SALES ORDER PROCESSING FOR BABY CARE INDUSTRY

By

V. SATHYANARAYANAN

Final Report of the Three - Credit Course
CS 6998 System Development Project

Submitted in Partial Fulfillment
of the Requirement for the Degree of
Master of Science
in Computer Information Systems
Assumption University

December, 1997

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Academic Year	:	1997

The Graduate School of Assumption University had approved this final report of the three-credits course, **CS 6998** System Development Project, submitted in partial fulfillment of the requirements for the degree of Master of Science in Computer Information Systems.

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ABSTRACT

This system development project cover system analysis , design and implementation for a baby care manufacturing company. The sales order processing system is proposed to replace the manual system currently used in the marketing department. The existing system operates inefficiently and sales data cannot be supplied in time. Conclusion report of procedure, customer report, amount of sales per month or year are not available when needed. This project is intended to provide a solution to the problem by using a computerised system. The system can provide timely and accurate information to the management. It saves time , cost and eliminate the redundancy operations.

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1. INTRODUCTION

1.1 INTRODUCTION

Royal Industries Co. Ltd. are leading manufactures of baby care products and owns brand name as 'Pur' . Royal has different range of products. The range consists of various size and shapes of nipples, plain feeding bottles, printed feeding bottles, soothers, food feeders, drinking cup, baby foodplates, baby forks, spoons, cotton, breast pump and many such other need based products. Royal Industries has licensed its brandname to reputed international firm like Hasbro, Jackel, Deithelm and many others who take care of marketing and distribution in their respective countries. Most of the products are exported to different countries around the world. i.e. USA, EUROPE, AUSTRALIA etc.

1. 2 OBJECTIVES OF THE PROJECT

The specific objectives of the SOP system are summarised below :

1. To study the existing system and design the new system development for Sales Order Processing which will improve more effectiveness and efficiency .

2. To provide management with timely, meaningful and reliable Sales information which will facilitate management decision making for planning and controlling in order to achieve organisation goals.

3. To provide logistic support to Production, Inventory and Accounting with the lowest practicable in the inventories by using the generated reports.

4. To minimise the investment in the inventories, warehousing and handling cost in the inventories by using this system.

5. To support management with timely information and report which enhance them to analyse and understand market situation so that they can able to make profit oriented organisation.

6. To ensure system security and data integrity through access authorisation checking., data validation mechanism.

1.3 SCOPE OF THE PROJECT

This system development project was developed to improve the existing order processing of Royal. The studies emphasis computerisation of Order processing information system. Currently , the maintenance , handling and processing of foreign customer orders are done manually. Problem in the existing system are associated with manual operation such as excessive paper work and slow data processing. Users have expressed the need for computerisation of the existing system. The proposed order processing system was designed to provide the right data at the right level of detail to the right people at the right time. The key area of computerised system are creation and maintenance of customer sales record and report generation. The new system would provide online query responses that might be requested at any time and retrieved in a matter of seconds as well as customised reports that are consistent, accurate , timely and relevant. The major output of the project that could provide the order processing system an effective tool to provide better services to the customers and management.

This project is concerned mainly on the sales information system which will enhance all level of management to evaluate, analyse , control and plan so as to accomplish the company's objectives. We would like to classify the information that we need to collect as hereunder :

Maintain Customer Profile
- maintain standard codes and descriptions i.e. parameters
- maintain customer information such as address, telephone no. fax no etc.
- maintain price lists and discount lists

Maintain Customer Order and Order items
- Order Header information
- Order Detail information

Invoicing
- Manual allocation of Order items in inventory
- Confirm the despatch of an order
- Print invoice

Sales Analysis Report
- Delivery Performance report
- YTD volume sales report
- Product Costing report
- Qty & Value variance report

2. EXISTING SYSTEM

2.1 COMPANY BACKROUND

Royal Industries Co. Ltd. are leading manufactures of baby care products and owns brand name as 'Pur'. Royal has different range of products. The range consists of various size and shapes of nipples, plain feeding bottles, printed feeding bottles, soothers, food feeders, drinking cup, baby foodplates, baby forks, spoons, cotton, breast pump and many such other need based products.

Royal Industries has licensed its brand name to reputed international firm like Hasbro, Jackel, Deithelm and many others who take care of marketing and distribution in their respective countries. Most of the products are exported to different countries around the world. ie USA, EUROPE, AUSTRALIA etc.

Royal Industries owns the brand name "PUR" world-wide. Under this brand Royal markets and distributes a wide range of silicone baby feed accessories. In its four years of existence "PUR" has clearly become the best for babies.

After constant Research and development for 2 years , by October 1984, Royal Industries developed a complete range of pacifiers and nipples. Mothers and paediatric experts were consulted in the US, UK and Australia and a survey showed that not only flow rate should increase for the growing baby but also the nipple size should become larger. This philosophy was adopted in age coded designs for new-born, baby and toddler nipples. Flow rates were determined by paediatricians and nutritionists who understand the amount of input a child needs to satisfy hunger and receive nutrition. These precise survey also brought out a fact that mothers prefer a soft nipple. Paediatricians advises that a too soft nipple induces lazy eating habit in infants and for the correct development of palate and jaw muscles, the nipple should have the proper hardness. A suitable likeness to mother's teat was developed by Royal for the nipples so that this aspect was taken care of.

Pur products are need based products that satisfy the various needs of a child. The range has been developed always keeping this view in mind. The range consists of various sizes and shapes of nipples, plain feeding bottles, printed feeding bottles, soothers, food feeders, drinking cups, baby foodplates, baby forks, spoons, cotton, breast pump, sterilising tablet and many such other need based products.

The total work force employed are 1400 employees. Out of which workers are 1200, office staff are 150 and managers & executives are 40.

The philosophy at Royal Industries has always been to develop long-term business relationships for mutual benefits and the confidence of Royal Industries customers is ample proof of its commitment to service, quality and customer satisfaction.

The organisation chart of Royal is shown in Appendix - A1 (Figure 1.1)

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2.2 EXISTING BUSINESS FUNCTIONS

The present business set-up is managed by various departments such as :-

i. Marketing

ii. Planning

iii. Shipping

iv. Purchase

v. Warehouse

vi. Production

vii Finance & Accounts

viii. EDP

The various functions of each department are listed below :-

i. Marketing

- Liaison with customers to get orders.
- Receive orders from customer after getting approval.
- Prepare product specification and sent to EDP dept. for processing.
- Orders are entered in AS/400 with product code, qty, price and delivery date etc.
- Follow with planning dept. & shipping dept. for delivery schedule.

ii. Planning

- Analyse the orders entered in AS/400 from marketing dept.
- Prepare planning schedule for all products.
- Create work orders for each sales order in AS/400.
- Scheduling work order to production dept. & follow up.
- Confirmation of dispatch for each product and sent to shipping dept.

iii. Shipping

- Confirm dispatch of product into the AS/400 system.
- Prepare export invoice and other necessary documents for customs.
- Calculate cubical calculation for shipment container.
- Checking import document and liaison with import consultant.

iv. Purchase

- Procure raw material for productions, general etc. as when required.
- Liaison with suppliers for supplies and delivery schedule.
- Control inventory stock and reduce material cost.

v. Warehouse

- Receive and store all semiproducts from suppliers and production dept.
- Receive finished goods from Production dept.
- Dispatch of finished product to port for all customers.

vi. Production

- Process work orders from planning dept. as per schedule.
- Assemble and pack all semiproduct to finished product.
- Dispatch finished product to Ware house.

vii. Finance and Accounts

- Receive payment from customer and maintain customer account.
- Make payment to suppliers and maintain supplier a/c.
- Prepare cash flow, budget analysis and MIS report are maintained

viii. EDP

- Maintain all data base such as Inventory, orders, purchase mfg. etc.
- Provide user support and training.
- Make MIS report from AS/400.
- Trouble shooting of software's
- Liaison with Software consultants.

Process

The **Marketing department** receive orders from customers through fax and telephone after approval of performa invoice from the customers. The marketing department prepares product specification list for new products received. The orders are entered into the system with customer information , product details, price information and delivery dates. These information are given to **Planning department** for processing. The

planning department verifies each order and schedules the order to various production department with delivery date and customer information through work order. The **Production department** processes all work orders and send the semi finished product to warehouses. The **Warehouse department** receives all semi products from different departments and as well as from outside suppliers. The raw materials for processing bottles are imported from Japan ,USA & Germany. The **Purchase department** takes care of raw material purchase which is used for production in appropriate time to meet the delivery schedule. **Assembly department** takes all semi product from semi warehouse and assembles to produce a finished product and send the finished goods to finished goods warehouse. Once all the finished products are accumulated, the Planning department prepares allocation list for all customers and passes the information to **Shipping department.** The shipping department allocates the products for different customers and prepares picking list for warehouse. The picking list is sent to warehouse to keep the goods ready for shipping. The shipping department prepares all necessary shipping documents for customs and bank. Then the orders are confirmed by shipping department and Invoices prepared for all customers. The invoice copies are sent to Finance department for account receivables. The **Finance department** makes payment to all suppliers and maintain account receivable for all customers. The goods are shipped to customers from warehouse and the invoices are sent to them.

