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

Ace Hardware

PERIOD COMPARATIVE REVENUE

PAGE 1

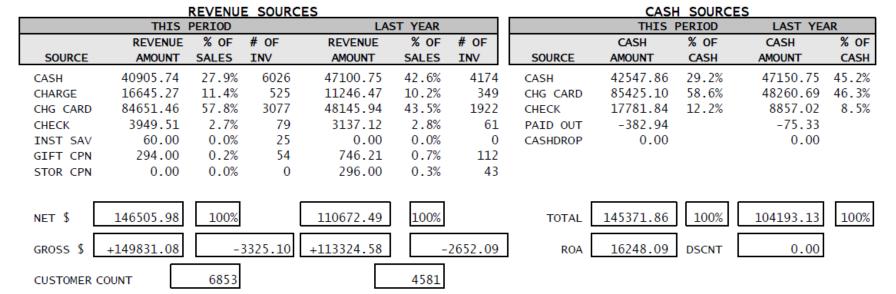
SELECTION	BEGINNING	ENDING
EMPLOYEE TERMINAL	0	99999999 999999999
SHOW PRIOR YEAR COMPARA	x	
DETAIL BY DEPARTMENT?		x

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

Page 1: Overview



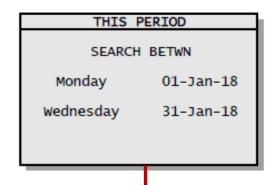
				THIS PERIOD					LAST YEAR	
LINE	DEPT	DEPT	NUMBER	SALES			NUMBE	R SALES		
#	ID	NAME	OF ITEMS	COST	REVENUE	MARGIN	OF ITE	MS COST	REVENUE	MARGIN
1	1 New de	partment 1	0	0.00	0.00	0.0%	85	5 2563.66	4844.60	47.2%
2	2 New dep	partment 2	0	0.00	0.00	0.0%	64	3 1866.36	3523.95	47.1%
3	3 New dep	partment 3	0	0.00	0.00	0.0%	76	4 2185.01	4350.11	49.9%
4	4 New dep	partment 4	1	11.92	20.04	40.5%	131	9 6977.77	12889.29	45.9%
5	5 New dep	partment 5	0	0.00	0.00	0.0%	74	4 1424.94	3364.66	57.7%
6	6 New dep	partment 6	0	0.00	0.00	0.0%	13	1 717.85	1216.58	41.0%
7	7 New de	partment 7	0	0.00	0.00	0.0%	40	0 1761.85	3499.31	49.7%

Page 1: Header

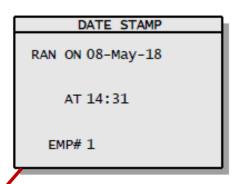
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Ace Hardware Store Name PERIOD COMPARATIVE REVENUE

SELECTION	BEGINNING	ENDING
EMPLOYEE TERMINAL	0	999999999 999999999
SHOW PRIOR YEAR COMPARA	x	
DETAIL BY DEPARTMENT?	Х	



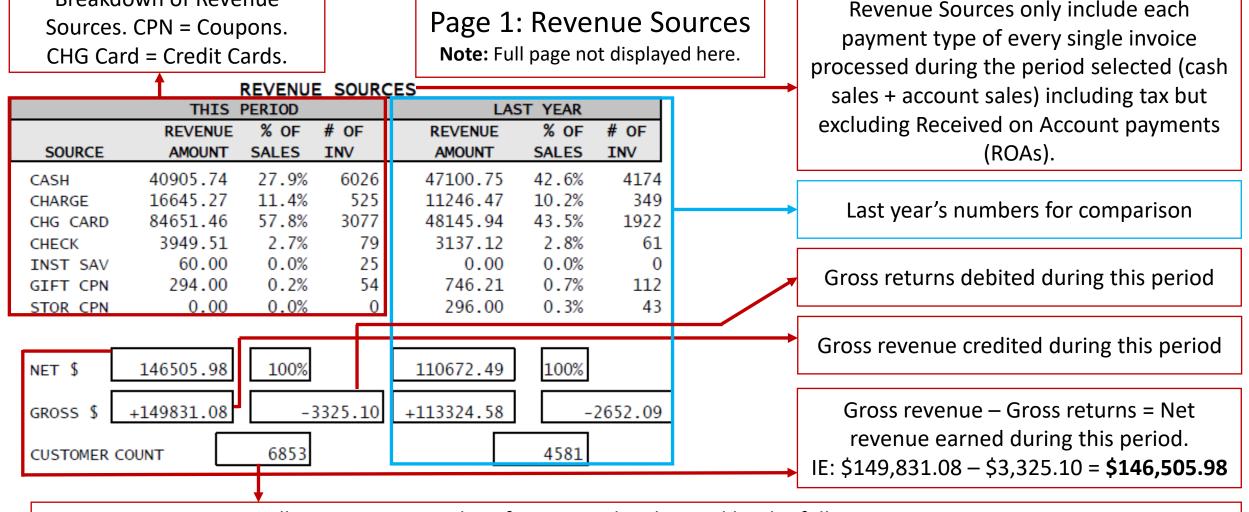




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Parameters that were chosen to run this report:

- 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.



