



# SALES REPORTS

# Best-Selling Styles by Department with Photo & Sales/Stock Matrix

Date Range: 01/03/02 - 30/06/02



MD000454 CT

	Stock	Sales	45	50	55	60	65	70	75	80	Total
Black	Davis St	0	0	1	2	2	1	2	1	1	10
	Eastgate	0	1	2	0	0	1	1	1	1	6
	Ellis Center	0	0	2	0	2	0	1	1	1	6
	Galeria	0	0	0	0	2	0	0	0	1	3
	Mill Rd	0	0	1	1	0	0	1	1	1	5
	Plaza	1	1	0	2	0	0	0	0	0	4
	<b>Total</b>	1	2	5	5	5	3	4	5	3	30
Pathe	Davis St	0	0	1	0	0	2	2	1	0	6
	Eastgate	1	1	2	0	2	0	0	1	1	8
	Ellis Center	0	0	0	2	2	2	1	0	0	10
	Galeria	1	1	1	2	2	2	1	1	1	11
	Mill Rd	0	0	1	2	2	1	1	0	0	8
	Plaza	1	0	0	1	0	1	0	0	1	4
	<b>Total</b>	3	5	8	7	9	9	4	3	1	48
White	Davis St	1	1	2	1	0	2	1	1	1	10
	Eastgate	0	0	0	1	2	0	1	0	1	5
	Ellis Center	1	1	2	2	2	2	1	1	1	12
	Galeria	1	1	1	1	0	0	0	0	0	4
	Mill Rd	0	0	2	2	2	0	1	0	0	7
	Plaza	0	0	1	0	1	2	0	0	0	4
	<b>Total</b>	3	4	9	7	5	7	2	3	2	40
<b>Total</b>	7	11	22	19	19	19	10	11	11	118	
			2	1	3	5	5	2	2	1	21

## Sizes Most Sold by Department with Stock Levels

Date Range: 1/1/02 - 3/31/02

<b>Footwear Lady's Dressy Boots</b>	<b>Sales</b>	<b>%Tot</b>	<b>Stock</b>	<b>%Tot</b>	<b>%Diff</b>
07	229	26.5%	61	12.0%	-14.4%
08	208	24.0%	103	20.3%	-3.7%
09	127	14.7%	122	24.1%	9.4%
06	107	12.4%	36	7.1%	-5.3%
10	59	6.8%	85	16.8%	9.9%
05	50	5.8%	19	3.7%	-2.0%
07 1/2	27	3.1%	14	2.8%	-0.4%
11	18	2.1%	47	9.3%	7.2%
06 1/2	15	1.7%	4	0.8%	-0.9%
08 1/2	13	1.5%	11	2.2%	0.7%
05 1/2	9	1.0%	1	0.2%	-0.8%
09 1/2	3	0.3%	3	0.6%	0.2%
04	0	0.0%	1	0.2%	0.2%
<b>Footwear Lady's Dressy Boots</b>	<b>865</b>		<b>507</b>		

<b>Footwear Lady's Dressy Shoe</b>	<b>Sales</b>	<b>%Tot</b>	<b>Stock</b>	<b>%Tot</b>	<b>%Diff</b>
07	174	27.9%	252	20.0%	-7.9%
08	157	25.2%	330	26.2%	1.0%
06	94	15.1%	132	10.5%	-4.6%
09	82	13.2%	298	23.7%	10.5%
05	42	6.7%	13	1.0%	-5.7%
10	31	5.0%	148	11.8%	6.8%
08 1/2	12	1.9%	5	0.4%	-1.5%
07 1/2	10	1.6%	21	1.7%	0.1%
11	8	1.3%	46	3.7%	2.4%
06 1/2	7	1.1%	9	0.7%	-0.4%
05 1/2	6	1.0%	5	0.4%	-0.6%
<b>Footwear Lady's Dressy Shoe</b>	<b>623</b>		<b>1,259</b>		