2.3 EXISTING COMPUTER SYSTEM

The existing set-up has the following configuration :

Hardware

IBM AS/400 Model C10

Configuration

8 MB Processor card

8 MB Main Storage

Multifunction IOP

Twinaxial Work station Controller

1.6 GB Hard Disk

¼ Inch Tape unit

Idea Dumb terminal

Compaq and Acer Personal Computers

Dot Matrix printers

Modem

Remote Controllers

Software

Operating System : OS/400 and DOS

Application software : Sales Order Processing

Inventory Management

Purchase Management

Financial Management

Utilities : SQL/400 and Query/400

Other Packages : Lotus 123, MS Word, Excel , Quattropro, PowerPoint

2.4 CURRENT PROBLEMS AND AREAS FOR IMPROVEMENTS

Most of the software's are not in full operational conditions due to lack of computer personnel. Only few informations are stored in AS/400 and the users cannot extract all informations as required. With the existing system the company can neither provide better service to customers nor extract management reports as and when required.

Problem encountered :

Since all the sales order are done manually and there are no procedures defined for the system :

- The sales documents are kept as it is. The essential information of the order is not extracted to be stored in an easy form to retrieve when needed.
- There are always delay in submitting reports, sales report, etc.. to the management. Sometimes the reports do not provide the information they require
- Adhoc queries from the management cannot be answered in a timely manner.
- The customer always complain that the company does not provide satisfactory service.

- The employees especially staffs are dissatisfied because of a big file of documents to be typed and filed and work overload. Space is not enough to keep these documents.
- Customer details are not maintained properly.
- Customers orders are not maintained in AS/400 due to lack in computer personnel.
- Price details were not found.
- No Sales statistics reports were taken for further analysis
- Item codification is not given in a proper sequence.
- Statistical category codes were not found .
- Redundancy work are carried out.
- Data integrity to other systems not implemented.
- Proper information were not available for analysis.

Areas of Improvement :

In general, Royal has to improve in all areas. Lot of manual information passes through the inter departments. Redundant jobs are carried out in all areas of work. There is no proper and systematic work flow adopted. There is a lot of communication gap between departments due to manual system followed. Since all the process are manual , the major improvement will be done in computer to automate the processes in the following areas :

Data Store : Essential data of sales information will be extracted and stored in computers. This will contribute a database of sales information system. The database will be used for further information required.

Data Processing : The data from the database will be processed by computers to produce the information required by the users. On screen query capability will be incorporated into the system to enable the users to directly interact with the system.

Reports : Standard reports should be set up for all parties concerned to use. This will facilitate preparation of reports to management and reduce work load on the company's staff.

Proposed Solution :

Therefore, the management is required to make a study on the existing system and provide methodological way to implement the proposed system. Hence to start with, it is proposed to make a system study on Sales

Order Processing (SOP) where the major inputs are generated for the system. Since SOP is considered the nuclear department to assess the efficiency and performance factor of a company, it is of utmost importance to evaluate SOP in the light of integrated system. SOP should provide major inputs to other application areas such as Inventory, Manufacturing, Purchase and Accounts. An updated statistics relating market trends with Sales should be available for the other management activities like budgeting and planning.

The data flow diagram for the existing system are shown in Appendix - A2 to A9 with reference to System Analysis and Design by Kenneth. E. Kendall.

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3. PROPOSED SYSTEM

3.1 USER'S REQUIREMENTS

The Royal system has been thoroughly investigated using a series of interviews, examination of memos, a survey of the faculty and staffs. The results of the interviews became the basis of a questionnaire administered to the faculty and research team. Based on questionnaire and interview we got lot of information from the user.

The requirement of the users is to computerise the Sales Order Processing which should atleast the following features :-

- There should be a database for the sales Orders which stores necessary data and to retrieve the required information as when required for planning and decision making.
- The new system should have the ability to produce the major output reports as follows :

  - Daily Order report
  - Amended Order report
  - Dispatch Vs Invoice report
  - Delivery performance report
  - Product Costing report
  - Year-to-date Volume sales report
  - year-to-date Sales Value report
  - Customer wise - Product wise Qty/Value report
  - year-to-date Customer wise value report
  - Product wise sales report (Qty and Value)
  - Product Category sales report (Outstanding Order wise)
  - Product Category sales report (Invoice wise)
  - Royalty report
  - Territory wise sales report
  - Customer detail report
  - Price detail report
  - Cube calculation processing

- Gross margin profit report

- Outstanding order Vs Available stock report

- The system should provide on-screen queries to enable the user to interact with the system in a user-friendly environment and obtain information as required.
- Standard formats for the input and output reports should be designed to facilitate the processes.
- The system should provide security and control procedures to make sure that it will not be accessed by the unauthorised personnel.
- Training should be provided to the users.

3.2 SYSTEM DESIGN

3.2.1 *System Overview*

Sales order processing has four main procedures :-

i. Record Order details
ii. Stock Allocation
iii. Pick items from stock and dispatch
iv. Confirmation of dispatch and raise invoices

3.2.1.1 Record Sales Order details

The sales order are entered through transcriptional order entry. There are 3 phases while creating the order.

- Order Header
- Order Lines
- Extra charges

Order Header

In order header details, the customer code, discount, pricing, allocation rules and currency are maintained. The currency may be changed to any currency specified in G/L.

Order Lines

The product code, quantity, price and delivery date are entered. If the price is given while entering the order , the system assume as a fixed price. Otherwise the price will be picked from price file(maintained for each customer/product). The validation is performed when the entry is complete. Even external text can be maintained for each line and it will be stored in external text file.

Extra charges

Sundry charges like insurance, freight, any other special discount can be given in this option. The sundry codes are maintained in Description file.

At end of the entry , the total value of the order will be shown.

ORDER NO will be generated automatically by the system. The order serial number is maintained in company profile. This cannot be changed.

Amendment

The order can be amended if any change in order header detail, order line detail & sundry charge detail.

If the order is completed or cancelled the order cannot be amended.

Order amendment procedures will be same as order entry. Only the difference is that the user should give Order number and option to choose Order Header, Order lines & Sundry charges.

Releasing Orders

If the price is override in the order file or fixed price given or if the customer exceeds credit limit, the system will not allow the orders to process further.

In such cases the orders are to be released before processing. The release option will update the status code in the order file.

Order Cancellation

The order cancellation can be done for a whole order or for an item in the order.

The system updates a flag in the files for cancellation.

While cancelling the order, the user should verify that the item or order has any allocations.

3.2.1.2 Stock Allocation

The allocation procedure can be done through Manual allocation option. In this the user has to give the order number. Each order line will be displayed with order qty, outstanding qty and action quantity. The user can enter the action quantity (allocated qty).

If an order line is completed or cancelled the order line will not be shown.

The allocated quantity will be updated in Order line file and Stock file respectively.

If Outstanding quantity is zero the item cannot be allocated.

After the order lines are allocated, Custom invoice (FOB) can be printed.

3.2.1.3 Pick items from stock and dispatch

This selection is provided to ensure that only the picking documents required are actually printed. When a picking note is printed all allocations, irrespective of when they were made, are included.

Picking note are generated for system requirement. Actually this is not used in Royal.

C- Export Invoice (Manual Document)

FOB invoices are sent to Warehouse for despatch purpose. On the basis of FOB invoice, the warehouse prepares a manual document i.e. C-Export document .

It is not necessary that all items in FOB invoice will be dispatched. Depending on the stock the warehouse make this document . Actually speaking the items in C-Export document will show the actual dispatch.

This document is sent to Shipping department and marketing department for confirmation of dispatch.

3.2.1.4 Confirmation of dispatch and raise Invoice

In this option actual goods sent to the customer are entered as per order wise. If all the items are confirmed the system generates an invoice.

The invoice number is generated automatically.

After confirmation FOB number is specified and corresponding invoice number (generated by system) will be updated in FOB file.

The consolidation of invoice can be made by confirming all orders for a customer. But the consolidation is made according to the set-up in customer profile file.

