

2010

**Professional
Data
Systems**

**PROTRAC HAS
LITERALLY HUNDREDS
OF REPORTS. WE ALSO
HOST A REPORT
WRITER FOR OUR
PROTRAC
APPLICATION.**

**TAKE TIME TO REVIEW
THESE 19 REPORTS -
THEY COVER
INVENTORY, GMROI,
PRODUCT LINE
PROFITABILITY AND
COMMISSION
REPORTING.**

PROTRAC INVENTORY REPORTS

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Inventory Overstock Report

P/L	Item Number	Description	PC	On Hand	Qty Avail	Maximum	Guide	Over By	System Cos
KLE	50150	50 Fish Tape W/Reel	9	9	0	0		9	12.6000
KLE	50151	Heavy Duty Klein-Flex Fish Tap	5	5	0	0		5	49.1100
KLE	50156	HD Klein-Lite Fish Tape W/Ree	12	12	0	0		12	66.3000
KLE	50161	Heavy Duty Klein-Lite Fish Tap	10	10	0	0		10	77.7600
KLE	50176	HD Klein-Lite Fish Tape W/Ree	6	6	0	0		6	57.9000
KLE	50181	Heavy Duty Klein-Lite Fish Tap	9	9	0	0		9	69.9100
KLE	AT570-4	Crimping Tool for Insulated	10	10	0	0		10	15.6450
KLE	J1005	Journeyman Crimping Tool For	5	5	0	0		5	18.8850
KLE	J2000-28	Journeyman 2000 Series Diag.-C	12	12	0	0		12	20.3800
KLE	J2000-48	Journeyman 2000 Series Diag.-C	5	5	0	0		5	21.2900
KLE	J2000-9NE	Journeyman 2000 Series Side-Cu	10	10	0	0		10	25.4500
KLE	J2000-9NECR	Journeyman 2000 Series Side-Cu	12	12	0	0		12	29.9500
KLE	J2000-9NETP	Journeyman 2000 Series Side-Cu	10	10	0	0		10	26.7500
KLE	T1710	Crimping Tool Ratcheting Compo	12	12	0	0		12	143.9400
KLE	T17100A1	Replacement Cover for 54700 To	23	23	0	0		23	13.3100
KLE	T1715	Crimping Tool Ratcheting Full-	12	12	0	0		12	68.7300
KLE	T1720	Crimping Tool Ratcheting Full-	5	5	0	0		5	74.3100
KLE Sub-Totals									

When ever we install ProTrac, this report is one of the owner's favorites, because it often times reflects what they have always believed about their inventory.

ProTrac does not look at product and say "We have always ordered this much of this product, so we will do so again. ProTrac sees what is actually selling and not selling and reports accordingly. What a company does with this information is up to them.

Inventory that is not moving is calculated at **20% Plus Prime**

ProTrac Fast and Slow Moving Products Report

The goal is to keep your turns up and your inventory levels down

Fast Moving Products

P/L	Item Number	Description	A	S	Min	Max	Order Guide	Std Pack	On Hand	Qty Sold	\$'s Sold	Extended System Cost
HVA	CKJ24-1	2 TON 12+ SEER CONDENS	Y	Y	15	20	17	1	4	5	6208.33	2900.00
HVA	RCE602A+	RSG ULTRON 16 SEER, 48,	Y	Y	15	20	17	1	6	4	11523.84	10110.00
HVA	CKL36-1	3 TON 10+ SEER CONDENS	Y	Y	15	20	17	1	5	4	2958.64	2145.00
HVA	RCE422A	RSG ULTRON 14 SEER, 42,	Y	Y	15	20	17	1	7	3	7595.68	10395.00
HVA	CKL24-1	2 TON 10+ SEER CONDENS	Y	Y	15	20	17	1	7	3	1701.72	2303.00
HVA	RCE482A	RSG ULTRON 14 SEER, 48,	Y	Y	15	20	17	1	11	2	5374.43	17435.00
HVA	RCE372A+	RSG ULTRON 16 SEER, 36,	Y	Y	15	20	17	1	12	2	4628.45	16380.00
HVA	RCE30CA+	RSG ULTRON 16 SEER, 30,	Y	Y	15	20	17	1	13	2	4258.85	16328.00
HVA	CKL60-1	5 TON 13+ SEER CONDENS	Y	Y	15	20	17	1	11	2	2500.00	7975.00
HVA	CKL49-1	4 TON 13+ SEER CONDENS	Y	Y	15	20	17	1	5	2	2327.58	3808.10
HVA	CKL30-1	2 1/2 TON 10+ SEER CON	Y	Y	15	20	17	1	8	2	1479.32	3432.00
HVA	CKL42-1	3.5 TON 10+ SEER CONDE	Y	Y	15	20	17	1	9	1	1120.69	5850.00
HVA	CKL18-1	1 1/2 TON 10+ SEER COND	Y	Y	15	20	17	1	8	1	575.86	2672.00
HVA	C3DA047UB	4 TON COIL	Y	Y	25	30	27	1	20	0	0.00	1580.00
HVA	AIR-CON KIT	4 TON 13 SEER INSTALL	K	Y	0	0	0	1	1	0	0.00	823.24
HVA Sub-Totals									127	33	52253.39	104136.34
HVH	ERA1810	1 1/2 TON 10 SEER HEAT	Y	Y	0	0	0	1	19	2	1841.38	10146.00
HVH	ERA3012	2 1/2 TON 10 SEER HEAT	Y	Y	12	18	15	1	10	0	0.00	6150.00
HVH	ERA3010	2 1/2 TON 12 SEER HEAT	Y	Y	12	18	15	1	10	0	0.00	6100.00
HVH	ERA2412	2 TON 12 SEER HEAT PUMP	Y	Y	12	18	15	1	10	0	0.00	6370.00
HVH	ERA2410	2 TON 10 SEER HEAT PUMP	Y	Y	12	18	15	1	10	0	0.00	6250.00
HVH	ERA1812	1 1/2 TON 12 SEER HEAT	Y	Y	12	18	15	1	10	0	0.00	5010.00
HVH Sub-Totals									69	2	1841.38	40026.00

Slow Moving Products Report

P/L	Item Number	Description	A	S	Min	Max	StdPck	On Hand	Qty Sold	\$'s Sold	Ext Stnd Cost	Ext Last Cost	Entry Date
MLT	0406-6	SC: MLT0602-22	Y	Y	0	0	1	0	0	0.00	0.00	0.00	11/07/97
MLT	202-20	V 1200 magnum	Y	Y	40	60	1	38	0	0.00	2850.00	2850.00	11/03/05
MLT	3000-1	1 1/2 IN RT AN	Y	Y	44	64	1	48	0	0.00	10463.52	10463.52	02/09/01
MLT	44406-1	SC: MLT0244-1	Y	Y	0	0	1	0	0	0.00	0.00	0.00	06/09/05
MLT	690	ROUTER 1/2HP	Y	Y	16	25	1	21	0	0.00	1659.00	1659.00	07/17/01
MLT	A-100-99	1/2" Commeric	Y	Y	3	15	1	6	0	0.00	300.00	0.00	06/16/05
MLT	A1-100	3/8" DRILL	Y	Y	25	40	1	26	0	0.00	1755.00	1755.00	03/08/05
MLT	B999-7	1/2" DRILL COM	Y	Y	1	10	1	2	0	0.00	200.00	0.00	06/15/05
MLT	COMBODR-RECIP-SW	COMBO PACK 3	Y	Y	15	30	1	5	0	0.00	1896.97	1829.40	01/25/05
Totals for P/L:								146	0	0.00	19124.49	18556.92	