<b>Footwear Lady's Dressy Sandals</b>	<b>Sales</b>	<b>%Tot</b>	<b>Stock</b>	<b>%Tot</b>	<b>%Diff</b>
07	104	21.9%	263	18.5%	-3.3%
08	80	16.8%	304	21.4%	4.6%
06	66	13.9%	175	12.3%	-1.6%
07 1/2	47	9.9%	69	4.9%	-5.0%
09	47	9.9%	244	17.2%	7.3%
06 1/2	41	8.6%	50	3.5%	-5.1%
08 1/2	27	5.7%	65	4.6%	-1.1%
10	26	5.5%	166	11.7%	6.2%
05 1/2	22	4.6%	16	1.1%	-3.5%
05	15	3.2%	64	4.5%	1.4%
11	0	0.0%	2	0.1%	0.1%
<b>Footwear Lady's Dressy Sandals</b>	<b>475</b>		<b>1,418</b>		

<b>Footwear Lady's Party Sandals</b>	<b>Sales</b>	<b>%Tot</b>	<b>Stock</b>	<b>%Tot</b>	<b>%Diff</b>
07	71	19.0%	200	15.1%	-4.0%
07 1/2	59	15.8%	199	15.0%	-0.8%
08	51	13.7%	175	13.2%	-0.5%
06	47	12.6%	140	10.6%	-2.1%
08 1/2	38	10.2%	156	11.8%	1.6%



## Best-Selling Colors with Stock Levels

Date Range: 1/1/02 - 3/31/02

	<u>Sales</u>	<u>%Tot</u>	<u>Stock</u>	<u>%Tot</u>	<u>%Diff.</u>
Black	1,889	55.3%	3,807	38.3%	-17.0%
Camel	379	11.1%	1,379	13.9%	2.8%
Brown	258	7.6%	472	4.7%	-2.8%
Silver	154	4.5%	349	3.5%	-1.0%
Red	120	3.5%	488	4.9%	1.4%
Gold	110	3.2%	318	3.2%	-0.0%
Black/White	78	2.3%	191	1.9%	-0.4%
Natural	63	1.8%	158	1.6%	-0.3%
Tan	58	1.7%	261	2.6%	0.9%
Navy Denim	44	1.3%	36	0.4%	-0.9%
Blue	36	1.1%	102	1.0%	-0.0%
Beige	30	0.9%	331	3.3%	2.5%
Red/White	16	0.5%	36	0.4%	-0.1%
Beige/Camel	14	0.4%	85	0.9%	0.4%
Ivory/Black	13	0.4%	22	0.2%	-0.2%
Bronze	12	0.4%	16	0.2%	-0.2%
Black Croco	9	0.3%	13	0.1%	-0.1%
Silver Met	9	0.3%	5	0.1%	-0.2%
Violet/Lilac	9	0.3%	1	0.0%	-0.3%
White/Black	9	0.3%	39	0.4%	0.1%
Taupe	7	0.2%	46	0.5%	0.3%
Black PU	6	0.2%	5	0.1%	-0.1%
Black Suede	6	0.2%	21	0.2%	0.0%
Gold Caramel	6	0.2%	14	0.1%	-0.0%
Gold Cream	6	0.2%	4	0.0%	-0.1%
Pink	6	0.2%	47	0.5%	0.3%
White	6	0.2%	176	1.8%	1.6%
Black Lamy	5	0.1%	9	0.1%	-0.1%
Cream/Ivory	5	0.1%	6	0.1%	-0.1%
Niquel	5	0.1%	0	0.0%	-0.1%
Wine Black	5	0.1%	7	0.1%	-0.1%
Black/Dots black-white	4	0.1%	6	0.1%	-0.1%
Ivory	4	0.1%	10	0.1%	-0.0%
Berinjela	3	0.1%	21	0.2%	0.1%
Black/White (dots)	3	0.1%	-1	-0.0%	-0.1%
Gold Chocolate	3	0.1%	8	0.1%	-0.0%
Red/Black	3	0.1%	14	0.1%	0.1%
Wine	3	0.1%	13	0.1%	0.0%
Black Satin	2	0.1%	8	0.1%	0.0%