The consolidation of invoice will be done on the following details :-

a) Consolidated invoices will be for a single invoice account, therefore the dispatches to many delivery addresses can be consolidated on a single invoice.

b) Invoices can only be produced for a single statement account and a single currency , therefore multiple invoices can be processed for an invoice account within the consolidation period.

c) Orders raised with an invoice address overrides are not consolidated and will produce an invoice for each dispatch.

d) Credits and sundry invoices are not consolidated and a separate document is produced for each one raised.

An invoice will be raised and printed in the prime currency of the customer's account.

When an invoice or credit note is generated in the system, prices and discounts are either taken from order file.

important Note :

The invoices are posted in Accounts Receivable and General Ledger while PRINTING THE INVOICES(not in confirmation of dispatch). Postings will be in both prime currency and the base currency of Accounts Receivable.

Corrections cannot be done , if the invoices are posted in A/R and G/L.
This can be corrected through Credit note or Debit note (sundry invoice)

Sundry Invoice & Credit Notes

The sundry invoices and credit notes are prepared for the following details :-

- Wrong Invoice value (DN/CN)
- Less charged (DN)
- Over charged (CR)
- More quantity confirmed (CR)
- Less quantity confirmed (DN)

There are options with stock update and no stock update to prepare CR and DN.
With stock update options the stocks are reduced from stock file.

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With no stock update option the stocks are not updated.

The automatic number is generated from the system similar to Invoice.

Note :
Invoice number and FOB number will not be same.
Consolidated invoice and packing list can be printed by combining Invoice and credit note.

Local Invoice :-

The procedure for local invoice is same as Export invoice. FOB generation is not required for local invoice. For despatch confirmation separate option is available for local confirmation. There is a small difference from export invoice where local reference no is different from export FOB number. The local reference no. is maintained by Shipping department. Vat and discount calculations are done automatically after setting up the customer profile. The vat code should be 'H' in customer profile and vat indicator should be '2'.

For local invoice printing , local invoice printing option can be taken.

Enquiries

This software provides a comprehensive range of enquiries to view :

Orders by	Order Customer Item Despatch notes
Invoices by	Invoice Order Customer
Stock by availability	Time-phased expected stock position

The SOP process flow is shown in Appendix - B1 (Figure - 3.1)

3.2.2. *Products*

Products are divided into categories, Group Major, Group Minor, Division and Subdivision to manage system requirements and MIS reports.

Finished products are categorised as follows :-

- BOTTLES
- SOOTHERS/PACIFIERS
- NIPPLES
- GFT SET
- TOYS
- TEETHERS

- MATERNALS
- FEEDING ACESSORIES
- DRINKING CUPS
- PERSONAL CARE & HYGEINE PRODUCTS
- SPARES
- SAFETY PRODUCT

Full Product detail with Group Major, Group Minor, Division & Sub-division are listed in Appendix - D

SOP Main Functions

The Sales Order Processing is based on the concept of Input-Process -Output. Information from the source documents (e.g., customer purchase order) will serve as the main input to the system. These information are entered through different user friendly screens. Then, depending on the user's requirement , output can be generated either on the screen and /or as printed report documents.

Appendix B2 (Figure - 3.2) shows the overall Input-Process-Output for the SOP system with reference to Modern Structure Analysis by Yourdon Edward.

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3.2.3 Menu Screen for SOP system

The SOP has the following main options :

Screen :

```
OE0          ROYAL INDUSTRIES (THAILAND) CO.LTD.   USER  QPGMR      9/6/97
                                                                    10:00:00

Main Menu


1)  Processing and Order Enquiry's
2)  Maintenance
3)  Reports
4)  Sales Analysis Reports

90. Sign off

Enter Option ... ... ... ... ...

F3 - Exit   F12 - Cancel
```

Processing & Enquiry : In this option , order can be entered, amended, cancellation , allocation and confirmation can be made. Also various enquiries is also possible to view in the screen.

Maintenance : These functions are used to maintain master files related to SOP system such as Customer file, Price file and Other sales statistic files.

Reports : For document preparation , the invoice, credit note, picking notes and FOB are printed in this option.

Sales Analysis Report : In this option all types of Sales analysis reports can be taken to provide the management with valuable information.

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1) Processing and Enquiry

Screen :

OE1 ROYAL INDUSTRIES (THAILAND) CO.LTD. USER QPGMR 9/6/97 10:00:00

Processing	**Enquiry**
1) Order Entry - Transcription	20) Whole Order
2) Order Entry - Conversation	21) Order by Customer
3) Manual Allocation	22) Order by Item
4) Order Cancellation	23) Order by Cross Reference
5) Order Amend - Transcription	24) Order Awaiting despatch
6) Order Amend - Conversation	25) Completed order by Customer
7) Suspended Order Release	26) Invoice by order
8) Confirmation of Despatch (Export)	27) Invoice by invoice
9) Enter Credit notes	28) Invoice by Customer
10) Enter Sundry Invoice	29) Invoice by Item no.
11) Enter Credit Note (Stock Update)	30) Stock availability
12) Enter Sundry Invoice (Stock Update)	31) Invoice - FOB enquiry
13) Confirmation of Despatch (Local)	

90. Sign off

Enter Option ……

F3 - Exit F12 - Cancel

Order Entry - Transcription : To provide for rapid entry of order line details, particulars from documents. This method of entry is speed and the sequence in which orders are entered is arbitrary.

Order Entry - Conversation : This is a flexible method of order entry which enables the customer's requirements to be met by offering alternative items, quoting realistic delivery dates and sourcing from other locations.

Manual Allocation : Even though most allocation will be performed interactively as part of order entry or as part of a batch run, it is sometimes necessary to explicitly allocate or de-allocate stock orders. This can either be to a whole order to an individual line. If it is done at line level, then the amount to be actioned may be defined.

Order Cancellation : This procedure enables cancellation of part or all of an order.

Order Amendment : Existing orders may be amended once they have been entered.

Suspended Order Release : Suspended Order may be released from this option. Order is suspended due to various reasons.

Confirmation of despatch : This panel is used to enter the despatch to be confirmed.

Enter Credit notes : If an invoice is to be corrected , then credit notes are used.

Enter Sundry Invoice : If an under charge on an invoice is to be corrected , a sundry invoice is used.

Whole Order Enquiry	: The purpose of this enquiry is to provide a multi-level display of order details.
Order by Customer	: The purpose of this enquiry is to list all orders for a customer.
Order by Item	: The purpose of this enquiry is to display all order lines for an item, together stock position.
Invoice by order	: This procedure display details of invoices for an order and then provides access to full invoice enquiry.
Invoice by Customer	: This procedures enables you to display details of invoice for a customer.
Orders Awaiting Despatch	: This enquiry is used to display details of picking notes generated and awaiting confirmation of despatch.

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2) Maintenance

Screen :

```
OE2          ROYAL INDUSTRIES (THAILAND) CO.LTD.   USER  QPGMR      9/6/97
                                                                    10:00:00

Maintenance


1)  Description
2)  Customer
3)  Depot profile
4)  Price/Discount profile
5)  Price List
6)  Discount  list

90. Sign Off

Enter Option ..........

F3 - Exit   F12 - Cancel
```

Description	: This procedure enables the maintenance of the descriptions file. The description file is a parameter file which has valid values for the application.
Customer	: This procedure enables the creation and maintenance of a customer database which accurately reflects the customer's organisation.
Depot profile	: This procedure is to maintain depot file.
Price/Discount profile	: This identifies the name and the owner or the user who has the authority to maintain the list. This panel enables the selection of the price list to be maintained.
Price List	: This procedure enables the maintenance of price lists for use in Order Processing.
Discount List	: This procedure enables the maintenance of discount lists to be used by order entry.

3) Reports

Screen :

```
OE3          ROYAL INDUSTRIES (THAILAND) CO.LTD.   USER  QPGMR      9/6/97
                                                                    10:00:00

Reports


1)  Order Acknowledgement
2)  Picking notes
3)  Invoice/ Credit Note print
4)  Invoice/ Credit reprint
5)  FOB invoice print
6)  Consolidate Invoice print
7)  Thai  FOB invoice print
8)  Proforma Invoice print

90.  Sign Off

Enter Option ……

F3 - Exit   F12 - Cancel
```

Order Acknowledgement : This report prints all orders to customer for acknowledgement purpose.

Picking note print : Once stock has been allocated to an order it is possible to request its despatch, either by printing on a picking note, or if the stockroom is a warehouse, by transferring the request to the warehouse application.

Invoice/Credit note print : At any time, this procedure may be run to print the documents and update the ledgers. It is obviously essential that this procedure be run not less than once per day.

FOB Invoice print : This procedure prints FOB listing which is used for customs.

Proforma Invoice : This procedure prints Proforma invoice for a customer before getting approved order.