Inventory Sales Analysis by Class Code

By Sales Representative

Sls Rep Class	SubClass	P/L	Item Number	Description	Period Quantity	Period Sales	Year To Date Sales	Last Year Sales
SUE	ETOO	DRILL	MLT 0100-20	1/4" CORDLESS DRILL	0	0.00	258.93	1812.51
SUE	ETOO	DRILL	MLT 0245-1	1/2" CORDLESS DRILL MAGNUM 600	0	0.00	318.40	2052.19
SUE	ETOO	DRILL	MLT 0430-1	1/2" CORDLESS DRILL	0	0.00	0.00	744.63
SUE	ETOO	DRILL	MLT 0602-22	3/8" 12 VOLT COMPACT DRILL	0	0.00	0.00	1467.31
SUE	ETOO	DRILL	MLT 100-30	1/4" DRILL, COMMERCIAL	0	0.00	0.00	165.18
	ETOO	DRILL		SubClass Sub-Total	0	0.00	577.33	6241.82
SUE	ETOO	HAMR DRL	MLT 005-300	1/2" HAMMER DRILL	0	0.00	0.00	2460.06
SUE	ETOO	HAMR DRL	MLT 0420-2	CDLS HAMMER DRILL	1	301.79	1207.16	2081.30
SUE	ETOO	HAMR DRL	MLT 0724-24	V28-HAMMER DRILL	0	0.00	401.79	0.00
SUE	ETOO	HAMR DRL	MLT 200-30	SMALL ROTARY HAMMER	0	0.00	0.00	401.61
	ETOO	HAMR DRL		SubClass Sub-Total	1	301.79	1608.95	4942.97
SUE	ETOO	KIT-T	MLT 0422-6	CORDLESS DRILL KIT	0	0.00	0.00	2917.24
	ETOO	KIT-T		SubClass Sub-Total	0	0.00	0.00	2917.24
SUE	ETOO	SAW	MLT 12345	RECIPROCATING SAW	0	0.00	0.00	989.01
SUE	ETOO	SAW	MLT 600-75	POWER SAW	0	0.00	0.00	259.62
	ETOO	SAW		SubClass Sub-Total	0	0.00	0.00	1248.63
	ETOO			Class Sub-Total	1	301.79	2186.28	15350.66
SUE				SlsRep Sub-Total	12	957.23	21499.16	51953.75
				Grand Totals	12	957.23	21499.16	51953.75

This report gives you a quick look at what a SR has sold in each Product Line, Class Code, and Sub Class Code, by Item-This year Versus Last Year

ProTrac Inventory Analysis By Class, Sub Class, Product Line - This Year Versus Last Year

Class	SubClass	P/L	Item Number	Description	Period Quantity	Period Sales	Year To Date Sales	Last Year Sales
ETOO	CRCLRSAW	MLT	0730-22	V 28 6 1/2" CIRCULAR SAW	1	111.00	0.00	111.00
ETOO	CRCLRSAW			SubClass Sub-Total	1	111.00	0.00	111.00
ETOO	DRILL	MLT	0100-20	1/4" CORDLESS DRILL	9	2288.94	258.93	2308.86
ETOO	DRILL	MLT	0245-1	1/2" CORDLESS DRILL MAGNUM 600	27	8157.65	1765.22	9061.79
ETOO	DRILL	MLT	0430-1	1/2" CORDLESS DRILL	3	744.63	0.00	1011.94
ETOO	DRILL	MLT	0602-22	3/8" 12 VOLT COMPACT DRILL	26	6516.78	760.50	6917.54
ETOO	DRILL	MLT	100-30	1/4" DRILL, COMMERCIAL	3	416.25	0.00	720.18
ETOO	DRILL	MLT	2-154-300	1/2" COMMERCIAL DRILL	2	225.69	105.00	241.38
ETOO	DRILL	MLT	254-121365-FGD	3/4" HAND DRILL	2	495.00	0.00	742.50
ETOO	DRILL			SubClass Sub-Total	72	18844.94	2889.65	21004.19
ETOO	HAMR	DRL	MLT 005-300	1/2" HAMMER DRILL	40	6021.89	798.00	5878.49
ETOO	HAMR	DRL	MLT 0420-2	CDLS HAMMER DRILL	28	7463.50	1207.16	9129.73
ETOO	HAMR	DRL	MLT 0724-24	V28-HAMMER DRILL	3	1076.79	739.29	337.50
ETOO	HAMR	DRL	MLT 200-30	SMALL ROTARY HAMMER	5	1867.38	0.00	1867.38
ETOO	HAMR	DRL	MLT 400-30HAMMER	MILWAUKEE HAMMER DRILL	1	373.50	0.00	747.00
ETOO	HAMR	DRL		SubClass Sub-Total	77	16803.06	2744.45	17960.10
ETOO	IMPACT	MLT	0779-22	V 28 1/2" IMPACT WRENCH	6	1095.78	0.00	1095.78
ETOO	IMPACT			SubClass Sub-Total	6	1095.78	0.00	1095.78
ETOO	KIT-T	MLT	0422-6	CORDLESS DRILL KIT	9	4985.24	0.00	4985.24
ETOO	KIT-T			SubClass Sub-Total	9	4985.24	0.00	4985.24
ETOO	SAW	BOS	1644K-24	RECIPROCATING SAW WITH	0	0.00	0.00	290.46
ETOO	SAW	MLT	12345	RECIPROCATING SAW	11	967.86	0.00	1064.01
ETOO	SAW	MLT	600-75	POWER SAW	1	202.50	0.00	462.12
ETOO	SAW			SubClass Sub-Total	12	1170.36	0.00	1816.59
ETOO				Class Sub-Total	179	43381.43	5634.10	47343.95

With ProTrac you can break your products down by Product Line, 3 AN, by Class-10 AN, by Sub Class -10 AN. Each Product Line and Each Class can have its own Profit Margin and Pricing. With this report it is easy to review how a Vendor's products are selling in detail

ProTrac Inventory Analysis

Summary Product Line This Qtr - LY Qtr - Cur YTD - LYTD

Focus Period: 03/01/2005 TO 03/31/2006

Product Line: 1.0 TO ZZZ

P/L	Quantity						Sales				Cost\$		Gross Margin \$	
	Sold	Ret	Net Prd	LY Prd	Curr YTD	Last YTD	LY Prd	Curr YTD	Last YTD	Prd	Prd	LY Prd	Curr YTD	
1.0	283	0	283	0	11	0	3554	0	9	0	2084	1469	0	4
A1	100	0	100	27	17	27	5805	1618	1839	1618	4670	1135	583	884
A10	1	0	1	0	0	0	10	0	0	0	5	5	0	0
ABC	1	0	1	1	0	1	50	50	0	50	25	25	25	0
ACD	4	0	4	5	0	5	375	55	0	55	175	200	30	0
AIR	11	0	11	0	11	0	506	0	506	0	285	221	0	221
ALE	70	0	70	0	12	0	1472	0	206	0	818	654	0	109
ATP	1	0	1	0	0	0	0	0	0	0	0	0	0	0
BA	7	0	7	0	0	0	31	0	0	0	18	14	0	0
BLT	14	0	14	0	0	1	3477	0	0	526	792	2685	0	0
BOS	12	0	12	1	1	1	1351	290	998	290	618	734	155	555

This report gives you a summary of each **PRODUCT LINE'S** sales with a break down of **Quantity, Sales Dollars, Cost, Gross Margin Dollars and Gross Margin Percentages.**

ProTrac Inventory Analysis Detail by Product Line

PAGE:

Date Range Product Line Range
 From Date: 03/01/2005 From P/L: 1.0
 To Date: 03/31/2006 To P/L: BOS

Show Item Number Detail: Yes

P/L	Item Number	Description	On Hand	Net Qty Rpt Per	Net Sales Rpt Per	Net Qty Curr Per	Net Sales Curr Per	Net Qty Last Per	Net Sales Last Per
1.0	12-3036	3" X 50 YDS 36 GRIT SANDER ROL	99	1	77.31	0	0.00	1	77.31
1.0	12-3050	3" X 50 YDS 50 GRIT SANDER ROL	89	11	973.94	0	0.00	11	973.94
1.0	12-3080	3" X 50 YDS 80 GRIT SANDER ROL	99	1	89.19	0	0.00	1	89.19
1.0	12-3120	3" X 50 YDS 120 GRIT SANDER RO	99	1	150.94	0	0.00	1	150.94
1.0	12-3180	3" X 50 YDS 180 GRIT SANDER RO	99	1	84.67	0	0.00	1	84.67
1.0	522101	ALUM OX 3/4" 24G 2PLY	806	83	68.59	11	8.91	22	19.18
1.0	522201	ALUM OX 1" 24G 2PLY	244	131	99.52	0	0.00	21	15.96
1.0	704023	HANDY ROLL 1" 100J G	39	41	1883.99	0	0.00	30	1378.50
1.0	9-0016	4" ALUMINUM OXIDE GRIND DISC	99	1	23.16	0	0.00	1	23.16
1.0	9-0036	4" ALUM OXIDE GRINDING WHEEL	99	1	19.60	0	0.00	1	19.60
1.0	9-0060	4" ALUM OXIDE GRINDING WHEEL	99	1	14.85	0	0.00	1	14.85
1.0	9-0100	4" ALUM OXIDE GRINDING WHEEL	99	1	14.85	0	0.00	1	14.85
1.0	DW 3515	ABRASIVE 4" SAW BLADE	30	2	6.68	0	0.00	0	0.00
1.0	DW 4999	7 X 12" 180 X 6 MM	63	7	46.21	0	0.00	0	0.00
1.0 Sub-Totals				283	3553.50	11	8.91	92	2862.15

Once you have run the summary report, you can review each product line to get a good look at the profitability of each Product line.