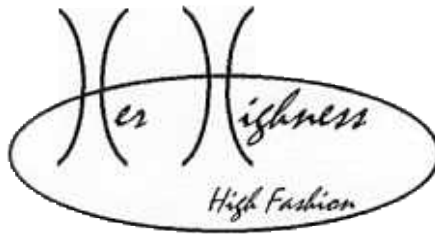
## Best-Selling Colors by Department with Stock Levels

Date Range: 1/1/02 - 3/31/02

<b>Footwear Lady's Dressy Boots</b>	<b>Sales</b>	<b>%Tot</b>	<b>Stock</b>	<b>%Tot</b>	<b>%Diff</b>
Black	243	65.9%	297	58.6%	-7.3%
Brown	61	16.5%	100	19.7%	3.2%
Camel	40	10.8%	34	6.7%	-4.1%
Beige	5	1.4%	4	0.8%	-0.6%
Black Suede	5	1.4%	11	2.2%	0.8%
Natural	4	1.1%	8	1.6%	0.5%
Berinjela	3	0.8%	21	4.1%	3.3%
Wine Black	3	0.8%	7	1.4%	0.6%
Navy Denim	2	0.5%	10	2.0%	1.4%
Red	2	0.5%	10	2.0%	1.4%
Tan	1	0.3%	5	1.0%	0.7%
<b>Footwear Lady's Dressy Boots</b>	<b>369</b>		<b>507</b>		

<b>Footwear Lady's Dressy Shoe</b>	<b>Sales</b>	<b>%Tot</b>	<b>Stock</b>	<b>%Tot</b>	<b>%Diff</b>
Black	156	52.0%	605	48.1%	-3.9%
Camel	34	11.3%	106	8.4%	-2.9%
Black/White	27	9.0%	104	8.3%	-0.7%
Brown	24	8.0%	142	11.3%	3.3%
Red	12	4.0%	71	5.6%	1.6%
Bronce	7	2.3%	13	1.0%	-1.3%
Black Croco	6	2.0%	6	0.5%	-1.5%
Gold Caramel	5	1.7%	14	1.1%	-0.6%
Natural	5	1.7%	16	1.3%	-0.4%
Beige/Camel	4	1.3%	9	0.7%	-0.6%
Gold	4	1.3%	41	3.3%	1.9%
Ivory/Black	4	1.3%	17	1.4%	0.0%
Red/White	3	1.0%	20	1.6%	0.6%
Gold Cream	2	0.7%	4	0.3%	-0.3%
Ivory	2	0.7%	9	0.7%	0.0%
Cream/Ivory	1	0.3%	6	0.5%	0.1%
Gold Black	1	0.3%	9	0.7%	0.4%
Tan	1	0.3%	18	1.4%	1.1%
Violet/Lilac	1	0.3%	1	0.1%	-0.3%
White/Black	1	0.3%	4	0.3%	-0.0%
Brown Croco	0	0.0%	11	0.9%	0.9%
Gold Chocolate/Gold Cre...	0	0.0%	10	0.8%	0.8%
Red/Black	0	0.0%	12	1.0%	1.0%
Silver	0	0.0%	11	0.9%	0.9%
<b>Footwear Lady's Dressy Shoe</b>	<b>300</b>		<b>1,259</b>		

<b>Footwear Lady's Casual Shoe</b>	<b>Sales</b>	<b>%Tot</b>	<b>Stock</b>	<b>%Tot</b>	<b>%Diff</b>
Black	99	57.9%	558	42.1%	-15.7%
Camel	37	21.6%	345	26.1%	4.4%
Brown	20	11.7%	53	4.0%	-7.7%
Tan	7	4.1%	17	1.3%	-2.8%
Red	4	2.3%	46	3.5%	1.1%
Navy Denim	3	1.8%	12	0.9%	-0.8%
Beige	1	0.6%	49	3.7%	3.1%



## 25 Best-Selling Styles by Value

Date Range:

