



***Custom Crystal Reports***  
Report Catalogue for Sage 100 ERP  
(formerly MAS 90 and 200)

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| Report Title: | Gross Margin By Price Level  |
| Description:  | Calculation of Gross Margin – Sales Amount (Quantity Shipped times Unit Price) less Cost of Sales (Quantity Shipped times Unit Cost) with subtotals by Invoice and Price Level |

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| Module:         | Accounts Receivable                        |
| Database Files: | InvoiceHistoryDetail, InvoiceHistoryHeader |

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| Issue:      | You believe the reason that you are seeing fluctuations in your gross margin without similar changes in sales is due to variations in sales at your Price Levels. |
| Resolution: | Add this report to your Accounts Receivable Custom Reports Menu and print this report for an Invoice Date range.  |

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| Installation:  | Once your payment is processed, the report template is sent to you via email. Your Price Levels must be added to the formula fields for the group header and footer. You may elect to install the template yourself or the staff at Conner Ash P.C. will be happy to assist you for a small additional charge. |
| Customization: | Additional customization is available at our current hourly rate.  |

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| Contact: | To place an order or if you need additional information, please contact either Suzanne Watson or Sue Deters at (314) 205-2510. |
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**ABC Distribution and Service Corp.**

**Gross Margin By Price Level**

Invoice Date Range: 01/01/2010 - 06/30/2010

| <u>Customer Number</u>       | <u>Customer Name</u>      | <u>Item Code</u> | <u>Item Description</u>         | <u>Quantity</u> | <u>Unit Price</u> | <u>Sales Amount</u> | <u>Unit Cost</u> | <u>Cost of Sales</u> | <u>Gross Margin</u> |
|------------------------------|---------------------------|------------------|---------------------------------|-----------------|-------------------|---------------------|------------------|----------------------|---------------------|
| Invoice Number: 0100039      | Invoice Date: 05/16/2010  |                  |                                 |                 |                   |                     |                  |                      |                     |
| ABF                          | American Business Futures | 8971             |                                 | -20.00          | 2.23              | -44.66              | 0.78             | -15.60               | -29.06              |
| <b>Invoice 0100039 Total</b> |                           |                  |                                 | <b>-20.00</b>   |                   | <b>-44.66</b>       |                  | <b>-15.60</b>        | <b>-29.06</b>       |
| Invoice Number: 0100041      | Invoice Date: 05/31/2010  |                  |                                 |                 |                   |                     |                  |                      |                     |
| ABF                          | American Business Futures | 2480-8-50        | DESK FILE 8" CAP 50             | 1.00            | 33.20             | 33.20               | 15.45            | 15.45                | 17.75               |
| <b>Invoice 0100041 Total</b> |                           |                  |                                 | <b>1.00</b>     |                   | <b>33.20</b>        |                  | <b>15.45</b>         | <b>17.75</b>        |
| Invoice Number: 0100048      | Invoice Date: 05/30/2010  |                  |                                 |                 |                   |                     |                  |                      |                     |
| ABF                          | American Business Futures | D1000-BBW/LIGHT  | BOOK BIN W/FLUORESCENT LIGHT    | 1.00            | 130.00            | 130.00              | 65.00            | 65.00                | 65.00               |
| <b>Invoice 0100048 Total</b> |                           |                  |                                 | <b>1.00</b>     |                   | <b>130.00</b>       |                  | <b>65.00</b>         | <b>65.00</b>        |
| Invoice Number: 0100054      | Invoice Date: 03/01/2010  |                  |                                 |                 |                   |                     |                  |                      |                     |
| ABF                          | American Business Futures | 1001-HON-H252    | HON 2 DRAWER LETTER FILE W/O LI | 5.00            | 81.48             | 407.40              | 34.25            | 171.25               | 236.15              |
| <b>Invoice 0100054 Total</b> |                           |                  |                                 | <b>5.00</b>     |                   | <b>407.40</b>       |                  | <b>171.25</b>        | <b>236.15</b>       |
| Invoice Number: 0100055      | Invoice Date: 05/10/2010  |                  |                                 |                 |                   |                     |                  |                      |                     |
| ABF                          | American Business Futures | 1001-HON-H252    | HON 2 DRAWER LETTER FILE W/O LI | -1.00           | 81.48             | -81.48              | 34.25            | -34.25               | -47.23              |
| <b>Invoice 0100055 Total</b> |                           |                  |                                 | <b>-1.00</b>    |                   | <b>-81.48</b>       |                  | <b>-34.25</b>        | <b>-47.23</b>       |
| <b>Price Level 1 Total</b>   |                           |                  |                                 | <b>104.00</b>   |                   | <b>5,471.51</b>     |                  | <b>1,856.62</b>      | <b>3,614.89</b>     |
| <b>Price Level 2</b>         |                           |                  |                                 |                 |                   |                     |                  |                      |                     |
| Invoice Number: 0100047      | Invoice Date: 05/31/2010  |                  |                                 |                 |                   |                     |                  |                      |                     |
| ORANGE                       | Orange Door & Window Co.  | ARS-9401         | ART SPECIALTY EMP CANDLE LAMIF  | 1.00            | 129.95            | 129.95              | 65.25            | 65.25                | 64.70               |
| ORANGE                       | Orange Door & Window Co.  | ARS-9101         | ART SPECIALTY WALNUT CNDL LAM   | 2.00            | 89.95             | 179.90              | 44.88            | 89.75                | 90.15               |
| <b>Invoice 0100047 Total</b> |                           |                  |                                 | <b>3.00</b>     |                   | <b>309.85</b>       |                  | <b>155.00</b>        | <b>154.85</b>       |
| <b>Price Level 2 Total</b>   |                           |                  |                                 | <b>3.00</b>     |                   | <b>309.85</b>       |                  | <b>155.00</b>        | <b>154.85</b>       |
| <b>Price Level 3</b>         |                           |                  |                                 |                 |                   |                     |                  |                      |                     |
| Invoice Number: 0100038      | Invoice Date: 05/16/2010  |                  |                                 |                 |                   |                     |                  |                      |                     |
| JELCO                        | Jellico Packing           | GB-EL04MS-14     |                                 | 6.00            | 3.59              | 21.54               | 0.95             | 5.70                 | 15.84               |
| JELCO                        | Jellico Packing           | 8971             |                                 | 50.00           | 2.23              | 111.50              | 0.00             | 0.00                 | 111.50              |
| <b>Invoice 0100038 Total</b> |                           |                  |                                 | <b>56.00</b>    |                   | <b>133.04</b>       |                  | <b>5.70</b>          | <b>127.34</b>       |
| <b>Price Level 3 Total</b>   |                           |                  |                                 | <b>56.00</b>    |                   | <b>133.04</b>       |                  | <b>5.70</b>          | <b>127.34</b>       |
| <b>Grand Total</b>           |                           |                  |                                 | <b>888.00</b>   |                   | <b>304,190.60</b>   |                  | <b>165,613.62</b>    | <b>138,576.98</b>   |