

**SALES ORDER** PAGE: 1

ORDER NUMBER: 000116  
ORDER DATE: 05/19/1999

SALESPERSON: 0190  
Jan Kestley

CUSTOMER NO: 01-BRESLIN

**ABC**  
DISTRIBUTION  
COMPANY

**SOLED TO:**  
Evelin Parts Supply  
2035 N. Main St  
Moline, WI 53268

**SHIP TO:**  
Evelin Parts Supply  
2035 N. Main St  
Moline, WI 53268

**CONFIRM TO:**  
Diane Spickman

CUSTOMER PO	SHIP VIA	F.O.B.	TERMS			
90-304	C.O.D.	DESTINATION	C.O.D.			
ITEM NUMBER	UNIT	ORDERED	SHIPPED	BACK ORD.	PRICE	AMOUNT
1001-804-8294LK NO# 4 DRAWER LETTER FILE W/ LOCK Place On# Placed Monogram in upper left corner of top drawer - Installs D.W.H.	EACH	3.00	0.00	0.00	135.000	405.00
ARS-9301 ART SPECIALTY BRONZE LAMP D1400	EACH	4.00	0.00	0.00	113.950	455.80
EXECUTIVE DESK ENSEMBLE T2000-C	EACH	1.00	0.00	0.00	1,700.000	1,700.00
		1.00	0.00	0.00	900.000	900.00

## Crystal Forms

*The perfect way to produce highly customized, multi-functional forms.*

The Crystal Reports designer is fully integrated with MAS 90 and MAS 200 form printing. The graphical designer enables you to customize fields, as well as the appearance of your invoices, checks and other business forms. Print a logo in the page header or create a watermark effect with a background bitmap; select the font size, color and style separately for each field on the form; and print fields anywhere — even twice. Once designed, your forms can be printed, faxed or e-mailed directly to your customer.



## MAS 90

## MAS 200

Client/Server

Client/Server for SQL Server

Need to e-mail an account status to a customer? Crystal Reports is the tool to use.

Need to provide an end-of-quarter balance sheet to your stockholders? FRx software can handle that.

Need a quick report to indicate how close you are to meeting your sales goals? Report Master can provide it.

Whether it's quick status information or a presentation-quality report, MAS 90 and MAS 200 have the reporting tools that you need. Providing multiple levels of standard and custom reports, the application can give you virtually any report you need to run your business.

### REPORTING OPTIONS:

- Standard Reports
- Custom Reports
  - Crystal Reports Software
  - Report Master
- Financial Reporting
  - FRx Desktop
  - General Ledger Custom Financials
  - F9 Spreadsheet-Based Financial Reporting Application
- Custom Forms
  - Crystal Laser Forms

ABC Distribution and Service Co.				
BUDGET & HISTORY REPORT				
ACCOUNT	DESCRIPTION	1996 ACTUAL POSTINGS	1996 CURRENT BUDGET	1997 ACTUAL POSTINGS
515-000	Building maintenance			
	BEGINNING BALANCE:	00		00
	PERIOD 1:	713.12	680.00	525.95
	PERIOD 2:	728.25	680.00	562.77
	PERIOD 3:	754.66	680.00	574.03
	PERIOD 4:	748.33	700.00	585.51
	PERIOD 5:	1,275.50	700.00	597.22
	PERIOD 6:	00	700.00	597.22
	PERIOD 7:	00	700.00	615.14
	PERIOD 8:	00	700.00	627.44
	PERIOD 9:	00	700.00	639.59
	PERIOD 10:	00	700.00	646.38
	PERIOD 11:	00	700.00	659.32
	PERIOD 12:	00	800.00	685.69
	TOTAL/END BAL:	4,192.68	8,280.00	7,216.67

### Standard Reports

*Just what you need when you're in a hurry and need to produce a report with a professional look.*

Standard pre-designed reports are available straight out of the box in each MAS 90 and MAS 200 module. You can quickly customize the appearance of the reports with the Report Format Maintenance function. Select the font size, color and style for the body of reports and add up to two types of bitmaps. This can enable you to print a logo in the page header or create a watermark effect with a background bitmap. With standard reports, you can also format headers and footers to specify the positions of specific fields.

Using the report format maintenance function, you have the option of selecting graphical output (to a laser printer) or the basic format (on a dot matrix printer). Found on the Library Master module utilities menu, this function allows you to create a custom report format for each specific company. Each module contains a wide selection of standard reports. Included among the reports pre-defined in various modules are General Ledger Detail by Source, Monthly Trend, Customer Sales Analysis, Estimated Cash Flow Analysis, Inventory Turnover, and Benefit(s) Accrual. A full list of reports can be found on the individual module specification sheets.