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

Breakdown of Revenue

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

That being said, \$2,199.43 = 100% of the Total of cash sales.

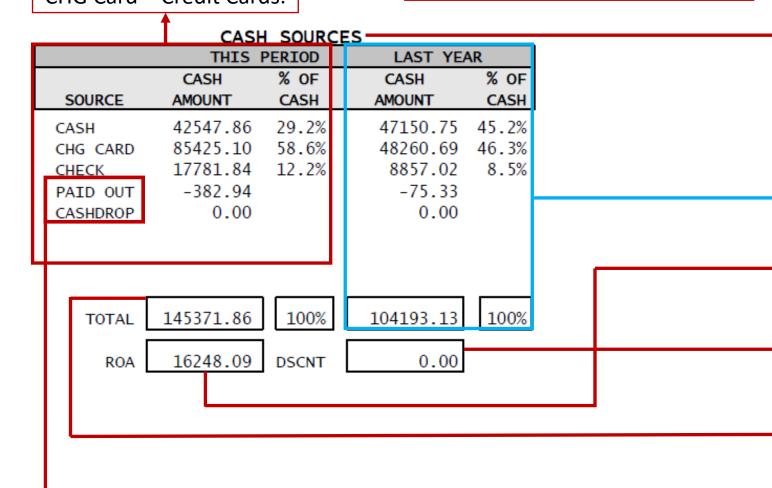
Last year's numbers for comparison

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

				THIS PERIOD				L	AST YEAR	
LINE	DEPT	DEPT	NUMBER	SALES			NUMBER	SALES		
#	ID	NAME	OF ITEMS	COST	REVENUE	MARGIN	OF ITEMS	COST	REVENUE	MARGIN
1	1 New dep	artment 1	0	0.00	0.00	0.0%	855	2563.66	4844.60	47.2%
2	2 New dep	oartment 2	0	0.00	0.00	0.0%	643	1866.36	3523.95	47.1%
3	3 New der	oartment 3	0	0.00	0.00	0.0%	764	2185.01	4350.11	49.9%
4	4 New dep	oartment 4	1	11.92	20.04	40.5%	1319	6977.77	12889.29	45.9%
5	5 New dep	artment 5	0	0.00	0.00	0.0%	744	1424.94	3364.66	57.7%
6	6 New dep	oartment 6	0	0.00	0.00	0.0%	131	717.85	1216.58	41.0%
7	7 New der	oartment 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 Ace Hardware