4) Sales Analysis Report

Screen :

```
VS1          ROYAL INDUSTRIES (THAILAND) CO.LTD.   USER  QPGMR        9/6/97
                                                                      10:00:00

Sales Analysis Report

1)  Daily Order Report                          16. A/R report for marketing
2)  Amended Order report                        17. Order Status report
3)  Despatch Vs Invoice report                  18. Daily Order with BOM value
4)  Delivery performance report                 19. Item wise product cost
5)  Item-wise o/s orders Vs invoice report      20. YTD sales (Qty & Value) report
6)  YTD volume sales report                     21. Sales report by item reference.
7)  Customer wise value report (YTD)            22. Royalty report
8)  O/s Orders Vs Available stock               23. Category wise sales report
9)  Sales Analysis - Latex  from invoice        24. Qty, rate & value comparison report
10) Sales Analysis - Plastic from invoice
11) Sales Analysis - Silicon from invoice
12) Order Analysis - Latex from o/s orders
13) Order Analysis - Plastic from o/s orders
14) Order Analysis - Silicon from o/s orders
15) Qty, price variance report

90. Sign Off

Enter Option ……

F3 - Exit   F12 - Cancel
```

Daily Order Report

This program prints all new orders and outstanding orders for a given date range. If you want value with this report , give 'Y' while accepting parameters in the beginning of the screen. If you enter 'N' no value will be printed.

Amended Order Report

This program will printed all amended orders for a given date range.

Despatch Vs Invoice Report

This is a detailed report which will give all O/s orders and invoice despatched for the orders for a given salesman code or customer code. At the end of the report the total o/s value will be printed. From marketing point of view this is called as **'OCS'** report.

Delivery Performance Report.

This will show delivery performance of all orders for a given date range. Only completed orders will be processed. It shows how much days has taken to enter order, total days for despatching from the date order received etc..

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Item wise O/s Orders Vs Invoice Report

This is a detailed report which will give all orders despatched , their invoice no and date for a given salesman code or customer code. All completed orders will also be processed.

YTD Volume Sales Report

This program will print Customerwise Product wise monthly sales from JAN to DEC for a given period range. At a time it can print Volume sales or Value sales. Values are shown in Baht. The output can be taken for a given salesman code or customer code and period range.

Customer wise Value Report (YTD)

This program will print all customer wise value report from JAN-DEC for a given year in descending order. This report can be taken for a given salesman code.

O/s Order Vs Available stock (marketing)

This program will print all o/s orders for all finished products and their available stock. If orders are zeroes , it will print only available stock.

Sales Analysis - Latex (Invoice)

This will print sales analysis from JAN-DEC as per Latex Categorywise. The information is taken from sales invoices and cumulates the total to latex categories. At the end of the report grand total is printed for all territories. It has option where user can specify the period.

Sales Analysis - Plastic (Invoice)

This will print sales analysis from JAN-DEC as per Plastic Categorywise. Similar to option no.9

Sales Analysis - Silicon (Invoice)

This will print sales analysis from JAN-DEC as per Silicon Categorywise. Similar to option no.9

Order Analysis - Latex

This will print all o/s orders from JAN-DEC as per Latex Categoryiwse. The information is taken from order file and cumulates the total to Latex categories.

Order Analysis - Plastic

This will print all o/s orders from JAN-DEC as per Plastic Categoryiwse. Similar to option no. 12

Order Analysis - Silicone

This will print all o/s orders from JAN-DEC as per Silicon Categoryiwse.

Qty/Price Variance Report.

This program will print volume and price variance as per category wise for a given period range. The volume and price is compared with last year and this year. Also it shows the new business and lost business. The report can be taken for a given salesman code or customer and period range.

A/R Report Marketing

This will print Account receivable for all customer with overdue and nondue amounts. Summary is also printed along with this report in which total o/s amount is printed for each customers.

Order Status Report

This program will print the order status for a given order range. It will show the o/s order and invoice despatched for the selected order no.

Daily Order Report with BOM Value

From this report , daily orders are printed with corresponding BOM value. The order value and BOM value is compared to see Gross margin profit. This report can be printed for a given date range.

Item wise Product Cost

From this report item wise product cost is printed. Each product is exploded from BOM and cost is calculated from standard cost from Inventory. At the end the assembly charges is added to get product cost.

YTD Sales (qty & Val) report

This program will print sales quantity and value together for a given period range.

Sales Report by Item Ref.

This program accepts 50 product reference and prints all customer invoice sales for a given period. There are 2 options in this program. ie. Customer-Invoices- Item wise sales report or Customer - Item wise sales report .

Royalty Report

This will give royalty report for ANSA bottles and Temperature bottles. This report made for Accounts. It process each month sales and prints royalty report from monthly invoices.

Category wise Sales Report

This program will print bottle categories, Latex categories, and silicon categories for a given period. User can make option according to his choice he requires.

Qty-rate-value comparison report

This report will print Quantity , Rate and value comparison for last year and this year. The report is printed customer product wise. This can be printed for a given salesman code or customer and given period range.

Other system input screen are described in Appendix - C

3.2.4 Data Dictionary

In SOP system , the files are created in AS/400 using Data Definition Specifications (DDS). There are two ways to describe and define data - internal and external. But in this system the data are defined externally. Since AS/400 is a database oriented machine, the normal way to handle databases is to use externally described files which are accessed by the application programs. This method takes advantage of automatic database functions on the AS/400 and saves coding time when writing programs.

The record structure are created for each files and termed as PF files (Physical File). Each Physical file can have multiple relation logically and it is termed as Logical file. Logical file are view of Physical file. The keys are defined in logical file and access path is created. While processing the records can be accessed through logical file.

The list of files used in SOP system are listed below :

File Name	Description
OEP05	Company profile
OEP20	Customer Detail file
OEP40	Order Header
OEP50	Order Charges file
OEP55	Order Lines file
OEP60	Invoice Consolidation
OEP65	Invoice Headers
OEP70	Invoice Lines
OEP71	Default Price list
OEP75	Discount/Price list profile
OEP80	Price Lists
OEP85	Discount lists
OEP90	Depot Profile

The detail data dictionary for all these files are described in Appendix - E with reference to AS/400 concepts and facilities by Tony Baritz.

3.3 Hardware and Software Requirements

The company has already invested one million for AS/400 and software's. But no outcome has been achieved from the existing system since it is not utilised to full extent. So the existing configuration and software will be maintained for one year or more till all the software's are implemented successfully.

The company has AS/400 system with configuration of 16MB main storage, 2 GB hard disk , twinaxial controller line & Ethernet line. Around 10 terminals are connected to AS/400 from different departments. Also there are 3 printers attached to terminals. The operating used in AS/400 is OS/400, supplied by IBM. In addition to AS/400 there are some stand alone PC's used by managers & executives. All this personal computers are not interconnected together.

The volume of data will increase once all the systems are implemented. With this existing configuration it may go upto one year and later the system has to be upgraded to new configuration. More printers has to be included in the years to come.

The future configuration :

Hardware

IBM AS/400 Model 200 (Advance Series)
32 MB Main Storage
8 GB Hard disk
LAN IOP Processor (Can be used as LAN Server with same configuration)
Work station and Personal computers
Line printer and Laser printers

Software

Lotus notes for internal and external Email
Decision Support System software
Development Tools such as Visual basic , Power Builder etc..

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3.4 Security and Controls

The security measures provided by AS/400 can reduce the risk of users accidentally changing or destroying resources . Different levels or configurations of security are available for the AS/400 machine.

Level 10 : This level of security requires a user ID only.

Level 20 : This level of security requires a user ID and a password. A user ID must be present on the system before a sign-on attempted.

Level 30 : This level requires user ID and password, like level 20. But further security is available to secure all objects on the system.

Level 40 : This is the most secure level of authority. Similar to level 30, it provides the extra protection of checking that only certain types of programs can access certain objects. It is used to protect against hackers.

The security system is primarily concerned with protecting objects. A user profile is created by a security officer to give a user specific access rights to the system. A system value controls the number of sign-on attempts by local and remote users. Exceeding the allotted number of sign-ons results in the device or terminal being varied off.

There are five users classes which are hierarchical in authority. The classes represent different roles in the DP environment. The five classes are :

- * SECOFR Security Officer
- * SECADM Security Administrator
- * PGMR Programmer
- * SYSOPR System operator
- * USER End user

In the AS/400 there are special user privileges for certain security and system administration functions. There are six of them :

- * ALLOBJ allows unlimited access to everything.
- * SECADMN allows administration of user profiles.
- * SAVSYS is for saving and restoring system tasks.
- * JOBCTL allows manipulation of job queues and subsystems.
- * SPLCTL allows control of spool functions.
- * SERVICE is a special case that allows service functions.

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Limited Capability

User may be assigned limited capability. This is an option when defining a user profile. Limited capability, when used with an appropriate initial program or initial menu, can restrict a user to almost any desired subset of system's functions.