1/1/02 - 6/30/02

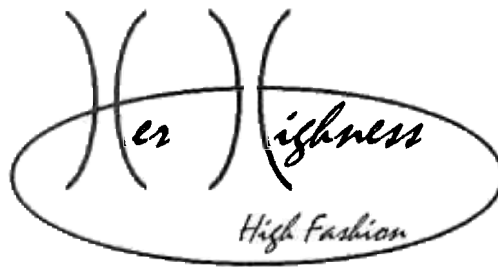
Style	Quantity	Value (Sales)
68213	60	\$2,949.41
19511	57	\$2,785.60
68218	47	\$2,339.53
23601	56	\$2,316.65
20204	47	\$2,274.67
48018	47	\$1,779.56
20903	44	\$1,624.75
18556	42	\$1,619.60
20221	42	\$1,613.73
75044	45	\$1,512.61
19506	37	\$1,497.20
20115	28	\$1,495.81
June-1	87	\$1,439.28
22300	25	\$1,349.85
75042	33	\$1,348.21
22302	29	\$1,345.29
6907	41	\$1,315.67
8406	26	\$1,295.84
75025	38	\$1,279.68
A863	26	\$1,274.75
19508	26	\$1,263.84
Celine-23	45	\$1,259.58
Key-1	70	\$1,254.37
80209	25	\$1,249.75
Dindi-1	67	\$1,244.37
<b>Total</b>	<b>7,358</b>	<b>\$222,091.47</b>

Query

Order

INVOICES.INVDATE BETWEEN '01-01-2002' AND  
'06-30-2002'

File: 25BestSellingStylesbyValue.rpt



## 25 Best-Selling Styles by Quantity

Date Range:

1/1/02 - 6/30/02

Style

Quantity

Value (Sales)

Style	Quantity	Value (Sales)
June-1	87	\$1,439.28
Key-1	70	\$1,254.37
Dindi-1	67	\$1,244.37
Shade-1	67	\$1,209.43
68213	60	\$2,949.41
Tyler-5	60	\$1,159.45
Glam-1	59	\$1,119.49
Note-2	59	\$1,009.50
19511	57	\$2,785.60
23601	56	\$2,316.65
Gift-1	55	\$924.56
Port-2	52	\$959.56
Tyler-4	52	\$1,000.52
Bliss-2	51	\$969.52
Tyler-3	49	\$839.58
Mesa-3	48	\$929.57
20204	47	\$2,274.67
48018	47	\$1,779.56
68218	47	\$2,339.53
Fab-1	46	\$806.59
King-3	46	\$917.13
75044	45	\$1,512.61
Celine-23	45	\$1,259.58
June-4	45	\$759.62
20903	44	\$1,624.75
<b>Total</b>	<b>7,358</b>	<b>\$222,091.47</b>

Note: Totals are for all styles.

Query

Order

INVOICES.INVDATE BETWEEN '01-01-2002' AND  
'06-30-2002'

File: 25BestSellingStylesbyQuantity.rpt



## Sales by Subclass with Price, Discount & Margin

Date Range: 1/1/02 - 7/10/02

	Quant.	List Price	Discount	% Disc	Ext Price	Ext Cost	Ext Margin	%Marg
Casual	2,690	\$71,996	\$12,425	17.3%	\$59,571	\$22,320	\$37,250	62.5%
Dress	3,195	\$155,812	\$34,944	22.4%	\$120,868	\$57,081	\$63,787	52.8%
Evening	964	\$31,996	\$4,937	15.4%	\$27,059	\$10,495	\$16,564	61.2%
Sport	482	\$15,172	\$1,378	9.1%	\$13,794	\$5,267	\$8,527	61.8%
<b>Totals</b>	<b>7,331</b>	<b>\$274,975</b>	<b>\$53,684</b>	<b>19.5%</b>	<b>\$221,292</b>	<b>\$95,164</b>	<b>\$126,128</b>	<b>57.0%</b>

