

ABC Distribution and Service Corp.

LOST SALES BY REASON

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

Report Parameters:
For Order Dates: 1/1/2003 through 12/31/2003
Report is sorted by Salesperson
Report is printed in Summary Format

Order #	Order Date	Customer #	Customer Name	Extension
Reason Lost: DELAY		Delayed Purchase Decision		Number of Sales Orders: 1
Salesperson: 01-0200	Shelly Westland			
0000165	5/31/2003	01-SHEPARD	Shepard Motorworks	858.00
Reason Lost: PRICE		Better Price Found		Number of Sales Orders: 1
Salesperson: 02-0400	Ginny Hernandez			
0000163	5/29/2003	02-BAYPYRO	Bay Pyrotronics Corp.	635.35
Reason Lost: SHIP		Unable to Ship In Time		Number of Sales Orders: 1
Salesperson: 02-0300	Harvey Earlwright			
0000158	5/15/2003	02-AUTOOCR	Autocraft Accessories	2,647.50
Report Total:				4,140.85

The example above is printed by Salesperson and is in Summary Format