

# Sales Analysis

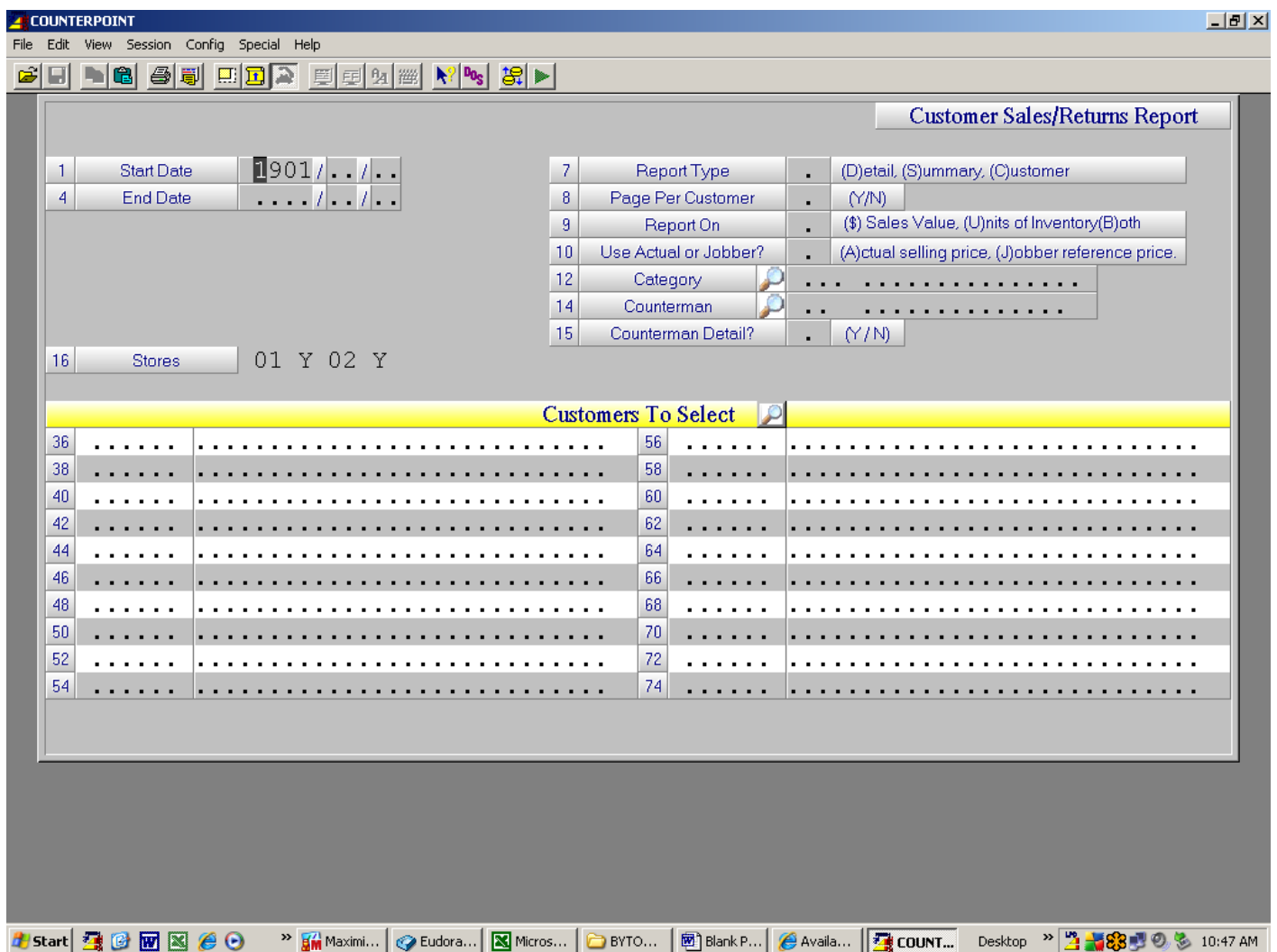
- [Customer Sales Reporting](#)

# Customer Sales Reporting

As a normal part of working with your customer base there will be times when you need to understand a customers buying habits by category. Counterpoint provides a report specifically for this purpose. The report is accessed via the following menu path.

5. **Sales Analysis...**-> 3. **Sales/Core Reports...**-> 4. **Customer Reporting...**-> 2. **Customer Sales\_Returns**

Which brings up the following screen.



Enter data into fields as follows.

**1 Start Date** – Enter date you would like analysis to begin –hit Enter to include all customer purchases.

**4 End Date** – Enter date of last day you wish to include in the analysis – hit enter to include all data.

**7 Report Type** - Enter one of the displayed options as appropriate to your need for this report.

**8 Page** - Per Customer - Enter **Y** or **N** as appropriate.

**9 Report On** - Enter One of the displayed options as appropriate to your needs.

**10 Use Actual or Jobber** - Enter as appropriate to your needs.

**12 Category** - Enter category to be reported or hit [Enter] to report on all categories.

**14 Counterman** - Enter Counterman number to report or hit [Enter] to report on all Counterman sales.

**15 Counterman Detail** - Enter **Y** or **N** as appropriate to your needs.

**16 Stores** - Prompt will list the stores on your system by branch number. All will have default value of Y change to N as appropriate to your needs.

**Fields 36 thru 74** - Enter customer account numbers of all customers you wish to see reported. Hit [Enter] to see all customers reported. Use the Tab key to launch a customer account search if you are unsure of the account number.

When you have entered all fields hit [F1] to run the program.

Report can be displayed on screen or printed out as appropriate to your intended usage.