Passwords

A password is assigned at the time of creation of the user profile. The user has authority to change his or her own password, and should exercise this right regularly to ensure privacy in his or her work area.

Menu access

User access to the various menus in the system can be controlled by the security officer. Users can therefore be presented with any desired menu they sign on, and choices on system menus may be included or excluded as desired. In this way, each users access to menus may be tailored to specific needs and security considerations.

Access to physical files

Physical files are the databases of the system, and require proper authority to work with them. The owner of a physical file or database is usually the programmer who created the application. The owner of a physical file and the system security officer can grant different levels of authority to a physical file.

Security is one of the main advantages of using the AS/400. All objects on the system have authorisation levels associated with them, so it is possible to control exactly the working environment. An essential component of systems development , the planning of authorisation and security, is key to successful implementation of applications. These were reference from AS/400 concepts and facilities by Tony Baritz.

3.5 Cost / Benefit Analysis

(i) ***Investment Cost :***

Hardware Cost Estimated	Unit	Price	Total
IBM AS/400 upgrade from C-10 to Advance series Model 200	1	500,000	500,000
Compaq Personal Computer Pentium 133 MHz or above	7	35,000	245,000
Work Station - Idea Terminal	5	20,000	100,000
Epson Printers	3	20,000	60,000
Hub 12 Port	1	20,000	20,000
Cables (Roll)	1	10,000	10,000

Connectors	24	250	6,000
Total Hardware Cost			**941,000**

Software Upgrade	300,000
Lotus Notes and Other development tools	100,000
Total Software Cost	**400,000**

(ii) ***Installation and Implementation Cost :***

Installation Cost	50,000
User Training	80,000
Development and Implementation Cost	50,000
Total Implementation Cost	**180,000**

(iii) ***Annual Operating Cost***

Stationery Cost	50,000
Diskettes and Tapes	10,000
Maintenance	100,000
Miscellaneous	40,000
Total Annual Operating Cost	**200,000**
TOTAL COST (1 + 2 + 3)	**1,721,000**

The formula of annual cost of the proposed system :

$$\text{Annual Cost} = \frac{\text{Investment Cost} + \text{Implement Cost}}{\text{Estimated System Life in Year}} + \text{Annual Operating Cost}$$

$$= \frac{1{,}341{,}000 + 180{,}000}{5} + 200{,}000$$

$$= \mathbf{504{,}200}$$

(iv) ***Savings***

Reduction in Manpower Minimum 4 persons	
(4 * 8,000) = 32,000 * 12	384,000
Reduction Stationery cost	30,000
Reduction in Air freight cost (due to late shipment)	350,000
Reduction in Miscellaneous Expenses	50,000
Total Savings	**814,000**

(v) ***Payback Period***

The Payback period is defined as the number of years required to accumulate earnings sufficient to cover its cost using the Proposed System are as follows :

P = I / (1-T) R

where P = Payback Period

I = Investment Cost

T = Corporate Tax rate in % (30%)

R = Average annual return on Investment

Average Annual Return on Investment

= Total Savings - Annual Operating cost

= 814,000 - 200,00

= **614,000**

Payback Period = 1,721,000

(1-0.30) 614,000

= 4.00

The Payback period for the proposed system is 4 years.

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(vi) ***Benefit Expected***

The benefit from the proposed system are expected as follows :

- More efficient use resources .
- Better managerial control of organisation.
- Faster processing time.
- Provide timely, accurate and common information to share.
- Reduce manual work .
- Easy to maintain.
- Increase Productivity.

Cost Benefit Analysis Graph

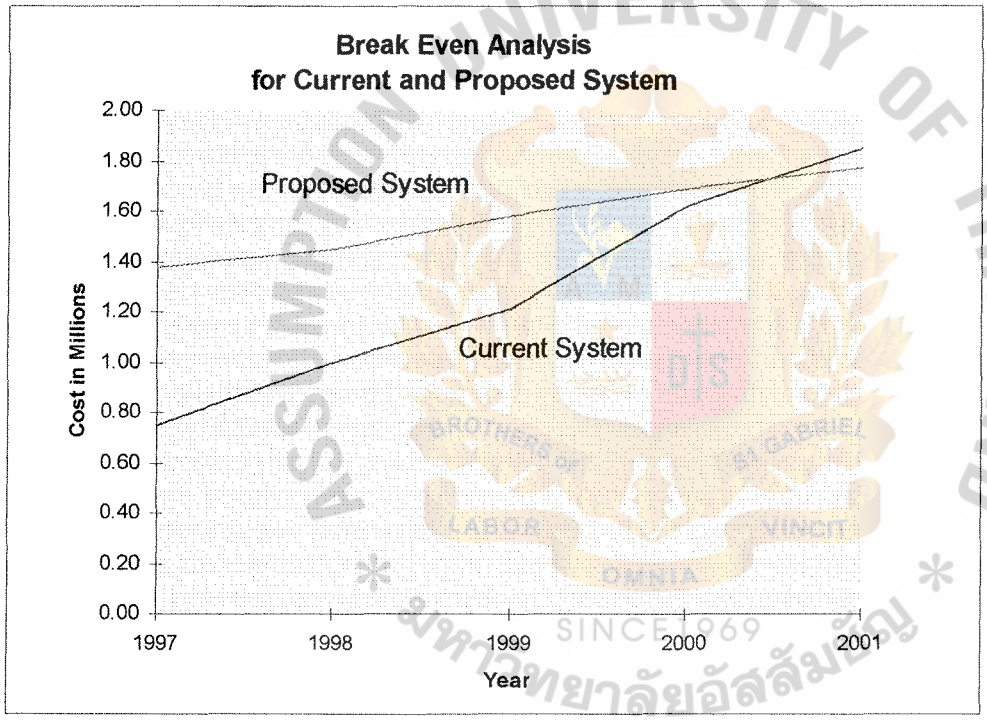

Figure 3.1 - Break Even Analysis

4. PROJECT IMPLEMENTATION

4.1 Overview of Project Implementation Schedule/Resource Utilised

The implementation part will consist of the following contributions . The implementation plan are shown in Figure - 4.1.

Programming :

The user requirements which are discussed earlier and MIS reports shall have the respective programs and are developed by programmers using RPG/400 and COBOL/400. All maintenance programs will be written in RPG/400 and reports are written in COBOL/400. The individual programs will be linked by CL/400 program (Control language).

Testing :

The testing of each program will be tested after completion of the program with test data. If any errors found it will be corrected at the same time and new object will be copied to production library. Test library will be used for testing all programs. Modular testing will be done for all programs in the module to check whether the parameters are passed correctly. Test data sheet will be prepared to check all the modules in the dummy company. The output of the test data will be shown to management before implementing the new system.

Training :

User training will be organised by the analyst and programmer for employees. On the job training will be provided to clerical staff and the data entry staff. Where as short seminar will be held for management levels.

The training course will be conducted to the users on the following topics :

- Computer Concepts
- Introduction to operate AS/400
- Overview of the functions performed by software
- General data processing procedures.
- Hands on experience with menus, functions and system features
- Creating files, entering data, preparing reports and printing outputs.

4.2 Test Plans and Results

Test plan shall start immediately so that existing module will be tested thorough for implementation purpose. Other modules shall be tested as when they are ready and will linked to the existing module. Test reports are attached with this report and are shown in Appendix - G.

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PROJECT PLAN

Starting Month : Jun' 97
Completion : Sept' 97

Weeks ---------->

Description	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17
Existing System Study																	
Develop DFD																	
Requirement Analysis																	
Develop Data Dictionary																	
Design Input/Output																	
Develop Program Module																	
Test Module																	
Integrate Module																	
Training																	
Implementation																	

Figure 4.1 - Project Implementation Plan

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5. CONCLUSION AND RECOMMENDATION

5.1 Conclusion

It is beyond the least shadow of doubt that a manufacturing concern requires a highly effective as well as efficient system as a major prerequisite to the smooth running of its operations. This fact is more so in the case of ROYAL as it in the baby care business, which necessitates sound monitoring and control of manufacturing, and inventory, and frequent updating of records in the books of the accountant.

However , our analysis of the company's existing system in comparison to the requirements of the users , revealed a number of flaws which has impeded, and would hinder smooth and healthy operations. A look at the problems presented in the Inventory and Sales Order states that the anomalies of data update, redundancy, lack of integrity , and slow response time, in varying degrees.

Added to these was the fact that some facets of the operations, involving the usage of data, were carried out manually. But, the bright side is that Royal is well aware of the discrepancies and are already in the process of formulating plans to upgrade the system and the implementation schedule.