## Design reports that reflect your unique business needs.

Two built-in report writers enable you to design customized reports from virtually any MAS 90 or MAS 200 data file. By simply selecting the information that you want printed, you can create reports once and run them again at any time. You also have the option of automatically running reports, a feature that enables you to run a report from a batch or script file. With the Library Master Report Manager feature, reports can be placed on a custom menu in each module for quick access. Reports can also be imported and exported, enabling you to transfer them between installations.

## Crystal Reports

*The ideal tool when you need publication-quality reports, checks, invoices and more.*

Crystal Reports is a powerful Windows report writer that allows you to create meaningful, real-time reports quickly and easily. You can use sample reports straight out of the box or modify them to suit your needs, then save and run them anytime.

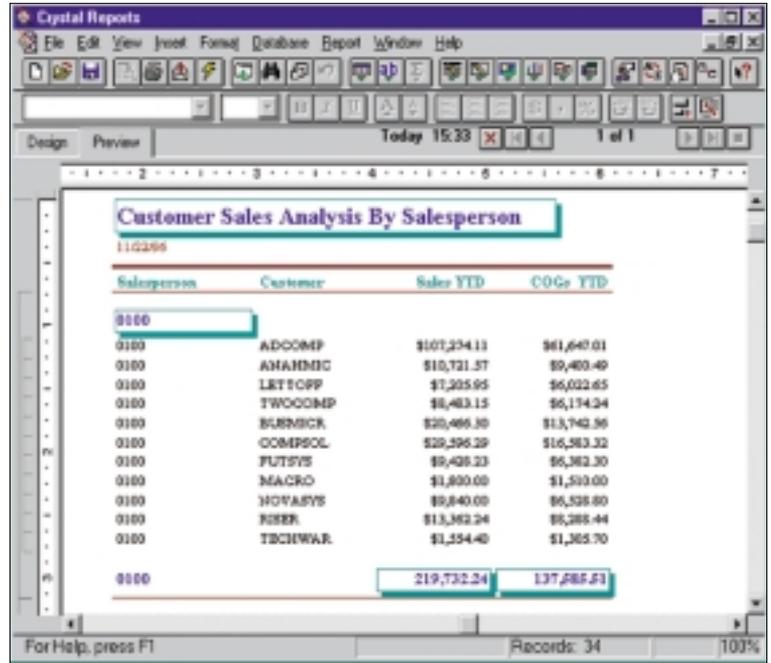
Wizards can walk you through the steps to easily modify a base report. Select the font type, size and text color, enhance the layout by applying lines, borders and shading, and further enrich your reports with embedded pictures, diagrams and logos. Using tables, cross-tabulations or one of 12 graph styles, you can clearly communicate your accounting information. You can even create reports with drill-down capabilities. If you need to create a report from scratch, wizards (called Experts) guide you through the report process from start to finish. You can run your reports at pre-determined times, even unattended.

Via the open database connectivity (ODBC) driver, Crystal Reports has direct access to MAS 90 or MAS 200 data. The ODBC driver also provides read-only access to MAS 90 or MAS 200 data for other applications, including Microsoft Word, Excel and Access software. This can allow your accounting information to be easily transferred for use in other applications and report writers.

## Report Master

*Perfect for those times when speed of access to your data is the top priority.*

Now management decisions can be made at a moment's notice, thanks to the speed and accuracy with which Report Master can produce meaningful reports. A sophisticated, full-featured report writer that allows you to easily create customized management reports that are tailored to your specific needs, the Report Master is an integral part of the MAS 90 and MAS 200 library of applications, and is embedded in the Library Master module. While each module already produces a myriad of informative management reports, Report Master allows you to design additional custom reports using data from virtually any data field within a MAS 90 or MAS 200 module. With the ability to print or display to the screen, Report Master also enables you to save to a file and export to popular spreadsheet and database formats.



