T	567	3626.88	7252.84	50.0%	458	2842.17	5588.96	49.1%
14	28	POWER TOOLS	18	530.33	743.40	28.7%	11	348.10	472.65	26.4%
15	30	FLASHLIGHTS/LIGH	210	1917.49	3906.00	50.9%	156	1156.82	2260.54	48.8%
16	34	ELECTRICAL SUPPL	416	4013.52	7333.89	45.3%	342	1961.52	3841.35	48.9%
17	40	PLUMBING SUPPLIE	1174	13435.00	28375.54	52.7%	851	5547.91	11831.71	53.1%
18	46	HEATING AND COOL	172	9743.13	17215.78	43.4%	104	3592.89	5951.71	39.6%
19	50	HARDWARE	489	3525.45	9463.36	62.7%	389	2926.68	6183.25	52.7%
20	56	FASTENERS	57	939.58	3537.30	73.4%	55	6287.93	2676.23	-135.
21	58	BUILDING MATERIA	49	1427.71	2235.16	36.1%	47	2240.78	3203.28	30.0%
22	60	APPLIANCES & HOM	27	1763.77	2656.10	33.6%	17	222.91	392.37	43.2%
23	64	HOUSEWARES AND G	96	789.52	1374.94	42.6%	77	468.10	788.38	40.6%
24	65	APPLIANCES	0	0.00	0.00	0.0%	2	363.69	462.49	21.4%
25	70	LAWN, GARDEN AND	350	6879.42	11691.30	41.2%	336	4060.13	7431.00	45.4%
26	76	OUTDOOR EQUIPMEN	58	1264.49	2353.34	46.3%	56	837.69	1429.25	41.4%
27	80	SPORTING GOODS	174	4652.96	7599.71	38.8%	212	2958.28	4649.61	36.4%
28	84	AUTOMOTIVE	183	1553.62	2946.08	47.3%	152	1251.27	1995.16	37.3%
29	88	OUTDOOR LIVING A	33	499.59	861.08	42.0%	36	564.06	900.81	37.4%
30	90	STATIONARY SUPPL	61	186.60	366.78	49.1%	38	99.01	157.51	37.2%
31	94	NOTIONS AND MISC	123	867.09	1810.24	52.1%	99	901.09	1370.22	34.2%
32	102	CL-CLOSE OUTS	0	0.00	0.00	0.0%	21	289.81	442.42	34.5%
33	104	FD-FEED DEPT.	14	5685.69	8305.30	31.5%	81	2385.35	3545.11	32.7%
34	107	H3-SERVICE REFER	0	0.00	0.00	0.0%	1	1.50	4.99	70.0%
35	110	LB-LUMBER	17	1036.98	1394.43	25.6%	18	443.76	678.51	34.6%
36	111	MH-MOBILE HOME P	0	0.00	0.00	0.0%	17	157.14	248.10	36.7%
37	114	RE-RENTAL EQUIPM	5	54.08	680.00	92.0%	10	112.51	264.37	57.4%
38	116	SE-SMALL ENGINE	0	0.00	0.00	0.0%	1	15.00	15.00	0.0%
39	128	Department 128	0	0.00	0.00	0.0%	5	9.77	26.73	63.4%
40	130	K&K	48	393.64	705.45	44.2%	43	3208.20	4661.47	31.2%
41	136	Department 136	0	0.00	0.00	0.0%	16	803.90	1190.54	32.5%
42	137	MH	13	387.25	471.35	17.8%	9	433.34	626.45	30.8%
43	140	Department 140	0	0.00	0.00	0.0%	5	412.50	862.50	52.2%

Page 2: Overview

Page 2: Revenue Breakdown Continued

Breakdown of items sold, sales cost, revenue earned, and % gross profit margin made from said revenue earned (including taxes) by Department (continued from Page 1 and continues on Page 3).
Notes: Full page not displayed here. Might only have two pages. This example spills over to Page 3.

Last year's numbers for comparison

Ace Hardware

Store Name

PERIOD COMPARATIVE REVENUE

08-May-18 14:31 BY EMP# 1

PAGE 2

LINE #	DEPT ID	DEPT NAME	THIS PERIOD				LAST YEAR			
			NUMBER OF ITEMS	SALES COST	REVENUE	MARGIN	NUMBER OF ITEMS	SALES COST	REVENUE	MARGIN
8	8	New department 8	0	0.00	0.00	0.0%	431	2790.36	4611.45	39.5%
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18	46	HEATING AND COOL	172	9743.13	17215.78	43.4%	104	3592.89	5951.71	39.6%
19	50	HARDWARE	489	3525.45	9463.36	62.7%	389	2926.68	6183.25	52.7%

Number of different items sold in each department. IE: Sold two different items in the Postal department.