Based on our study of the company's existing system and the requirement analysis , the fuel for which was gathered from discussions with users and top-level executives , we have been able to chart out a plan to implement the existing system in a proper manner so that the maximum efficiency can be taken out from the system.

The following are the conclusion drawn upon analysis of the proposed system :

- Implementation of SOP gives maximum efficiency and productivity.
- Sales Order Processing reduces redundancy and increase data integrity.
- Integrated database systems for online access.
- Better statistics and analysis are provided for management to use for decisions making process.

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5.2 Recommendation

After detail study the following recommendations are made to management to maintain the system properly. These recommendations are necessary to facilitate the management for information processing. The following are the recommendations are proposed :

- To recruit one computer professional to take incharge for implementation and new developments in the system.
- User should be provide with adequate training in all application areas. This will increase productivity.
- Upgrade hardware and software to meet the overall objectives. This will be taken in second phase of the project , i.e., after successful implementation.
- Other modules like Inventory, Purchase, Manufacturing and Financial will be implemented in second phase of the project.
- Complete network to operational areas to capture data for integral access.

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APPENDIX - A

DATA FLOW DIAGRAM

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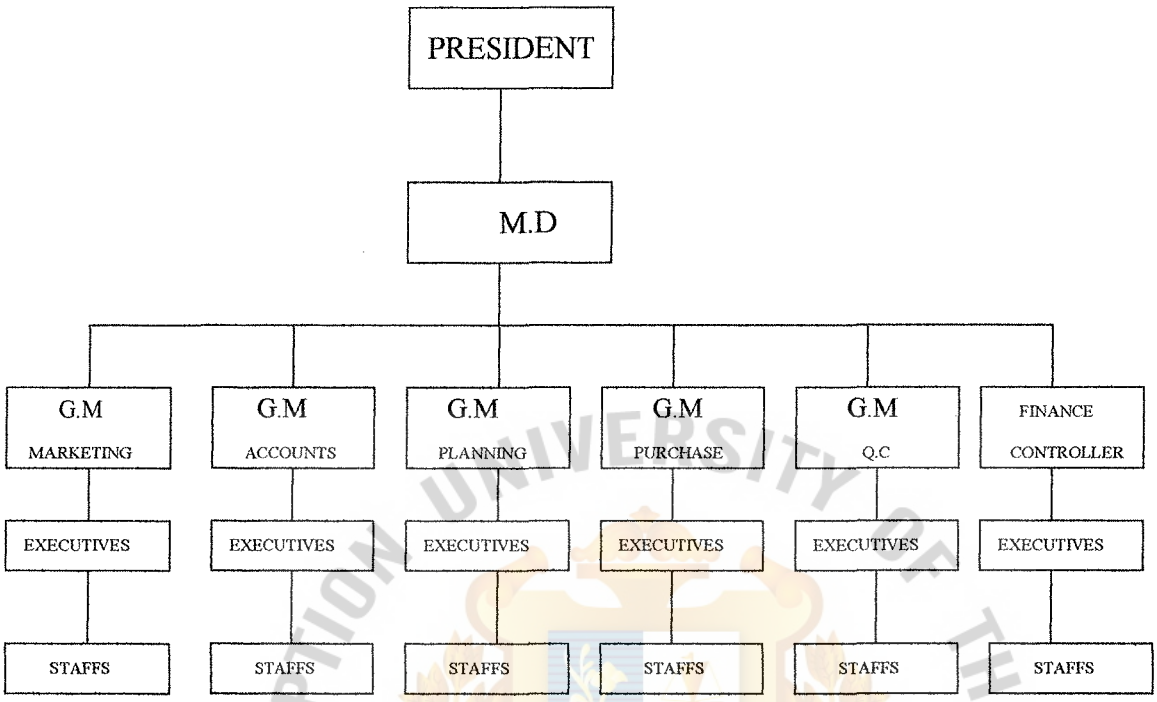

Figure 1.1 - A1. Organisation Chart for Royal Industries (Thailand) P.Co. Ltd.

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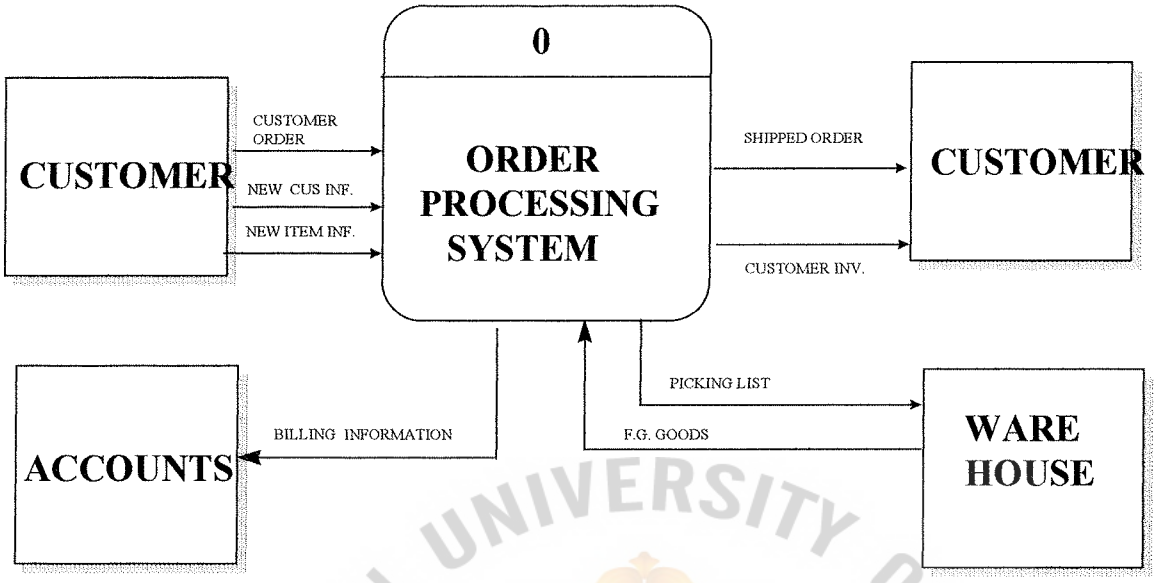

Figure 2.1 - A2. Context Diagram - Sales Order Processing

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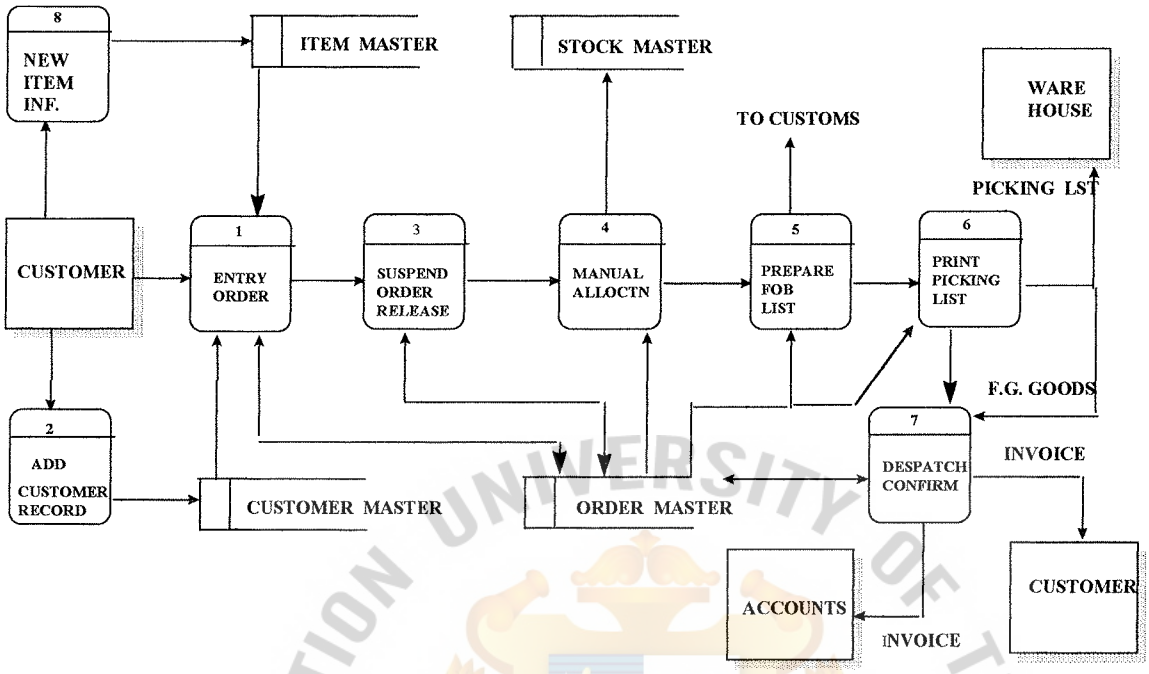

