

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 Customer
Report is printed with Details

Order #	Order Date	Salesperson #	Item #	Item Description	Qty Ordered	Extension
Reason Lost: DELAY Delayed Purchase Decision Number of Sales Orders: 1						
Customer: 01-SHEPARD Shepard Motorworks						
0000165	5/31/2003	01-0200	6657-24-20-12	SOUND CVR 24.5"W 20"D 12"H LQ	2.00	858.00
					Order # 0000165 Total:	2.00 858.00
					Customer 01-SHEPARD Total:	2.00 858.00
					DELAY Total:	2.00 858.00
Reason Lost: PRICE Better Price Found Number of Sales Orders: 1						
Customer: 02-BAYPYRO Bay Pyrotronics Corp.						
0000163	5/29/2003	02-0400	1001-HON-H254	HON 4 DRAWER LETTER FLE W/O LK	5.00	635.35
					Order # 0000163 Total:	5.00 635.35
					Customer 02-BAYPYRO Total:	5.00 635.35
					PRICE Total:	5.00 635.35
Reason Lost: SHIP Unable to Ship In Time Number of Sales Orders: 1						
Customer: 02-AUTOOCR Autocraft Accessories						
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
					Order # 0000158 Total:	52.00 2,647.50
					Customer 02-AUTOOCR Total:	52.00 2,647.50
					SHIP Total:	52.00 2,647.50
					Report Total:	59.00 4,140.85

The example above is printed by Customer Number and in Detail Format