ProTrac Sales Analysis Short Form

Focus Period: 03/01/2005 TO 03/31/2006
 Product Line: 1.0 TO BOS

P/L	Quantity		Sales		Gross Margin\$		*Gross Margin\$*		
	Sold	Ret	Curr YTD	Prd	Curr YTD	Prd	Curr YTD	Prd	
1.0	283	0	11	3553.50	8.91	1469.46	3.96	41.35	44.44
A1	100	0	17	5804.97	1839.21	1134.68	884.27	19.55	48.08
A10	1	0	0	10.00	0.00	5.00	0.00	50.00	0.00
ABC	1	0	0	50.00	0.00	25.00	0.00	50.00	0.00
ACD	4	0	0	374.56	0.00	199.69	0.00	53.31	0.00
AIR	11	0	11	506.18	506.18	220.98	220.98	43.66	43.66
ALE	70	0	12	1472.43	206.16	654.37	109.00	44.44	52.87
ATP	1	0	0	0.39	0.00	0.07	0.00	17.95	0.00
BA	7	0	0	31.33	0.00	13.76	0.00	43.92	0.00
BLT	14	0	0	3476.99	0.00	2684.69	0.00	77.21	0.00
BOS	12	0	1	1351.38	998.24	733.54	554.58	54.28	55.56
TOTALS	504	0	52	16631.73	3558.70	7141.00	1773.00	42.94	49.82

ProTrac Inventory Reporting – TURN AND EARN REPORT

$(\frac{\text{PL inventory sold @ cost} \times \text{PL GPM}}{\text{PL Inventory On Hand}}) \times 100 = \text{Turn \& Earn Index}$

Note: GPM = Gross Profit Margin

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 \$10,000 IN SALES AT COST, ~ \$4000.00 ( IN INVENTORY ON HAND ) MADE A 25% GROSS PROFIT

$\frac{10,000.00}{4000} \times .25 \times 100 = \text{TURN AND EARN INDEX OF 63}$

If a SKU is not selling, then any amount of inventory is too much. The foremost measure of the financial effectiveness of an inventoried item, is the turn and earn principle. If you turn a product four times a year and make a 25% Gross Profit Margin, the products **Turn and Earn Index** is (1). This index is a measure that bridges asset management (turns) and profitability (Gross Margin Percentage) to assess a product's performance. If a product is low on the **turn and earn index**, you can improve the turns, the gross margin, or both: or, if those efforts fail, dispose of the item.

## ProTrac Inventory Analysis Turn and Earn Report Summary

This report shows two ways of reviewing your Turn and Earn information, In summary by Product Line and In detail by Product Line.

Product Line Range: mlt - mlt  
 Include non "real" items: No  
 Include negative quantities in valuation: No  
 Output by P/L Summary

| P/L | P/L Value | P/L COGS | P/L Sales | P/L GP% | Inventory Turn | Turn and Earn Index |
|-----|-----------|----------|-----------|---------|----------------|---------------------|
| MLT | 75209.09  | 31985.86 | 51189.16  | 37.51   | 0.43           | 16.13               |

### ProTrac Inventory Analysis Turn and Earn - Product Line by Item

| P/L                     | Item Number | Description                    | On Hand | System Cost / | Extended System Cost | COGS     | Sales    | Inventory Turn | Turn and Earn Index |
|-------------------------|-------------|--------------------------------|---------|---------------|----------------------|----------|----------|----------------|---------------------|
| MLT                     | 005-300     | 1/2" HAMMER DRILL              | 19      | 92.70         | 1761.30              | 4059.50  | 6676.49  | 2.30           | 90.15               |
| MLT                     | 0100-20     | 1/4" CORDLESS DRILL            | 29      | 144.96        | 4203.96              | 1448.05  | 2567.79  | 0.34           | 14.83               |
| MLT                     | 0245-1      | 1/2" CORDLESS DRILL MAGNUM 600 | 29      | 199.07        | 5773.11              | 6580.09  | 10210.11 | 1.14           | 40.83               |
| MLT                     | 0420-2      | CDLS HAMMER DRILL              | 13      | 169.00        | 2197.00              | 6253.00  | 10035.10 | 2.85           | 107.41              |
| MLT                     | 0422-6      | CORDLESS DRILL KIT             | 9       | 329.00 E      | 2961.00              | 2961.00  | 4985.24  | 1.00           | 40.60               |
| MLT                     | 0430-1      | 1/2" CORDLESS DRILL            | 10      | 139.00        | 1390.00              | 556.00   | 1011.94  | 0.40           | 18.02               |
| MLT                     | 0602-22     | 3/8" 12 VOLT COMPACT DRILL     | 14      | 169.20        | 2368.73              | 4756.22  | 7340.04  | 2.01           | 70.76               |
| MLT                     | 0724-24     | V28-HAMMER DRILL               | 7       | 225.00        | 1575.00              | 675.00   | 1076.79  | 0.43           | 16.04               |
| MLT                     | 0730-22     | V 28 6 1/2" CIRCULAR SAW       | 19      | 74.00         | 1406.00              | 74.00    | 111.00   | 0.05           | 1.67                |
| MLT                     | 0779-22     | V 28 1/2" IMPACT WRENCH        | 42      | 121.75        | 5113.50              | 730.50   | 1095.78  | 0.14           | 4.67                |
| MLT                     | 100-30      | 1/4" DRILL, COMMERCIAL         | 23      | 135.93        | 3126.50              | 499.50   | 720.18   | 0.16           | 4.90                |
| MLT                     | 12345       | RECIPROCATING SAW              | 20      | 50.00         | 1000.00              | 600.00   | 1064.01  | 0.60           | 26.17               |
| MLT                     | 2154-300    | 1/2" COMMERCIAL DRILL          | 29      | 70.00         | 2030.00              | 210.00   | 346.38   | 0.10           | 3.94                |
| MLT                     | 200-30      | SMALL ROTARY HAMMER            | 11      | 249.00        | 2739.00              | 1245.00  | 1867.38  | 0.45           | 15.00               |
| MLT                     | 254-1213    | 3/4" HAND DRILL                | 55      | 165.00        | 9075.00              | 495.00   | 742.50   | 0.05           | 1.67                |
| MLT                     | 400-30HR    | MILWAUKEE HAMMER DRILL         | 13      | 249.00        | 3237.00              | 498.00   | 747.00   | 0.15           | 5.00                |
| MLT                     | 600-75      | POWER SAW                      | 24      | 130.31        | 3127.50              | 270.00   | 462.12   | 0.09           | 3.74                |
| MLT                     | A1-300      | 1/2" DRILL                     | 40      | 75.00         | 3000.00              | 75.00    | 129.31   | 0.03           | 1.26                |
| MLT Product line totals |             |                                |         |               | 56084.60             | 31985.86 | 51189.16 | 0.57           | 21.38               |
| MLT Grand totals        |             |                                |         |               | 98169.17             | 31985.86 | 51189.16 | 0.33           | 12.38               |