Query INVOICES.INVDATE BETWEEN '01-01-2002' AND '07-10-2002' Order

File: SalesbySubclasswithMarginDiscount.rpt



# Obsession

boutique

## Sales by Subclass and Style with Price, Discount & Margin

Date Range: 1/1/02 - 7/10/02

Tammy-1	10	\$199.90	\$19.99	10.0%	\$179.91	\$73.55	\$106.36	59.1%
Tammy-3	14	\$339.86	\$49.98	14.7%	\$289.88	\$106.20	\$183.68	63.4%
Tour-2	8	\$159.92	\$19.99	12.5%	\$139.93	\$0.00	\$139.93	100.0%
Tyler-1	25	\$507.75	\$39.98	7.9%	\$467.77	\$184.25	\$283.52	60.6%
Tyler-3	49	\$979.51	\$139.93	14.3%	\$839.58	\$357.70	\$481.88	57.4%
Tyler-4	52	\$1,084.48	\$83.96	7.7%	\$1,000.52	\$341.69	\$658.83	65.8%
Tyler-5	60	\$1,259.40	\$99.95	7.9%	\$1,159.45	\$443.79	\$715.66	61.7%
Vega-1	20	\$395.80	\$59.97	15.2%	\$335.83	\$0.00	\$335.83	100.0%
Vegy-1	11	\$274.89	\$0.00	0.0%	\$274.89	\$104.94	\$169.95	61.8%
Vegy-2	9	\$224.91	\$0.00	0.0%	\$224.91	\$83.61	\$141.30	62.8%
Wood-1	1	\$29.99	\$0.00	0.0%	\$29.99	\$0.00	\$29.99	100.0%
Wood-2	7	\$195.93	\$15.00	7.7%	\$180.94	\$8.04	\$172.90	95.6%
Wood-3	1	\$29.99	\$0.00	0.0%	\$29.99	\$0.00	\$29.99	100.0%
Zen-2	25	\$499.75	\$49.9	10.0%	\$449.78	\$146.88	\$302.90	67.3%

**Casual** 2,690 \$71,995.62 \$12,425.12 17.3% \$59,570.50 \$22,320.45 \$37,250.05 62.5%

Dress	Quant.	List Price	Discount	%Disc	Ext Price	Ext Cost	Ext Marg	%Marg
96004	6	\$269.94	\$67.48	25.0%	\$202.45	\$81.06	\$121.40	60.0%
1006C	22	\$350.18	\$30.38	8.7%	\$319.80	\$93.72	\$226.08	70.7%
1007C	17	\$271.83	\$25.58	9.4%	\$246.25	\$90.95	\$155.30	63.1%
10259	5	\$349.95	\$139.98	40.0%	\$209.97	\$156.25	\$53.72	25.6%
10296	11	\$1,209.89	\$384.97	31.8%	\$824.92	\$481.14	\$343.78	41.7%
10310	2	\$109.98	\$11.00	10.0%	\$98.98	\$45.30	\$53.68	54.2%
11052	11	\$604.89	\$131.98	21.8%	\$472.91	\$266.14	\$206.77	43.7%
11053	16	\$863.34	\$137.47	15.9%	\$725.86	\$368.23	\$357.64	49.3%
11054	8	\$439.92	\$115.48	26.2%	\$324.44	\$189.88	\$134.56	41.5%
11056	2	\$119.98	\$18.00	15.0%	\$101.98	\$46.74	\$55.24	54.2%
1177-A	9	\$539.91	\$119.98	22.2%	\$419.93	\$201.15	\$218.78	52.1%
1222-A	3	\$269.97	\$89.99	33.3%	\$179.98	\$104.70	\$75.28	41.8%



## Sales by Subclass by Style and Invoice with Price, Discount & Margin

Date Range: 1/1/02 - 7/10/02

10008836	27/05/02	Black	07	1	\$19.99	\$0.00	0.0%	\$19.99	\$6.12	\$13.87	69.4%
10008902	27/05/02	Black	07 1/2	1	\$19.99	\$0.00	0.0%	\$19.99	\$6.12	\$13.87	69.4%
<b>Zen-2</b>				<b>25</b>	<b>\$499.75</b>	<b>\$49.97</b>	<b>10.0%</b>	<b>\$449.78</b>	<b>\$146.88</b>	<b>\$302.90</b>	<b>67.3%</b>
<b>Casual</b>				<b>2,690</b>	<b>\$71,995.62</b>	<b>\$12,425.12</b>	<b>17%</b>	<b>\$59,570.50</b>	<b>\$22,320.45</b>	<b>\$37,250.05</b>	<b>63%</b>