Figure 2.2 - A3. Level 0 Diagram - Order Processing System

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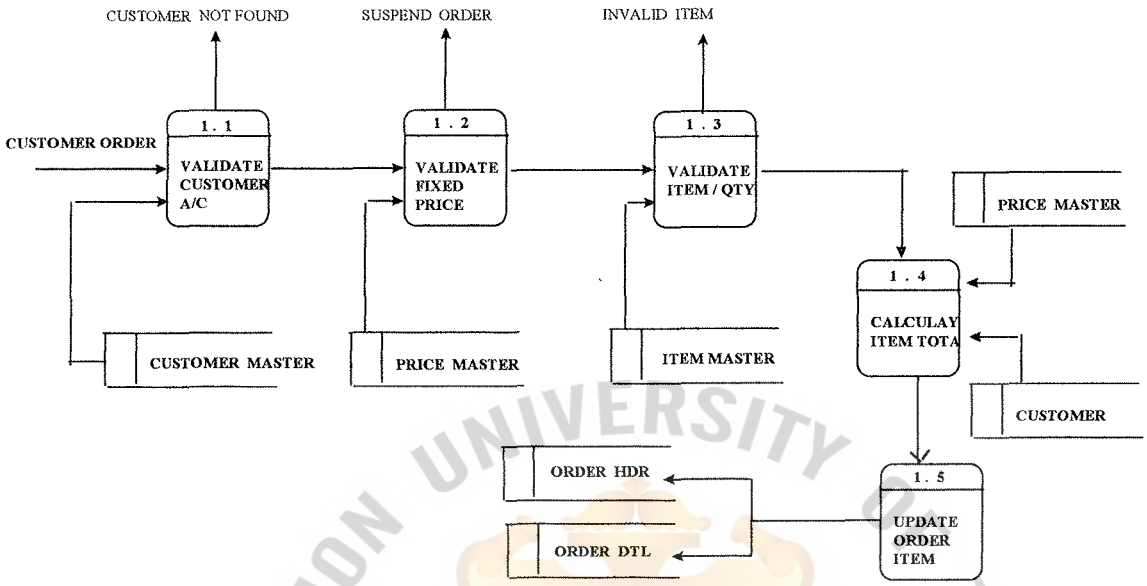

Figure 2.3 - A4. Level 1 - Order Entry

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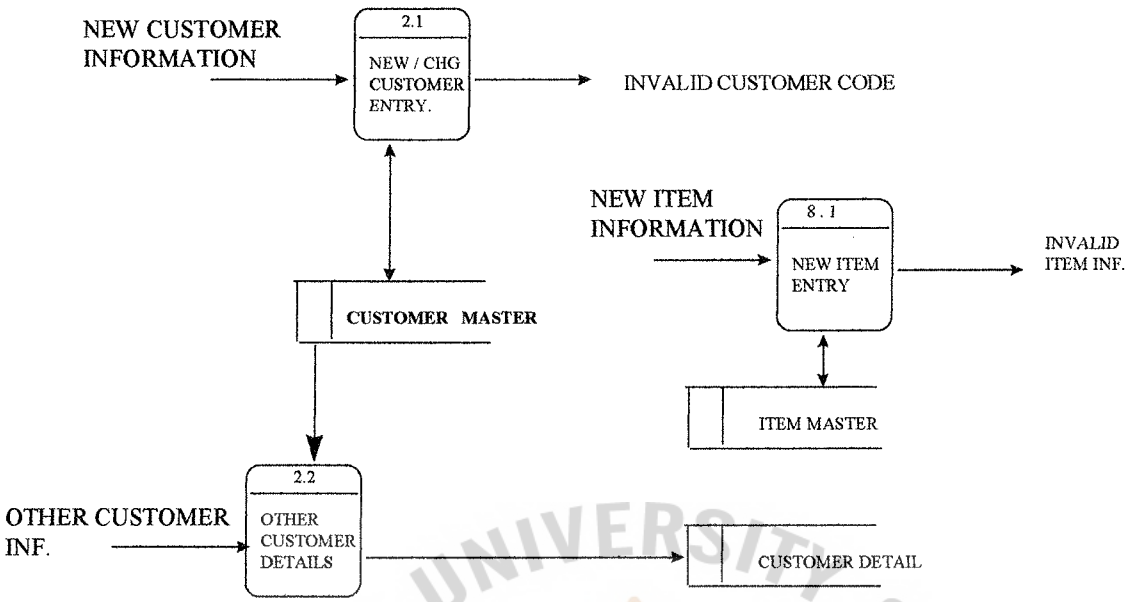

Figure 2.4 - A5. Level 1 - Add Customer Record & Add Item Record

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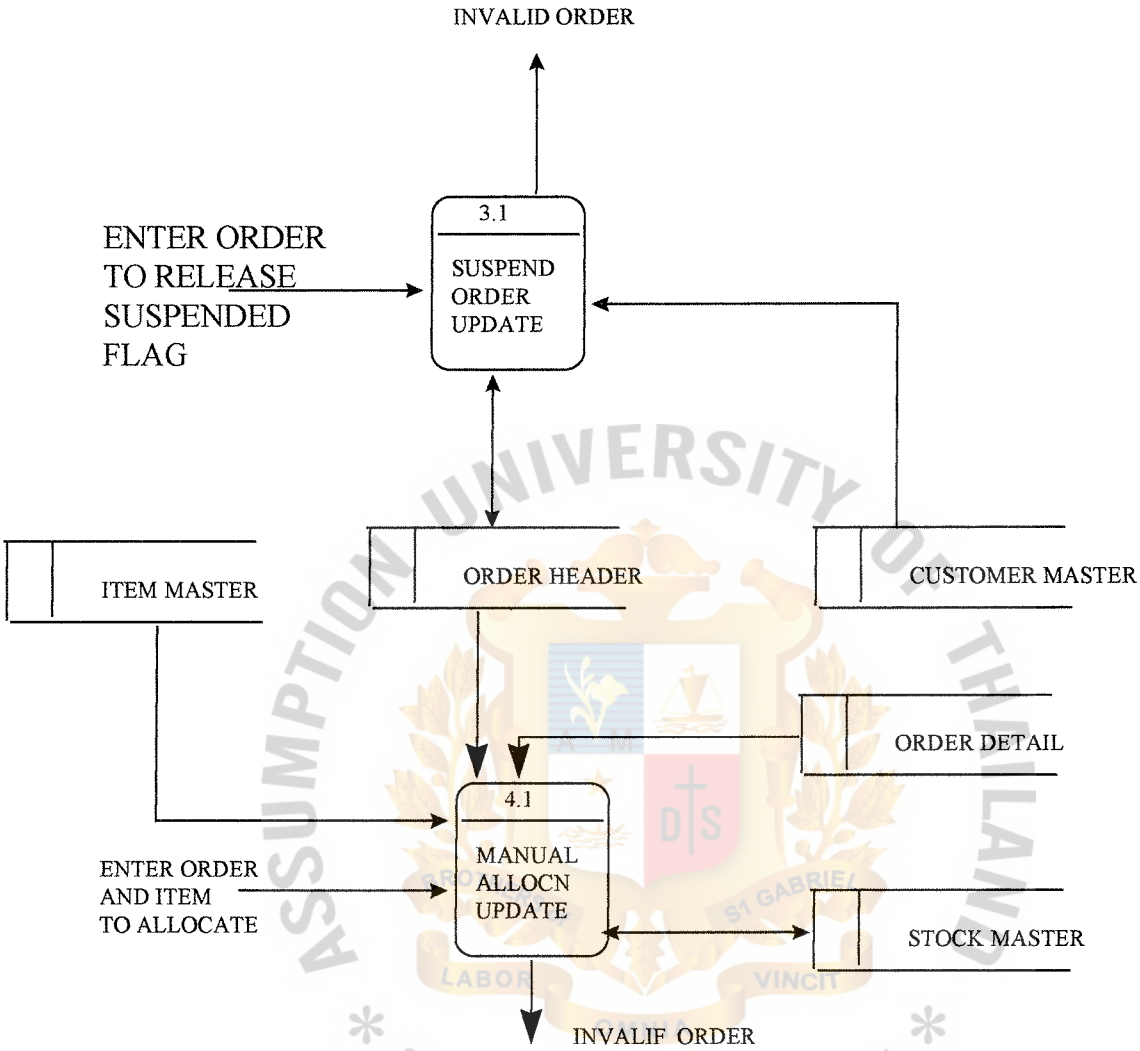