### ProTrac Inventory Analysis Product Line

| P/L Item Number   | Description                    | On Hand | System Cost | Extended System Cost | Defect Value | Total Value |
|-------------------|--------------------------------|---------|-------------|----------------------|--------------|-------------|
| 1.0 601301        | CABLE TR1857 (BLACK) MF-50     | 20      | 68.8800     | 1,377.60             | 0.00         | 1,377.60    |
| 1.0 12-3036       | 3" X 50 YDS 36 GRIT SANDER ROL | 99      | 32.5500     | 3,222.45             | 0.00         | 3,222.45    |
| 1.0 12-3050       | 3" X 50 YDS 50 GRIT SANDER ROL | 89      | 39.5500     | 3,519.95             | 0.00         | 3,519.95    |
| 1.0 12-3080       | 3" X 50 YDS 80 GRIT SANDER ROL | 99      | 37.5500     | 3,717.45             | 0.00         | 3,717.45    |
| 1.0 12-3120       | 3" X 50 YDS 120 GRIT SANDER RO | 99      | 63.5500     | 6,291.45             | 0.00         | 6,291.45    |
| 1.0 12-3180       | 3" X 50 YDS 180 GRIT SANDER RO | 99      | 35.6500     | 3,529.35             | 0.00         | 3,529.35    |
| 1.0 14HH05        | TRI-LOC JACK                   | 144     | 2.1900      | 315.36               | 0.00         | 315.36      |
| 1.0 14HH07        | 7705-2                         | 238     | 2.4900      | 592.62               | 0.00         | 592.62      |
| 1.0 1857A-B56-CUT | 1857A-B59-CUT                  | 1,695   | 0.6900      | 1,169.55             | 0.00         | 1,169.55    |
| 1.0 522101        | ALUM OX 3/4" 24G 2PLY          | 806     | 0.4500      | 362.70               | 0.00         | 362.70      |
| 1.0 522201        | ALUM OX 1" 24G 2PLY            | 244     | 0.4200      | 102.48               | 0.00         | 102.48      |
| 1.0 704023        | HANDY ROLL 1" 100J G           | 39      | 25.5300     | 995.67               | 0.00         | 995.67      |
| 1.0 705286        | ALUM OX 1-1/2" 100 G           | 550     | 25.0000     | 13,750.00            | 0.00         | 13,750.00   |
| 1.0 712410        | ALUM OX 3/4" 40 G              | 987     | 0.1200      | 118.44               | 0.00         | 118.44      |
| 1.0 9-0016        | 4" ALUMINUM OXIDE GRIND DISC   | 99      | 9.7500      | 965.25               | 0.00         | 965.25      |
| 1.0 9-0036        | 4" ALUM OXIDE GRINDING WHEEL   | 99      | 8.2500      | 816.75               | 0.00         | 816.75      |
| 1.0 9-0060        | 4" ALUM OXIDE GRINDING WHEEL   | 99      | 6.2500      | 618.75               | 0.00         | 618.75      |
| 1.0 9-0100        | 4" ALUM OXIDE GRINDING WHEEL   | 99      | 6.2500      | 618.75               | 0.00         | 618.75      |
| 1.0 DW 3515       | ABRASIVE 4" SAW BLADE          | 30      | 1.4500      | 43.50                | 0.00         | 43.50       |
| 1.0 DW 4999       | 7 X 12" 180 X 6 MM             | 63      | 2.8700      | 180.81               | 0.00         | 180.81      |

### ProTrac Sales Analysis By Product Line - By Item Three Year Comparison - Month by Month

| P/L Item Number   | Description                             | On Hand | Year | Jan  | Feb  | Mar   | Apr   | May   | June  | July | Aug   | Sept  | Oct   | Nov   |
|-------------------|-----------------------------------------|---------|------|------|------|-------|-------|-------|-------|------|-------|-------|-------|-------|
| JIS 8HHBC3816114Z | 3/8 - 16 X 11/4 H<br>ZINC PLATED HEX HE | 156697  | 2006 | 6000 | 102  | 12000 | 6000  | 0     | 0     | 0    | 0     | 0     | 0     | 0     |
|                   |                                         |         | 2005 | 6000 | 0    | 72507 | 18000 | 12000 | 64000 | 6000 | 28700 | 33294 | 6000  | 22201 |
|                   |                                         |         | 2004 | 0    | 100  | 0     | 2000  | 0     | 0     | 0    | 0     | 0     | 27001 | 0     |
| JIS F88X114DP     | 8 X 1-1/4 FLAT SQ<br>DT PLAIN,          | 76200   | 2006 | 6000 | 0    | 6000  | 0     | 0     | 0     | 0    | 0     | 0     | 0     | 0     |
|                   |                                         |         | 2005 | 600  | 1600 | 0     | 0     | 1000  | 43099 | 0    | 10000 | 0     | 0     | 5600  |
|                   |                                         |         | 2004 | 0    | 0    | 0     | 1000  | 0     | 0     | 500  | 0     | 0     | 1200  | 0     |

**ProTrac Inventory Report of On Hand Serial Numbers**

| P/L Item Number | Description                               | PO Number  | Serial Number | Receive Date | Cost       |
|-----------------|-------------------------------------------|------------|---------------|--------------|------------|
| HIT NR83AA      | STRIP FRAMING NAILER<br>CH PAPER COLLATED | 148        | 829237399     | 11/29/2001   | 229.0000   |
|                 |                                           | 148        | 891828273     | 11/29/2001   | 229.0000   |
|                 |                                           | 148        | 896353447     | 11/29/2001   | 229.0000   |
|                 |                                           | 148        | 897736476     | 11/29/2001   | 229.0000   |
| HVA RCE30CA*    | RSG ULTRON 16 SEER, 30,000 BTU            | 588        | 56478         | 03/28/2006   | 1,256.0000 |
|                 |                                           | 588        | 6895          | 03/28/2006   | 1,256.0000 |
|                 |                                           | 587        | 917562        | 03/21/2006   | 1,256.0000 |
|                 |                                           | 587        | 917563        | 03/21/2006   | 1,256.0000 |
|                 |                                           | 587        | 917564        | 03/21/2006   | 1,256.0000 |
|                 |                                           | 587        | 917565        | 03/21/2006   | 1,256.0000 |
|                 |                                           | 587        | 917566        | 03/21/2006   | 1,256.0000 |
|                 |                                           | 587        | 917567        | 03/21/2006   | 1,256.0000 |
|                 |                                           | 587        | 917568        | 03/21/2006   | 1,256.0000 |
| 587             | 917569                                    | 03/21/2006 | 1,256.0000    |              |            |

**Vendor Recievers within a date ranges**

| Vendor P/L Item No | Description                             | Qty Received | Ext Price       | Ext Core   | Total Cost      |
|--------------------|-----------------------------------------|--------------|-----------------|------------|-----------------|
| 100 MLT 005-300    | 1/2" HAMMER DRILL                       | 3            | 285.00          | .00        | 285.00          |
|                    | 0245-1 1/2" CORDLESS DRILL MAGNUM 600   | 3            | 597.00          | .00        | 597.00          |
|                    | 0420-2 CDLS HAMMER DRILL                | 3            | 507.00          | .00        | 507.00          |
|                    | 202-20 V 1200 magnum 3/8" Cordless      | 3            | 225.00          | .00        | 225.00          |
| <b>MLT Totals</b>  |                                         | <b>12</b>    | <b>1,614.00</b> | <b>.00</b> | <b>1,614.00</b> |
| 169 HVA CKL60-1    | 5 TON 13+ SEER CONDENSING UN            | 3            | 2,175.00        | .00        | 2,175.00        |
|                    | RCE30CA* RSG ULTRON 16 SEER, 30,000 BTU | 13           | 16,328.00       | .00        | 16,328.00       |
|                    | RCE372A* RSG ULTRON 16 SEER, 36,000 BTU | 4            | 5,460.00        | .00        | 5,460.00        |
|                    | RCE482A RSG ULTRON 14 SEER, 48,000 BT   | 3            | 4,755.00        | .00        | 4,755.00        |