### Dress

#### 96004

				Quant.	List Price	Discount	%Disc	Ext. Price	Ext. Cost	Ext. Mara	%Mara
10003583	11/02/02	Black	07	1	\$44.99	\$0.00	0.0%	\$44.99	\$13.51	\$31.48	70.0%
10003694	16/02/02	Black	06	1	\$44.99	\$13.50	30.0%	\$31.49	\$13.51	\$17.98	57.1%
10003880	21/02/02	Black	08	1	\$44.99	\$13.50	30.0%	\$31.49	\$13.51	\$17.98	57.1%
10003944	23/02/02	Black	06	1	\$44.99	\$13.50	30.0%	\$31.49	\$13.51	\$17.98	57.1%
10004833	16/03/02	Black	07	1	\$44.99	\$13.50	30.0%	\$31.49	\$13.51	\$17.98	57.1%
10005129	23/03/02	Black	05	1	\$44.99	\$13.50	30.0%	\$31.49	\$13.51	\$17.98	57.1%
<b>96004</b>				<b>6</b>	<b>\$269.94</b>	<b>\$67.48</b>	<b>25.0%</b>	<b>\$202.45</b>	<b>\$81.06</b>	<b>\$121.40</b>	<b>60.0%</b>

#### 1006C

				Quant.	List Price	Discount	%Disc	Ext. Price	Ext. Cost	Ext. Mara	%Mara
10002542	19/01/02	Black	03-Medium	1	\$14.39	\$0.00	0.0%	\$14.39	\$4.26	\$10.13	70.4%
10002930	22/01/02	Black	03-Medium		\$15.99	\$1.60	10.0%	\$14.39	\$4.26	\$10.13	70.4%
10003044	26/01/02	Black	03-Medium		\$15.99	\$1.60	10.0%	\$14.39	\$4.26	\$10.13	70.4%
10003529	9/02/02	Black	02-Small		\$15.99	\$1.60	10.0%	\$14.39	\$4.26	\$10.13	70.4%
10003572	10/02/02	Black	04-Large		\$15.99	\$1.60	10.0%	\$14.39	\$4.26	\$10.13	70.4%
10003848	19/02/02	Black	04-Large		\$15.99	\$1.60	10.0%	\$14.39	\$4.26	\$10.13	70.4%
10003872	21/02/02	Black	02-Small		\$15.99	\$1.60	10.0%	\$14.39	\$4.26	\$10.13	70.4%
10004065	26/02/02	Black	02-Small		\$15.99	\$1.60	10.0%	\$14.39	\$4.26	\$10.13	70.4%
10004125	1/03/02	Black	03-Medium		\$15.99	\$1.60	10.0%	\$14.39	\$4.26	\$10.13	70.4%
10004163	2/03/02	Black	02-Small		\$15.99	\$1.60	10.0%	\$14.39	\$4.26	\$10.13	70.4%
10004249	4/03/02	Black	03-Medium		\$15.99	\$1.60	10.0%	\$14.39	\$4.26	\$10.13	70.4%

# Sales Summary by Employee

Date Range:

01/06/02 - 30/06/02

Employee		Total	Net Total
Monica	Soares	\$7,123.20	\$6,720.00
Cathy	Gianni	\$4,266.50	\$4,025.00
Daniela	Olson	\$3,196.41	\$3,015.48
		<b>\$14,586.11</b>	<b>\$13,760.48</b>

Query

NOT INVOICES.INVOICENUM = 0 AND  
INVOICES.INVDATE BETWEEN '06-01-2002' AND  
'06-30-2002' AND  
NOT EMPLOYEES.NAME = ''

Order

EMPLOYEES.EMPNUM ASC,  
INVOICES.INVOICENUM ASC

File: SalesbyEmployeeSummary.rpt

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