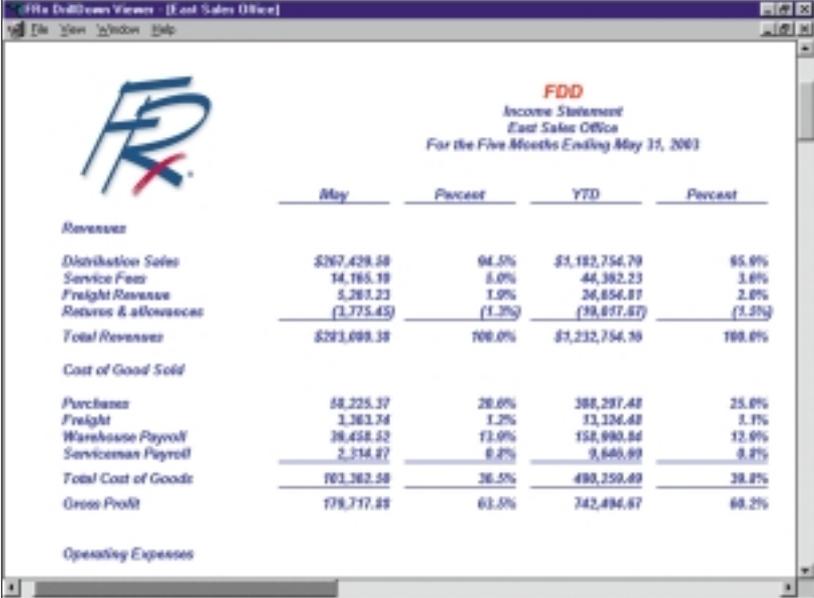
Salesperson	Customer	Sales YTD	COGS YTD
0100	ADCOMP	\$101,234.11	\$61,640.01
0100	AMHDMC	\$10,721.57	\$9,400.49
0100	LETOPP	\$7,205.95	\$6,022.65
0100	TWOODMP	\$2,483.15	\$6,174.24
0100	BUNBCK	\$20,496.30	\$13,742.36
0100	COMPSOL	\$28,296.29	\$16,583.32
0100	FUTSYS	\$9,400.23	\$6,382.30
0100	MACRO	\$1,800.00	\$1,500.00
0100	NOVARYS	\$9,840.00	\$6,528.80
0100	NEER	\$13,362.24	\$8,288.44
0100	TECHWAR	\$1,354.40	\$1,365.70
0100		<b>219,732.24</b>	<b>137,985.81</b>

## Financial Reporting Options

### FRx Software

*FRx is ideal for presentation-quality end-of-month, end-of-quarter and other financial analysis reports.*

The FRx Desktop version comes bundled with the MAS 90 or MAS 200 General Ledger module. Develop reports with multi-company consolidation. You can specify row and column formats independently to maximize the flexibility of report formats. Using the drag-and-drop feature, you can simplify the restructuring of your cost centers, or create new account segments using a special “cleaver” tool. After creating a report, you can print it, export it to an Excel worksheet, drill down to examine details or distribute it via e-mail. Combine the report formats with a custom-reporting tree that matches your company’s chart of accounts structure, and you can create customized reports that detail almost any aspect of your business. FRx Desktop provides robust security to keep your data safe.



	May	Percent	YTD	Percent
<b>Revenue</b>				
Distribution Sales	\$267,428.58	84.5%	\$3,182,754.79	85.9%
Service Fees	14,165.19	5.0%	44,382.23	3.8%
Freight Revenue	5,283.23	1.9%	24,854.87	2.8%
Returns & allowances	(3,775.45)	(1.2%)	(29,877.87)	(1.3%)
<b>Total Revenue</b>	<b>\$283,098.55</b>	<b>100.0%</b>	<b>\$3,232,754.30</b>	<b>100.0%</b>
<b>Cost of Goods Sold</b>				
Purchases	58,225.37	20.6%	388,297.48	25.6%
Freight	3,363.74	1.2%	33,336.48	1.1%
Warehouse Payroll	38,438.52	13.6%	158,990.84	12.9%
Serviceeman Payroll	2,314.87	0.8%	9,648.89	0.8%
<b>Total Cost of Goods</b>	<b>102,342.50</b>	<b>36.5%</b>	<b>600,273.69</b>	<b>38.8%</b>
<b>Gross Profit</b>	<b>178,777.88</b>	<b>63.5%</b>	<b>742,480.61</b>	<b>61.2%</b>
<b>Operating Expenses</b>				

The FRx Financial Reporting software is a full-featured, graphical reporting tool. The ability to specify row and column formats independently maximizes the flexibility of report formats.

### General Ledger Custom Financials

*Just right when you need informative financial reports.*

Custom financials are built into the General Ledger module, and standard financials are also available without customization. Everything from balance sheet and income statement to statement of cash flows and multi-company consolidations can be created with the General Ledger custom financial functions.

### F9 Software

*The ideal solution when you need to hotlink MAS 90 or MAS 200 data to a spreadsheet document.*

This optional 32-bit spreadsheet add-in can be purchased at an additional cost. F9 uses dynamic data exchange (DDE) technology to retrieve data from your MAS 90 or MAS 200 General Ledger module and delivers it directly to Microsoft Excel or Lotus 1-2-3. Create an automatic link to your general ledger data with the hotlink feature from within your spreadsheet — or hotlink cells in your spreadsheet to financial data in the General Ledger module. Real-time financial information is instantly available within your spreadsheet. F9 can save time by eliminating the rekeying of data into your spreadsheet. Use the Budget Write Back feature to update existing budget amounts in MAS 90 or MAS 200.

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