| SalesRep: <b>Mel Carney</b>     |          | <b>PDSI Sales Representative Comparison 2005 - 2006</b> |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |                  |      |
|---------------------------------|----------|---------------------------------------------------------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|------------------|------|
|                                 | Jan 2005 | Feb 2005                                                | Mar 2005 | Apr 2005 | May 2005 | Jun 2005 | Jul 2005 | Aug 2005 | Sep 2005 | Oct 2005 | Nov 2005 | Dec 2005 | Tot 2005 | Jan 2006 | Feb 2006 | Mar 2006 | Apr 2006 | May 2006 | Jun 2006 | Jul 2006 | Aug 2006 | Sep 2006 | Oct 2006 | Nov 2006 | Dec 2006 | Tot 2006         |      |
| Sales                           | 6574     | 2963                                                    | 1885     | 5810     | 489      | 716      | 3893     | 2184     | 1579     | 645      | 756      | 1090     | 28583    | 6392     | 3656     | 981      | 2466     | 346      | 301      | 1116     | 487      | 1013     | 0        | 0        | 0        | 16757            |      |
| Rtrns                           | -202     | 0                                                       | -189     | -86      | 0        | 0        | 0        | 0        | -5       | 0        | -3       | 0        | -486     | 0        | -1006    | -348     | 0        | 0        | -210     | -31      | 0        | 0        | 0        | 0        | 0        | -1596            |      |
| Net                             | 6777     | 2963                                                    | 2074     | 5896     | 489      | 716      | 3893     | 2184     | 1584     | 645      | 759      | 1090     | 29070    | 6392     | 4663     | 1329     | 2466     | 346      | 511      | 1147     | 487      | 1013     | 0        | 0        | 0        | 18353            |      |
| NetChg                          | -385     | 1699                                                    | -745     | -3430    | -143     | -205     | -2746    | -1697    | -572     | -645     | -759     | -1090    | -10717   | -6       | 57       | -36      | -58      | -29      | -29      | -71      | -78      | -36      | -100     | -100     | -100     | -37              |      |
| Comm                            | 2432     | 945                                                     | 555      | 2236     | 149      | 224      | 1308     | 769      | 489      | 217      | 226      | 409      | 9957     | 1891     | 647      | 171      | 796      | 104      | 46       | 381      | 147      | 397      | 0        | 0        | 0        | 4580             |      |
| InvCnt                          | 21       | 14                                                      | 24       | 22       | 16       | 15       | 15       | 15       | 16       | 13       | 14       | 11       | 196      | 17       | 23       | 24       | 14       | 6        | 14       | 15       | 19       | 7        | 0        | 0        | 0        | 139              |      |
| InvAvg                          | 323      | 212                                                     | 86       | 268      | 31       | 48       | 260      | 146      | 99       | 50       | 54       | 99       | 148      | 376      | 203      | 55       | 176      | 58       | 37       | 76       | 26       | 145      | 0        | 0        | 0        | 132              |      |
| <b>New Customer Information</b> |          |                                                         |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |                  |      |
| NewCnt                          | 5        | 5                                                       | 6        | 7        | 3        | 1        | 4        | 3        | 3        | 3        | 8        | 5        | 53       | 3        | 5        | 4        | 4        | 0        | 1        | 3        | 2        | 4        | 0        | 0        | 0        | 0                | 26   |
| Net                             | 0        | 217                                                     | 906      | 181      | 216      | 248      | 236      | 916      | 135      | 192      | 187      | 779      | 4212     | 2305     | 1994     | 670      | 921      | 0        | 45       | 487      | 60       | 223      | 0        | 0        | 0        | 0                | 6705 |
| NetChg                          | 2305     | 1778                                                    | -236     | 741      | -216     | -203     | 251      | -856     | 87       | -192     | -187     | -779     | 2493     | 100      | 821      | -26      | 410      | -100     | -82      | 106      | -93      | 65       | -100     | -100     | -100     | 59               |      |
| Comm                            | 0        | 74                                                      | 310      | 61       | 67       | 74       | 86       | 300      | 54       | 77       | 56       | 290      | 1450     | 691      | 283      | 198      | 326      | 0        | 13       | 150      | 18       | 82       | 0        | 0        | 0        | 1763             |      |
| InvAvg                          | 0        | 72                                                      | 129      | 30       | 43       | 124      | 59       | 229      | 45       | 96       | 37       | 130      | 86       | 768      | 332      | 134      | 307      | 0        | 22       | 97       | 30       | 74       | 0        | 0        | 0        | 216              |      |
| PDSI, 2006                      |          |                                                         |          |          |          |          |          |          |          |          |          |          | GSC      |          |          |          |          |          |          |          |          |          |          |          |          | 09/08/06 - 16:50 |      |
| ProTrac(R) 8.19.02              |          |                                                         |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          | rcm0018          |      |
| windows                         |          |                                                         |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |                  |      |
| Yearly Sales Comparisons by Rep |          |                                                         |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |                  |      |
| PAGE: 4                         |          |                                                         |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |                  |      |

How do your sales people compare with Last Year's sales figures?

How do they compare Month By Month

How many new accounts have they sold this year? What have they sold to these new Accounts? How does that compare to last year?

## ProTrac Inventory Reports Inventory Activity Report

This report is especially useful when you are trying to determine when product was received and sold. This detail is always available to you.

Inventory Changes

Item Activity Ledger MLT 0245-1 (Milwaukee Tool) From 04/09/05 to 04/09/06

| Type | Tran       | Date     | Time | ID | Quantity | Extended Cost | Order No | Reference              |
|------|------------|----------|------|----|----------|---------------|----------|------------------------|
| POR  | 04/13/2005 | 15:48:52 | MDC  |    | 2        | 398.00        | 386      | Purchase Order Receipt |
| POS  | 04/14/2005 | 10:49:44 | MDC  |    | -1       | -199.28       | 2724     | Point of Sale Invoice  |
| POS  | 04/27/2005 | 20:10:30 | MDC  |    | -1       | -199.28       | 2744     | Point of Sale Invoice  |
| POR  | 05/03/2005 | 13:45:24 | MDC  |    | 3        | 597.00        | 399      | Purchase Order Receipt |
| POS  | 05/11/2005 | 14:06:39 | MDC  |    | -1       | -199.22       | 2768     | Point of Sale Invoice  |
| POR  | 05/23/2005 | 11:20:30 | MDC  |    | 2        | 398.00        | 408      | Purchase Order Receipt |
| POR  | 06/01/2005 | 14:47:12 | MDC  |    | 5        | 995.00        | 421      | Purchase Order Receipt |
| POR  | 06/10/2005 | 11:33:06 | MDC  |    | 6        | 1,194.00      | 438      | Purchase Order Receipt |
| POR  | 06/15/2005 | 12:43:21 | MDC  |    | 9        | 1,791.00      | 450      | Purchase Order Receipt |
| POS  | 07/12/2005 | 09:05:08 | MDC  |    | -1       | -199.08       | 2803     | Point of Sale Invoice  |
| POS  | 07/22/2005 | 09:29:10 | MDC  |    | -1       | -199.08       | 2837     | Point of Sale Invoice  |
| POS  | 11/06/2005 | 06:55:37 | MDC  |    | -1       | -199.08       | 3005     | Point of Sale Invoice  |
| POS  | 11/06/2005 | 07:24:36 | MDC  |    | -1       | -199.08       | 3007     | Point of Sale Invoice  |
| POS  | 11/06/2005 | 08:36:46 | MDC  |    | -1       | -199.08       | 3008     | Point of Sale Invoice  |
| POS  | 11/06/2005 | 10:04:07 | MDC  |    | -1       | -199.08       | 3011     | Point of Sale Invoice  |
| POS  | 11/06/2005 | 10:41:52 | MDC  |    | -1       | -199.08       | 3012     | Point of Sale Invoice  |
| POS  | 11/16/2005 | 11:32:03 | MDC  |    | -1       | -199.08       | 3044     | Point of Sale Invoice  |
| A    | 11/18/2005 | 11:09:05 | MDC  |    | 10       | 1,990.82      |          | OnHand: found items 10 |
| POS  | 11/22/2005 | 16:41:52 | MDC  |    | -1       | -199.08       | 3057     | Point of Sale Invoice  |
| POS  | 11/29/2005 | 17:17:04 | MDC  |    | -2       | -398.16       | 3067     | Point of Sale Invoice  |
| POS  | 11/30/2005 | 15:53:56 | MDC  |    | -1       | -199.08       | 3073     | Point of Sale Invoice  |
| POR  | 11/30/2005 | 16:23:37 | MDC  |    | 1        | 199.00        | 503      | Purchase Order Receipt |
| POS  | 12/06/2005 | 13:14:50 | MDC  |    | -1       | -199.08       | 3106     | Point of Sale Invoice  |
| POS  | 12/08/2005 | 14:17:43 | MDC  |    | -1       | -199.08       | 3112     | Point of Sale Invoice  |
| POS  | 02/03/2006 | 10:05:16 | MDC  |    | -1       | -199.08       | 3200     | Point of Sale Invoice  |
| POS  | 02/10/2006 | 14:21:41 | MDC  |    | -1       | -199.08       | 3218     | Point of Sale Invoice  |
| POR  | 03/13/2006 | 20:56:35 | MDC  |    | 3        | 597.00        | 584      | Purchase Order Receipt |
| POS  | 03/14/2006 | 17:23:51 | MDC  |    | -2       | -398.15       | 3252     | Point of Sale Invoice  |
| POS  | 04/06/2006 | 11:16:50 | MDC  |    | -1       | -199.08       | 3272     | Point of Sale Invoice  |

**ProTrac Commision Reporting Invoice Detail**

Invoice: 1725 Acct No: 7THST01 Bill To: 7TH STREET ELECTRIC Ship To: Traylor Center, Unit 210  
 Inv Date: 03/17/2006 1675 N. 7TH ST. 9635 E 60 Highway  
 Sales Rep: SUE - SUSAN JACKSON Phoenix, AZ 85033 Mesa, AZ 85033

| P/L Item Number | Description                    | Qty Ord | Qty Ship | Qty BO | SellPrice / | Mdse Ext | Comm Pct | Commission |          |       |
|-----------------|--------------------------------|---------|----------|--------|-------------|----------|----------|------------|----------|-------|
| HVA CKL24-1     | 2 TON 10+ SEER CONDENSING UNIT | 1       | 1        |        | 567.24      | 567.24   | 9.50     | 22.63      |          |       |
| AIR 61280251    | LINE SET 25' 3/4" SL 3/8" LL L | 1       | 1        |        | 89.05       | 89.05    | 4.30     | 1.68       |          |       |
| AIR 428-14      | ZIPP R FLEX DUCT 14" X 25'     | 1       | 1        |        | 67.82       | 67.82    | 4.30     | 1.28       |          |       |
| AIR AHA 120     | PLENUM 17 X 20 X 30            | 1       | 1        |        | 53.48       | 53.48    | 4.30     | 1.01       |          |       |
| AIR ZRF250A 6   | DUCT TAKE OFF COLLARS 6"       | 4       | 4        |        | 3.55        | 14.20    | 4.30     | 0.27       |          |       |
| AIR AHA081      | SHEET METAL TRANSITION KIT     | 1       | 1        |        | 53.30       | 53.30    | 4.30     | 1.01       |          |       |
| ZZZ T100CH      | LABOR                          | 15      | 15       |        | 50.00       | 750.00   | 9.50     | 49.88      |          |       |
| Misc Chg:       | 0.00                           | Disc:   | 0.00     | Tax:   | 0.00        | Freight: | 0.00     | Mdse Tot:  | 1,595.09 | 77.76 |