PERIOD COMPARATIVE REVENUE

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

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			THIS PERIOD			LAST YEAR				
LINE	DEPT	DEPT	NUMBER	SALES			NUMBE	R SALES		
#	ID	NAME	OF ITEMS	COST	REVENUE	MARGIN	OF ITE	MS COST	REVENUE	MARGIN
8	8 New de	epartment 8	0	0.00	0.00	0.0%	43	1 2790.36	4611.45	39.5%
9	9 New de	epartment 9	0	0.00	0.00	0.0%	16	6 491.25	874.60	43.9%
10	10 CLEAN	ING SUPPLIE	131	952.17	1684.28	43.5%	10	0 656.75	1180.82	44.4%
11	12 POSTAI	L	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%	57	5 5061.73	9030.11	43.9%
13	20 HAND	TOOLS AND T	567	3626.88	7252.84	50.0%	45	8 2842.17	5588.96	49.1%
14	28 POWER	TOOLS	18	530.33	743.40	28.7%	1			
15	30 FLASHI	LIGHTS/LIGH	210	1917.49	3906.00	50.9%	15	6 1156.82	2260.54	48.8%
16	34 ELECTI	RICAL SUPPL	416	4013.52	7333.89	45.3%	34	2 1961.52	3841.35	48.9%
17	40 PLUMB	ING SUPPLIE	1174	13435.00	28375.54	52.7%	85	1 5547.91	11831.71	53.1%
18	46 HEATIN	NG AND COOL	172	9743.13	17215.78	43.4%	10	4 3592.89	5951.71	39.6%
19	50 HARDWA	ARE	489	3525.45	9463.36	62.7%	38	9 2926.68	6183.25	
20	56 FASTE	NERS	57	939.58	3537.30	73.4%	5	5 6287.93	2676.23	-135.
21	58 BUILD	ING MATERIA	49	1427.71	2235.16	36.1%	4	7 2240.78	3203.28	30.0%
22	60 APPLIA	ANCES & HOM	27	1763.77	2656.10	33.6%	1	7 222.91	392.37	43.2%
23	64 HOUSE	WARES AND G	96	789.52	1374.94	42.6%	7	7 468.10	788.38	40.6%
24	65 APPLIA	ANCES	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%	33	6 4060.13	7431.00	45.4%
26	76 OUTDO	OR EQUIPMEN	58	1264.49	2353.34	46.3%	5	6 837.69	1429.25	41.4%
27	80 SPORT	ING GOODS	174	4652.96	7599.71	38.8%	21	2 2958.28	4649.61	36.4%
28	84 AUTOMO	OTIVE	183	1553.62	2946.08	47.3%	15	2 1251.27	1995.16	37.3%
29	88 OUTDO	OR LIVING A	33	499.59	861.08	42.0%	3	6 564.06	900.81	37.4%
30	90 STATIO	ONARY SUPPL	61	186.60	366.78	49.1%	3	8 99.01	157.51	37.2%
31	94 NOTION	NS AND MISC	123	867.09	1810.24	52.1%	9	9 901.09	1370.22	34.2%
32	102 CL-CL0	OSE OUTS	0	0.00	0.00	0.0%	2	1 289.81	442.42	34.5%
33	104 FD-FE	ED DEPT.	14	5685.69	8305.30	31.5%	8	1 2385.35	3545.11	32.7%
34	107 H3-SE	RVICE REFER	0	0.00	0.00	0.0%		1 1.50	4.99	70.0%
35	110 LB-LUN	MBER	17	1036.98	1394.43	25.6%	1	8 443.76	678.51	34.6%
36	111 MH-MOE	BILE HOME P	0	0.00	0.00	0.0%	1	7 157.14	248.10	36.7%
37	114 RE-REN	NTAL EQUIPM	5	54.08	680.00	92.0%	1	0 112.51	264.37	57.4%
38	116 SE-SMA	ALL ENGINE	0	0.00	0.00	0.0%		1 15.00	15.00	0.0%
39	128 Depart	tment 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%	4			31.2%
41	136 Depart	tment 136	0	0.00	0.00	0.0%	1			
42	137 MH		13	387.25	471.35	17.8%		9 433.34		30.8%
43	140 Depart	tment 140	0	0.00	0.00	0.0%		5 412.50		52.2%

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

				TH	IS PERIOD	
LINE	DEPT	DEPT	NUMBER	SALES		
#	ID	NAME	OF ITEMS	COST	REVENUE	MARGIN
8	8 New de	partment 8	0	0.00	0.00	0.0%
9	9 New de	partment 9	0	0.00	0.00	0.0%
10	10 CLEANI	NG SUPPLIE	131	952.17	1684.28	43.5%
11	12 POSTAL		2	4.06	8.30	51.1%
12	14 PAINT	AND PAINT	691	6905.28	13104.21	47.3%
13	20 HAND TO	OOLS AND T	567	3626.88	7252.84	50.0%
14	28 POWER	TOOLS	18	530.33	743.40	28.7%
15	30 FLASHL	IGHTS/LIGH	210	1917.49	3906.00	50.9%
16	34 ELECTR	ICAL SUPPL	416	4013.52	7333.89	45.3%
17	40 PLUMBI	NG SUPPLIE	1174	13435.00	28375.54	52.7%
18	46 HEATIN	G AND COOL	172	9743.13	17215.78	43.4%
19	50 HARDWA	RE	489	3525.45	9463.36	62.7%
			<u> </u>			

	LA	AST YEAR	
NUMBER	SALES		
OF ITEMS	COST	REVENUE	MARGIN
431	2790.36	4611.45	39.5%
166	491.25	874.60	43.9%
100	656.75	1180.82	44.4%
3	4.13	8.22	49.8%
575	5061.73	9030.11	43.9%
458	2842.17	5588.96	49.1%
11	348.10	472.65	26.4%
156	1156.82	2260.54	48.8%
342	1961.52	3841.35	48.9%
851	5547.91	11831.71	53.1%
104	3592.89	5951.71	39.6%
389	2926.68	6183.25	52.7%