Sales cost in dollars of all items sold per each department during the selected period

Departments that had sales during the selected period last year but had zero sales during the selected period this year

Gross profit margin return on investment percentages per department

Revenue received in dollars per department during the selected period

LINE #	DEPT ID	DEPT NAME	THIS PERIOD				LAST YEAR			
			NUMBER OF ITEMS	SALES COST	REVENUE	MARGIN	NUMBER OF ITEMS	SALES COST	REVENUE	MARGIN
44	142	Department 142	0	0.00	0.00	0.0%	1	30.00	30.00	0.0%
45	998	Labor	1	5.00	30.00	83.3%	0	0.00	0.00	0.0%
46	10000	Service Charge	1	0.00	106.74	100.0	1	0.00	185.63	100.0
47	20002	H2	12	0.00	-550.00	100.0	4	0.00	-30.00	100.0
48	20004	H4	1	0.00	-25.00	100.0	0	0.00	0.00	0.0%
49		TAX			8848.04				5308.92	

TOTALS

5194	73052.22	146505.98	46.9%	9802	73435.43	129040.92	40.6%
GROSS PROFIT		73453.76		55605.49			

SALES TAX DETAIL

STATE		THIS PERIOD	THIS PERIOD	THIS PERIOD
		TAX APPLIED	TAXABLE SALES	EXEMPT SALES
1	Exempt Accounts	0.00	0.00	1392.75
2	AR STATE TAX	8848.04	136154.42	4.03
3	INVOICE NON-TAXED	0.00	0.00	106.74
	Total State Tax	8848.04	136154.42	1503.52
	TOTAL SALES TAX	8848.04		

Page 3: Overview

Breakdown of items sold, sales cost, revenue earned, and % gross profit margin made from said revenue earned (including taxes) by Department (continued from Page 2).

Page 3: Revenue Breakdown Finalized

Note: Full page not displayed.

Last year's numbers for comparison

Ace Hardware

Store Name

PERIOD COMPARATIVE REVENUE

08-May-18 14:31 BY EMP# 1

PAGE 3

LINE #	DEPT ID	DEPT NAME	THIS PERIOD				LAST YEAR			
			NUMBER OF ITEMS	SALES COST	REVENUE	MARGIN	NUMBER OF ITEMS	SALES COST	REVENUE	MARGIN
44	142	Department 142	0	0.00	0.00	0.0%	1	30.00	30.00	0.0%
45	998	Labor	1	5.00	30.00	83.3%	0	0.00	0.00	0.0%
46	10000	Service Charge	1	0.00	106.74	100.0	1	0.00	185.63	100.0
47	20002	H2	12	0.00	-550.00	100.0	4	0.00	-30.00	100.0
48	20004	H4	1	0.00	-25.00	100.0	0	0.00	0.00	0.0%
49		TAX			8848.04				5308.92	
TOTALS			5194	73052.22	146505.98	46.9%	9802	73435.43	129040.92	40.6%
GROSS PROFIT				73453.76			55605.49			

Total amount of revenue made before taxes

Total number of different items sold. IE: One item sold 5 times will be listed once.

Total amount of revenue made with mark up in dollars applied

Total amount of mark up in dollars applied to sales cost; 100% gross profit

Departments that had sales during the selected period last year but had zero sales during the selected period this year

Total % gross profit margin made from total amount of revenue earned after taxes

Page 3: Tax Breakdown

Note: Full page not displayed here.

STATE		SALES TAX DETAIL	
		THIS PERIOD TAX APPLIED	THIS PERIOD TAXABLE SALES
1	Exempt Accounts	0.00	0.00
2	AR STATE TAX	8848.04	136154.42
3	INVOICE NON-TAXED	0.00	0.00
	Total State Tax	8848.04	136154.42
	TOTAL SALES TAX	8848.04	

Revenue amounts earned during the period selected that is non-taxable.

Total amount of revenue earned during the period selected that is taxable. Each tax structure might not apply to the full amount due to non-taxable situations.

Total amount of sales tax applied to taxable revenue earned during the period selected

Total amount of State/County tax applied to the non-taxable revenue earned during this period (obviously always \$0.00)

Total amount of AR State tax applied to the taxable revenue earned during the selected period. Might not apply to the full \$136,154.42 due to non-taxable situations.

Note: Although not shown here, City and County level tax structures can also be applied. There can also be more than one tax structure for each level of tax (State, County, and City).