Invoice: 1728 Acct No: ABENT01 Bill To: A BENT NAIL CONSTRUCTION CO. Ship To: A BENT NAIL CONSTRUCTION CO.  
 Inv Date: 03/28/2006 5039 E. 10TH AVE. 5039 E. 10TH AVE.  
 Sales Rep: SUE - SUSAN JACKSON APACHE JUNCTION, AZ 85055 APACHE JUNCTION, AZ 85055

| P/L Item Number | Description                    | Qty Ord | Qty Ship | Qty BO | SellPrice / | Mdse Ext | Comm Pct | Commission |          |       |
|-----------------|--------------------------------|---------|----------|--------|-------------|----------|----------|------------|----------|-------|
| HVA CKJ24-1     | 2 TON 12+ SEER CONDENSING UNI  | 1       | 1        |        | 1,208.33    | 1208.33  | 9.50     | 45.92      |          |       |
| AIR 61280251    | LINE SET 25' 3/4" SL 3/8" LL L | 1       | 1        |        | 85.98       | 85.98    | 4.30     | 1.55       |          |       |
| Misc Chg:       | 0.00                           | Disc:   | 0.00     | Tax:   | 84.13       | Freight: | 0.00     | Mdse Tot:  | 1,294.31 | 47.47 |

Invoice: 1730 Acct No: 7THST01 Bill To: 7TH STREET ELECTRIC Ship To: 7TH STREET FLOORING  
 Inv Date: 03/28/2006 1675 N. 7TH ST. 1675 N. 7TH ST.  
 Sales Rep: SUE - SUSAN JACKSON Phoenix, AZ 85033 Phoenix, AZ 85033

| P/L Item Number | Description       | Qty Ord | Qty Ship | Qty BO | SellPrice / | Mdse Ext | Comm Pct | Commission |        |      |
|-----------------|-------------------|---------|----------|--------|-------------|----------|----------|------------|--------|------|
| MLT 0420-2      | CDLS HAMMER DRILL | 1       | 1        |        | 301.79      | 301.79   | 3.00     | 3.98       |        |      |
| Misc Chg:       | 0.00              | Disc:   | 0.00     | Tax:   | 0.00        | Freight: | 0.00     | Mdse Tot:  | 301.79 | 3.98 |

Rep/ID ( SUE ) Tot: 81,653.45 3,611.12

**ProTrac offers several reports that have varying degrees of detail. This first report shows the entire Invoice, including the customer Bill to and Ship to information.**

Note: Totals are for all of Sue's Orders, not just the examples shown

**ProTrac Commission Report Detail w/o Ship To**

| SLS REP            | ACCOUNT NO | INVOICE NUMBER | RECORD DATE | P/L | ITEM NO        | QTY | SALES AMOUNT | COST AMOUNT | GROSS PROFIT | PROFIT PERCENT | COMMISSION PERCENT | COMMISSION AMOUNT |
|--------------------|------------|----------------|-------------|-----|----------------|-----|--------------|-------------|--------------|----------------|--------------------|-------------------|
| SUE                | 7THST01    | 1725           | 03/17/2006  | ZZZ | T100CH         | 15  | 750.00       | 225.00      | 525.00       | 70.00          |                    |                   |
| SUE                | 7THST01    | 1725           | 03/17/2006  | AIR | AHA081         | 1   | 53.30        | 29.85       | 23.45        | 44.00          |                    |                   |
| SUE                | 7THST01    | 1725           | 03/17/2006  | AIR | ZRF250A 6      | 4   | 14.20        | 7.96        | 6.24         | 43.94          |                    |                   |
| SUE                | 7THST01    | 1725           | 03/17/2006  | AIR | AHA 120        | 1   | 53.48        | 29.95       | 23.53        | 44.00          |                    |                   |
| SUE                | 7THST01    | 1725           | 03/17/2006  | AIR | 428-14         | 1   | 67.82        | 37.98       | 29.84        | 44.00          |                    |                   |
| SUE                | 7THST01    | 1725           | 03/17/2006  | AIR | 61280251       | 1   | 89.05        | 49.87       | 39.18        | 44.00          |                    |                   |
| SUE                | 7THST01    | 1725           | 03/17/2006  | HVA | CKL24-1        | 1   | 567.24       | 329.00      | 238.24       | 42.00          |                    |                   |
|                    |            | 1725           |             |     | Invoice Total* |     | 1,595.09     | 709.61      | 885.48       | 55.51          | 9.50               | 84.12             |
| SUE                | ABENT01    | 1728           | 03/28/2006  | AIR | 61280251       | 1   | 85.98        | 49.87       | 36.11        | 42.00          |                    |                   |
| SUE                | ABENT01    | 1728           | 03/28/2006  | HVA | CKJ24-1        | 1   | 1,208.33     | 725.00      | 483.33       | 40.00          |                    |                   |
|                    |            | 1728           |             |     | Invoice Total* |     | 1,294.31     | 774.87      | 519.44       | 40.13          | 9.50               | 49.35             |
| SUE                | 7THST01    | 1730           | 03/28/2006  | MLT | 0420-2         | 1   | 301.79       | 169.00      | 132.79       | 44.00          |                    |                   |
|                    |            | 1730           |             |     | Invoice Total* |     | 301.79       | 169.00      | 132.79       | 44.00          | 9.50               | 12.62             |
| Sub-Total For: SUE |            |                |             |     |                |     | 81,854.79    | 39,186.53   | 42,668.26    | 52.13          |                    | 4,053.49          |
| Total Commissions: |            |                |             |     |                |     | 81,854.79    | 39,186.53   | 42,668.26    | 52.13          |                    | 4,053.49          |

**Totals are for all of Sue's Orders, not just the shown examples**

**ProTrac Commission Reports Invoice Detail**

Sales Commission Report by Line Item

All Invoices

PAGE:

| SLS REP                                                            | ACCOUNT NO | INVOICE NUMBER | RECORD DATE | P/L | ITEM NO   | QTY | SALES AMOUNT | COST AMOUNT | GROSS PROFIT | PROFIT PERCENT | COMMISSION PERCENT | COMMISSION AMOUNT |  |
|--------------------------------------------------------------------|------------|----------------|-------------|-----|-----------|-----|--------------|-------------|--------------|----------------|--------------------|-------------------|--|
| SUE                                                                | 7THST01    | 1725           | 03/17/2006  | AIR | 428-14    | 1   | 67.82        | 37.98       | 29.84        | 44.00          | 4.30               | 1.28              |  |
| SUE                                                                | 7THST01    | 1725           | 03/17/2006  | AIR | AHA 120   | 1   | 53.48        | 29.95       | 23.53        | 44.00          | 4.30               | 1.01              |  |
| SUE                                                                | 7THST01    | 1725           | 03/17/2006  | AIR | ZRF250A 6 | 4   | 14.20        | 7.96        | 6.24         | 43.94          | 4.30               | 0.27              |  |
| SUE                                                                | 7THST01    | 1725           | 03/17/2006  | AIR | AHA081    | 1   | 53.30        | 29.85       | 23.45        | 44.00          | 4.30               | 1.01              |  |
| SUE                                                                | 7THST01    | 1725           | 03/17/2006  | ZZZ | T100CH    | 15  | 750.00       | 225.00      | 525.00       | 70.00          | 9.50               | 49.88             |  |
| SUE                                                                | 7THST01    | 1725           | 03/17/2006  | HVA | CKL24-1   | 1   | 567.24       | 329.00      | 238.24       | 42.00          | 9.50               | 22.63             |  |
| SUE                                                                | 7THST01    | 1725           | 03/17/2006  | AIR | 61280251  | 1   | 89.05        | 49.87       | 39.18        | 44.00          | 4.30               | 1.68              |  |
| SUE                                                                | ABENT01    | 1728           | 03/28/2006  | AIR | 61280251  | 1   | 85.98        | 49.87       | 36.11        | 42.00          | 4.30               | 1.55              |  |
| SUE                                                                | ABENT01    | 1728           | 03/28/2006  | HVA | CKJ24-1   | 1   | 1,208.33     | 725.00      | 483.33       | 40.00          | 9.50               | 45.92             |  |
| SUE                                                                | 7THST01    | 1730           | 03/28/2006  | MLT | 0420-2    | 1   | 301.79       | 169.00      | 132.79       | 44.00          | 3.00               | 3.98              |  |
| Sub-Total For: SUE                                                 |            |                |             |     |           |     | 81,653.45    | 39,186.53   | 42,466.92    | 52.01          |                    | 3,611.12          |  |
| <b>Totals are for all of Sue's Orders, not just shown examples</b> |            |                |             |     |           |     |              |             |              |                |                    |                   |  |