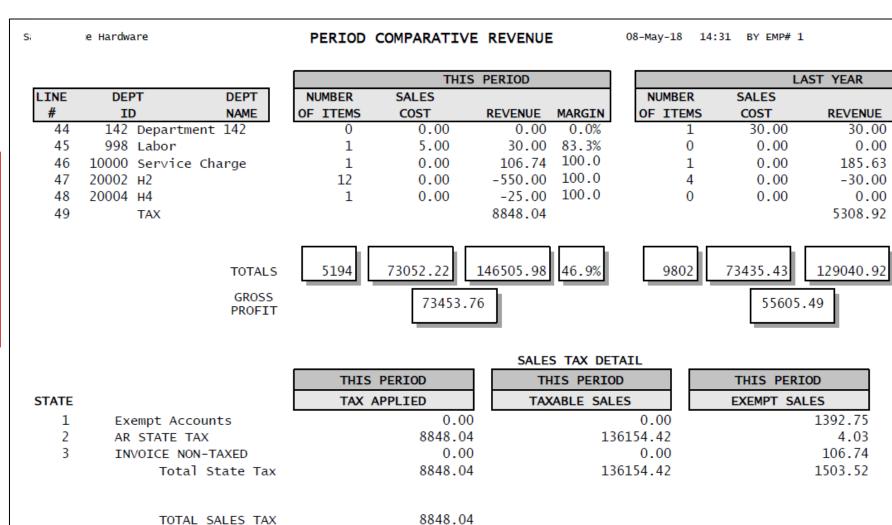
Number of different items sold in each department. IE: Sold two different items in the Postal department.

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



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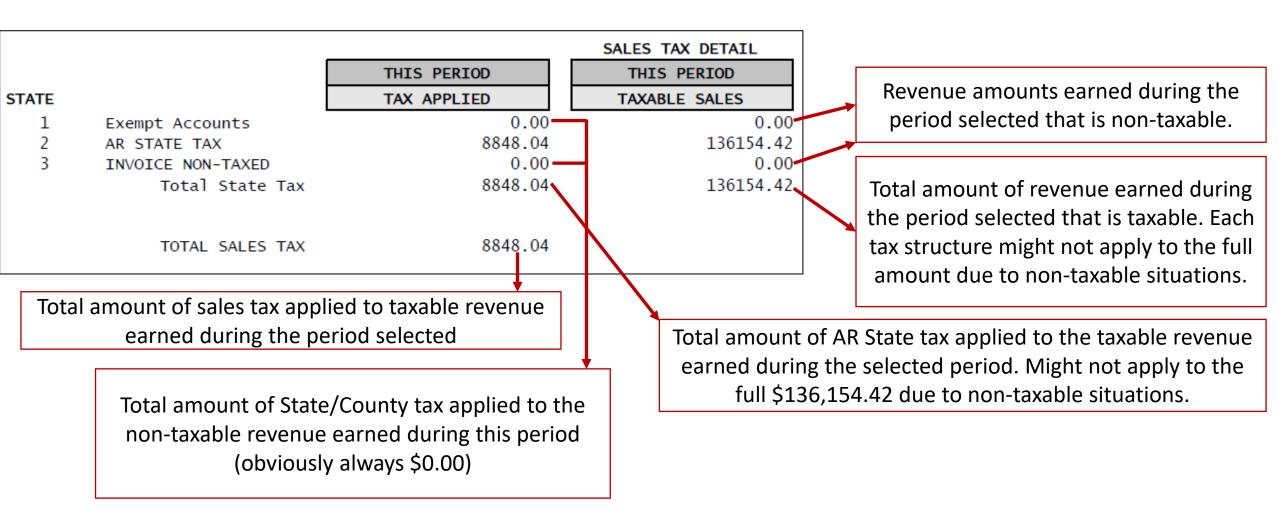
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Page 3: Overview

Breakdown of items sold, sales cost, revenue Last year's Page 3: Revenue Breakdown Finalized earned, and % gross profit margin made from said numbers for revenue earned (including taxes) by Department **Note:** Full page not displayed. comparison (continued from Page 2). Ace Hardware 👡 PERIOD COMPARATIVE REVENUE 08-May-18 14:31 BY EMP# 1 PAGE Store Name THIS PERIOD LAST YEAR INE DEPT NUMBER SALES NUMBER SALES DEPT TD NAME OF ITEMS COST MARGIN OF ITEMS COST REVENUE REVENUE MARGIN 44 142 Department 142 0.00 0.00 0.0% 30.00 30.00 0.0% 45 83.3% 0.00 998 Labor 5.00 30.00 0.00 0.0% 100.0 100.0 106.74 185.63 10000 Service Charge 0.00 0.00 100.0 100.0 12 -550.000.00 -30.00 20002 H2 0.00 100.0 48 20004 н4 0.00 -25.000.00 0.00 0.0% 8848.04 5308.92 49 TAX 73052.22 146505.98 46.9% 9802 129040.92 40.6% 5194 73435.43 TOTALS GROSS 73453.76 55605.49 PROFIT Departments that had sales during the Total amount of revenue Total amount of revenue made selected period last year but had zero sales made before taxes with mark up in dollars applied during the selected period this year Total number of different items Total amount of mark up in Total % gross profit margin made from total sold. IE: One item sold 5 times dollars applied to sales cost; amount of revenue earned after taxes will be listed once. 100% gross profit

Page 3: Tax Breakdown

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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).