

# ABC Distribution and Service Corp.

## LOST SALES BY REASON

Page Number: 1  
Print Date: 7/10/2001

Report Parameters:  
For Order Dates: 5/1/2003 through 5/31/2003  
Report is sorted by Month  
Report is printed with Details

Order #	Order Date	Salesperson #	Item #	Item Description	Qty Ordered	Extension
<b>Reason Lost: DELAY</b>		<b>Delayed Purchase Decision</b>		<b>Number of Sales Orders: 1</b>		
<b>May, 2003</b>						
0000165	5/31/2003	01-0200	6657-24-20-12	SOUND CVR 24.5"W 20"D 12"H LQ	2.00	858.00
					<b>Order # 0000165 Total:</b>	<b>2.00 858.00</b>
					<b>May, 2003 Total:</b>	<b>2.00 858.00</b>
					<b>DELAY Total:</b>	<b>2.00 858.00</b>
<b>Reason Lost: PRICE</b>		<b>Better Price Found</b>		<b>Number of Sales Orders: 1</b>		
<b>May, 2003</b>						
0000163	5/29/2003	02-0400	1001-HON-H254	HON 4 DRAWER LETTER FLE W/O LK	5.00	635.35
					<b>Order # 0000163 Total:</b>	<b>5.00 635.35</b>
					<b>May, 2003 Total:</b>	<b>5.00 635.35</b>
					<b>PRICE Total:</b>	<b>5.00 635.35</b>
<b>Reason Lost: SHIP</b>		<b>Unable to Ship In Time</b>		<b>Number of Sales Orders: 1</b>		
<b>May, 2003</b>						
0000158	5/15/2003	02-0300	D1000	DESK 72" X 30"	2.00	1,800.00
	5/15/2003	02-0300	2481-5-50	DESK FILE 5 1/4" CAP 50	50.00	847.50
					<b>Order # 0000158 Total:</b>	<b>52.00 2,647.50</b>
					<b>May, 2003 Total:</b>	<b>52.00 2,647.50</b>
					<b>SHIP Total:</b>	<b>52.00 2,647.50</b>
					<b>Report Total:</b>	<b>59.00 4,140.85</b>

The example above is printed by Month and is in Detail Format