**ProTrac Customer Sales Report**  
**Monthly sales by customer - Month by Month for the last Three Years**

PAGE:

Select By: Account Number  
 From Order Account Number: 32ND01  
 To Order Account Number: 32ND01

| Acct No | Customer Name         | ClassCode | Year | Jan  | Feb  | Mar   | Apr  | May  | June | July | Aug  | Sept | Oct  | Nov  | Dec  |
|---------|-----------------------|-----------|------|------|------|-------|------|------|------|------|------|------|------|------|------|
| 32ND01  | 32ND ST. CONSTRUCTION | CONSTRUCT | 2006 | 4373 | 963  | 10092 | 4048 | 0    | 0    | 0    | 0    | 0    | 0    | 0    | 0    |
|         |                       |           | 2005 | 2293 | 4955 | 5039  | 4794 | 2052 | 5442 | 1229 | 5993 | 5689 | 2351 | 8322 | 4044 |
|         |                       |           | 2004 | 302  | 343  | 0     | 302  | 0    | 9    | 22   | 70   | 650  | 1624 | 1271 | 0    |

This report shows that this customers sales, have gone up from last years sales.

Sort by Account Number  
 From Account No: 32ND01  
 To Account No: 32ND01

**ProTrac Customer Sales Reporting**  
**Showing sales for the same period Last Year**

Period 1  
 From Date: 03/01/2005  
 To Date: 03/31/2005  
 Period 2  
 From Date: 03/01/2006  
 To Date: 03/31/2006

| Account Number | Account Name          | Sls Rep | Period 1     |              |              | Period 2      |              |              | Fav (Unfav)  |              |              |
|----------------|-----------------------|---------|--------------|--------------|--------------|---------------|--------------|--------------|--------------|--------------|--------------|
|                |                       |         | Sales        | GMD          | GMP          | Sales         | GMD          | GMP          | Sales        | GMD          | GMP          |
| 32ND01         | 32ND ST. CONSTRUCTION |         | 5,039        | 1,248        | 24.77        | 10,092        | 4,022        | 39.86        | 5,053        | 2,774        | 54.89        |
| <b>Totals</b>  |                       |         | <b>5,039</b> | <b>1,248</b> | <b>24.77</b> | <b>10,092</b> | <b>4,022</b> | <b>39.86</b> | <b>5,053</b> | <b>2,774</b> | <b>54.89</b> |

**ProTrac Sales by SR by Product Line  
Selected Date Driven**

From To  
Date: 01/09/2006 04/09/2006  
Rep: sue SUE

| Rep | P/L | Sales     | Returns    | Net Sales  | COGS      | \$ Profit  | %       |
|-----|-----|-----------|------------|------------|-----------|------------|---------|
| SUE | A1  | 578.70    | 0.00       | 578.70     | 376.79    | 201.91     | 34.89   |
|     | AIR | 417.13    | 0.00       | 417.13     | 235.33    | 181.80     | 43.58   |
|     | ALE | 206.16    | 0.00       | 206.16     | 97.16     | 109.00     | 52.87   |
|     | HON | 78.45     | 0.00       | 78.45      | 45.50     | 32.95      | 42.00   |
|     | HVA | 19,464.03 | 0.00       | 19,464.03  | 11,592.00 | 7,872.03   | 40.44   |
|     | IBT | 1,107.00  | 0.00       | 1,107.00   | 518.00    | 589.00     | 53.21   |
|     | JET | 121.50    | 0.00       | 121.50     | 70.50     | 51.00      | 41.98   |
|     | JIS | 623.26    | 0.00       | 623.26     | 483.69    | 139.57     | 22.39   |
|     | KLE | 174.80    | 0.00       | 174.80     | 76.90     | 97.90      | 56.01   |
|     | LEN | 7.94      | 0.00       | 7.94       | 5.00      | 2.94       | 37.03   |
|     | MAP | 1,314.09  | 0.00       | 1,314.09   | 773.47    | 540.62     | 41.14   |
|     | MAR | 2,122.68  | 0.00       | 2,122.68   | 1,129.00  | 993.68     | 46.81   |
|     | MCE | 328.21    | 0.00       | 328.21     | 197.42    | 130.79     | 39.85   |
|     | MLT | 1,884.49  | 0.00       | 1,884.49   | 1,076.03  | 808.46     | 42.90   |
|     | PPO | 42.60     | 0.00       | 42.60      | 22.40     | 20.20      | 47.42   |
|     | SCI | 260.05    | 0.00       | 260.05     | 143.75    | 116.30     | 44.72   |
|     | WHT | 120.00    | 0.00       | 120.00     | 72.00     | 48.00      | 40.00   |
|     | XH  | 800.00    | 0.00       | 800.00     | 0.00      | 800.00     | 100.00  |
|     | ZCM | 1,500.00  | 0.00       | 1,500.00   | 0.00      | 1,500.00   | 100.00  |
|     | ZOR | 15,000.00 | 0.00       | 15,000.00  | 0.00      | 15,000.00  | 100.00  |
|     | ZRN | 0.00      | -15,000.00 | -15,000.00 | 0.00      | -15,000.00 | -100.00 |

To determine what product lines your sales representatives are moving, this report gives you a quick snap shot of every Product line, Sales Returns, Net Sales, Cost of Goods Sold, Profit Dollars and Resultant Gross Margin Percentage.

**ProTrac Sales Reporting by Inside Sales Representative**

From To  
Date: 09/09/2005 04/09/2006  
ID: Adm WIN

| ID  | P/L | Sales    | Returns | Net Sales | COGS     | \$ Profit | %     |
|-----|-----|----------|---------|-----------|----------|-----------|-------|
| MDC | 1.0 | 3,023.91 | 0.00    | 3,023.91  | 1,508.32 | 1,515.59  | 50.12 |
|     | A1  | 3,194.38 | 0.00    | 3,194.38  | 2,911.33 | 283.05    | 8.86  |

To ensure that your Inside Order Takers or Representatives are doing their job, this report breaks out their individual sales by Product Line.

### ProTrac Customer Sales Report By Product Line by Class Code

Sort By Account Number  
 Account Range: From 32ND01 To 32ND)!  
 Date Range: From 01/09/2006 to 04/09/200  
 Product Line Range: 1.0 to ZZZ

| Customer Name        | Inventory P/L | Sub Class Code   | Core Net Qty | Mdse Net Qty | Core Sales | Mdse Sales | Total Sales | Total Cost | Gross Profit | Mdse GP% |
|----------------------|---------------|------------------|--------------|--------------|------------|------------|-------------|------------|--------------|----------|
| 32ND ST. CONSTRUCTIO | 1.0           | ABRSV            | 0            | 11           | 0.00       | 8.91       | 8.91        | 4.95       | 3.96         | 44.44    |
|                      | 1.0           | Sub-Total        | 0            | 11           | 0.00       | 8.91       | 8.91        | 4.95       | 3.96         | 44.44    |
|                      | HVA           | GOODMAN 10+ SEER | 0            | 1            | 0.00       | 739.66     | 739.66      | 429.00     | 310.66       | 42.00    |
|                      | HVA           | GOODMAN 12 SEER  | 0            | 2            | 0.00       | 2500.00    | 2500.00     | 1450.00    | 1050.00      | 42.00    |
|                      | HVA           | GOODMAN 13 SEER  | 0            | 2            | 0.00       | 2327.58    | 2327.58     | 1436.62    | 890.96       | 38.28    |
|                      | HVA           | INDSTRL          | 0            | 1            | 0.00       | 1333.00    | 1333.00     | 823.24     | 509.76       | 38.24    |
|                      | HVA           | Sub-Total        | 0            | 6            | 0.00       | 6900.24    | 6900.24     | 4138.86    | 2761.38      | 40.02    |
|                      | IBT           | BOLTS ANCHORS    | 0            | 1            | 0.00       | 7.59       | 7.59        | 3.55       | 4.04         | 53.23    |
|                      | IBT           | Sub-Total        | 0            | 1            | 0.00       | 7.59       | 7.59        | 3.55       | 4.04         | 53.23    |
|                      | JET           | BITS INSERT      | 0            | 10           | 0.00       | 13.40      | 13.40       | 7.50       | 5.90         | 44.03    |
|                      | JET           | BITS SLOTTED     | 0            | 10           | 0.00       | 11.10      | 11.10       | 6.20       | 4.90         | 44.14    |
|                      | JET           | Sub-Total        | 0            | 20           | 0.00       | 24.50      | 24.50       | 13.70      | 10.80        | 44.08    |
|                      | JIS           | FAS              | 0            | 18100        | 0.00       | 705.35     | 705.35      | 541.84     | 163.51       | 23.18    |
|                      | JIS           | Sub-Total        | 0            | 18100        | 0.00       | 705.35     | 705.35      | 541.84     | 163.51       | 23.18    |
|                      | KLE           | TOOLS HANDTLS    | 0            | 1            | 0.00       | 19.52      | 19.52       | 17.00      | 2.52         | 12.91    |
|                      | KLE           | TOOLS STRIPPRS   | 0            | 1            | 0.00       | 8.57       | 8.57        | 4.29       | 4.28         | 49.94    |
|                      | KLE           | Sub-Total        | 0            | 2            | 0.00       | 28.09      | 28.09       | 21.29      | 6.80         | 24.21    |
|                      | MAN           | ICE CUBE         | 0            | 4            | 0.00       | 4749.99    | 4749.99     | 2660.00    | 2089.99      | 44.00    |
|                      | MAN           | Sub-Total        | 0            | 4            | 0.00       | 4749.99    | 4749.99     | 2660.00    | 2089.99      | 44.00    |
|                      | MAR           | ELECTRIC PANELS  | 0            | 1            | 0.00       | 268.00     | 268.00      | 134.00     | 134.00       | 50.00    |
|                      | MAR           | Sub-Total        | 0            | 1            | 0.00       | 268.00     | 268.00      | 134.00     | 134.00       | 50.00    |

Report Includes a Down Total for all Product Lines, Class, by Customer

By Date  
From: 04/09/2005 To: 04/09/2006

**Invoice Detail Report - This report is run at the end of the day to give you a quick look at today's sales**

| Date          | Order Number | Invoice Number | Sls ID | Sls Rep | Account Number | Sub Total       | Tax            | Total           | Misc        | Disc        | Freight     | Amt Tend        |
|---------------|--------------|----------------|--------|---------|----------------|-----------------|----------------|-----------------|-------------|-------------|-------------|-----------------|
| 04/13/2005    | 2721         | 1279           | MDC    | SUE     | ABENT01        | 291.38          | 18.94          | 310.32          | 0.00        | 0.00        | 0.00        | 310.32          |
| 04/27/2005    | 2745         | 1301           | MDC    | SUE     | ABENT01        | 47.19           | 3.07           | 50.26           | 0.00        | 0.00        | 0.00        | 50.26           |
| 04/27/2005    | 2746         | 1302           | MDC    | SUE     | A&C01          | 712.98          | 46.34          | 759.32          | 0.00        | 0.00        | 0.00        | 759.32          |
| 04/28/2005    | 2748         | 1305           | MDC    | SUE     | 7THST01        | 7991.23         | 0.00           | 7991.23         | 0.00        | 0.00        | 0.00        | 7991.23         |
| 05/04/2005    | 2410         | 1312           | Adm    |         | CASH2          | 0.25            | 0.02           | 0.27            | 0.00        | 0.00        | 0.00        | 0.27            |
| 05/05/2005    | 2764         | 1315           | MDC    | SUE     | ABENT01        | 567.24          | 36.87          | 604.11          | 0.00        | 0.00        | 0.00        | 604.11          |
| 06/14/2005    | 2807         | 1353           | MDC    | JON     | A1MOB2         | 66.73           | 0.00           | 66.73           | 0.00        | 0.00        | 0.00        | 66.73           |
| 07/01/2005    | 2753         | 1368           | MDC    | SUE     | A&C01          | 569.71          | 37.03          | 606.74          | 0.00        | 0.00        | 0.00        | 606.74          |
| 08/25/2005    | 2866         | 1396           | MDC    | SUE     | A&C01          | 693.76          | 45.09          | 738.85          | 0.00        | 0.00        | 0.00        | 738.85          |
| 08/30/2005    | 2872         | 1401           | MDC    |         | CASH2          | 206.34          | 13.41          | 219.75          | 0.00        | 0.00        | 0.00        | 219.75          |
| 08/30/2005    | 2869         | 1404           | MDC    | SUE     | A&C01          | 905.36          | 58.85          | 964.21          | 0.00        | 0.00        | 0.00        | 964.21          |
| 09/01/2005    | 2886         | 1448           | MDC    | SUE     | A&C01          | 507.14          | 32.96          | 540.10          | 0.00        | 0.00        | 0.00        | 540.10          |
| 09/02/2005    | 2890         | 1450           | MDC    | SUE     | 7THST01        | 32.19           | 0.00           | 32.19           | 0.00        | 0.00        | 0.00        | 50.00           |
| 09/20/2005    | 2930         | 1476           | MDC    | SUE     | 7THST01        | 2936.00         | 0.00           | 2936.00         | 0.00        | 0.00        | 0.00        | 2936.00         |
| 10/24/2005    | 2969         | 1507           | MDC    | JON     | A-BAR01        | 324.67          | 20.95          | 345.62          | 0.00        | 0.00        | 0.00        | 345.62          |
| 10/31/2005    | 2987         | 1516           | MDC    | SUE     | A&C01          | 567.92          | 36.91          | 604.83          | 0.00        | 0.00        | 0.00        | 604.83          |
| 11/12/2005    | 3023         | 1545           | MDC    |         | CASH2          | 2565.00         | 166.73         | 2731.73         | 0.00        | 0.00        | 0.00        | 2731.73         |
| 11/15/2005    | 3032         | 1562           | MDC    | SUE     | ABENT01        | 1754.14         | 114.02         | 1868.16         | 0.00        | 0.00        | 0.00        | 1868.16         |
| 11/18/2005    | 3050         | 1569           | MDC    | JON     | A&TMAN2        | 404.76          | 0.00           | 404.76          | 0.00        | 0.00        | 0.00        | 404.76          |
| 01/23/2006    | 3178         | 1649           | MDC    |         | CASH2          | 363.66          | 23.64          | 387.30          | 0.00        | 0.00        | 0.00        | 387.30          |
| 01/23/2006    | 3180         | 1650           | MDC    | SUE     | A. J. B01      | 120.74          | 1.30           | 122.04          | 0.00        | 0.00        | 0.00        | 122.04          |
| 01/23/2006    | 3182         | 1653           | MDC    |         | CASH2          | 30.00           | 0.00           | 30.00           | 0.00        | 0.00        | 0.00        | 30.00           |
| 01/23/2006    | 3184         | 1654           | MDC    | SUE     | 7THST01        | 173.15          | 0.00           | 173.15          | 0.00        | 0.00        | 0.00        | 173.15          |
| 01/23/2006    | 3185         | 1655           | MDC    | SUE     | 7THST01        | 0.00            | 0.00           | 0.00            | 0.00        | 0.00        | 0.00        | 0.00            |
| 01/26/2006    | 3194         | 1671           | MDC    |         | CASH2          | 190.00          | 12.35          | 202.35          | 0.00        | 0.00        | 0.00        | 202.35          |
| 02/02/2006    | 2934         | 1678           | MDC    |         | CASH2          | 816.05          | 53.04          | 869.09          | 0.00        | 0.00        | 0.00        | 869.09          |
| 02/23/2006    | 3219         | 1702           | MDC    |         | CASH2          | 998.24          | 64.89          | 1063.13         | 0.00        | 0.00        | 0.00        | 1063.13         |
| 03/02/2006    | 3234         | 1706           | MDC    |         | NORDYNE02      | 5750.01         | 388.13         | 6138.14         | 0.00        | 0.00        | 0.00        | 6138.14         |
| 03/15/2006    | 3229         | 1722           | MDC    | JON     | 32ND01         | 3573.70         | 241.22         | 3814.92         | 0.00        | 0.00        | 0.00        | 3814.92         |
| 04/06/2006    | 3273         | 1736           | MDC    | JON     | 32ND01         | 4048.21         | 273.25         | 4321.46         | 0.00        | 0.00        | 0.00        | 4321.46         |
| <b>Totals</b> |              |                |        |         |                | <b>37207.75</b> | <b>1689.01</b> | <b>38896.76</b> | <b>0.00</b> | <b>0.00</b> | <b>0.00</b> | <b>38914.57</b> |