Figure 2.5 - A6. Level 1 - Suspended Order Update & Manual Allocation

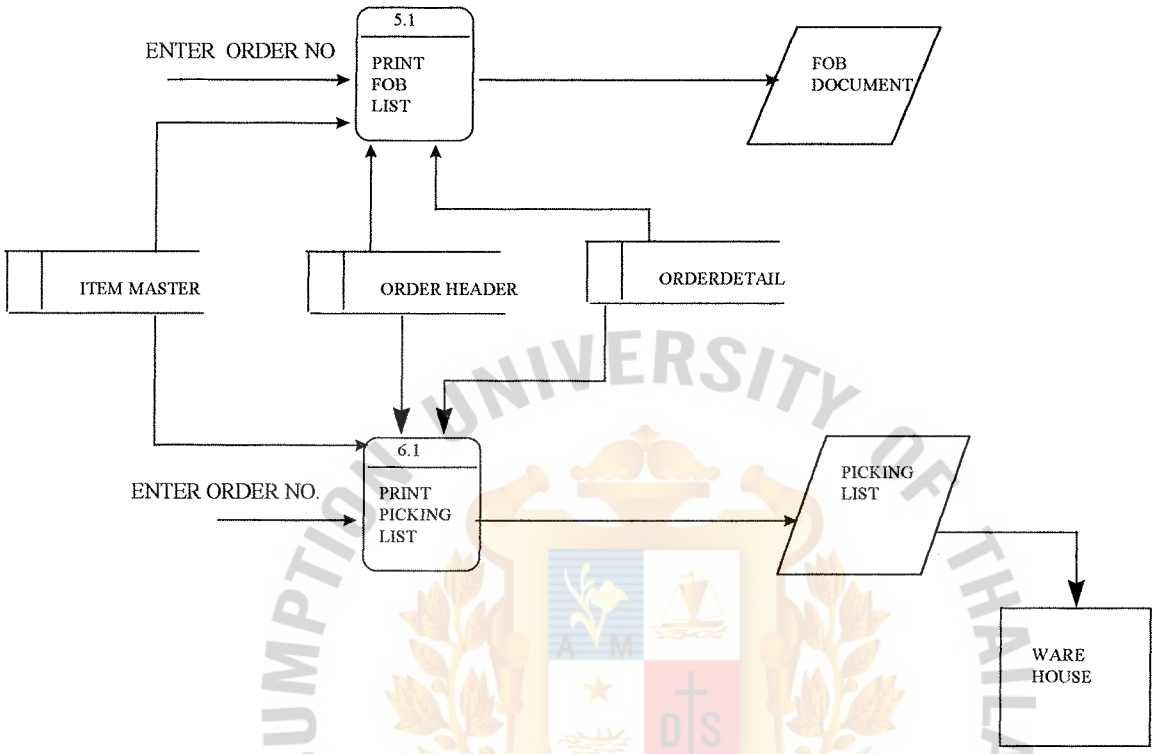

Figure 2.6 - A7. Level 1 - Print FOB List and Picking List Print

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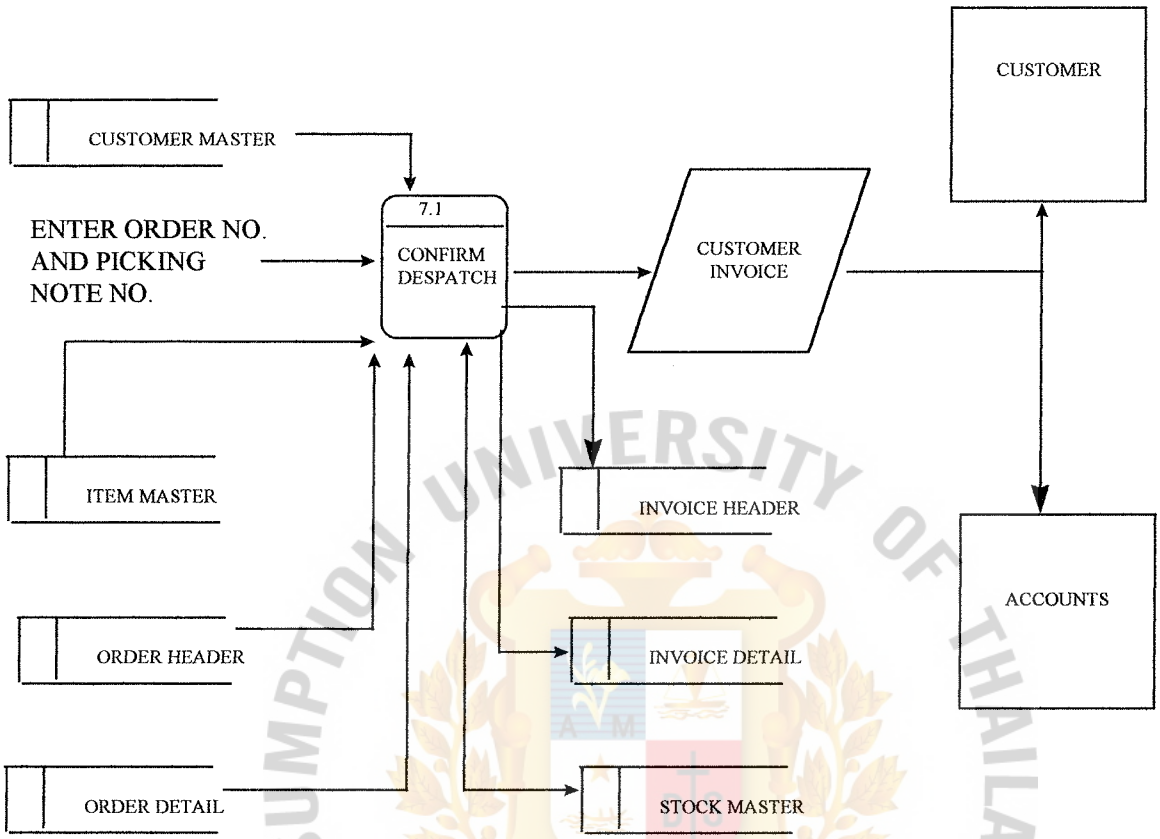

Figure 2.7 - A8. Level 1- Confirmation of Despatch

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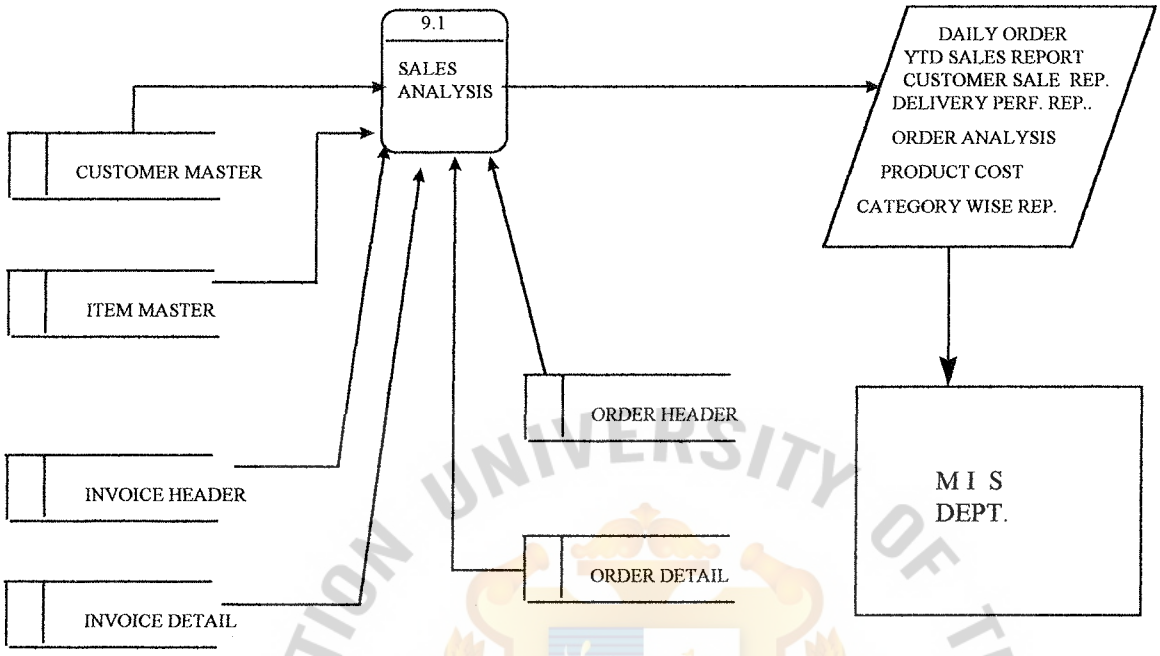

Figure 2.8 - A9. Level 1 - Sales Analysis Report

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APPENDIX - B

PROCESS CHART

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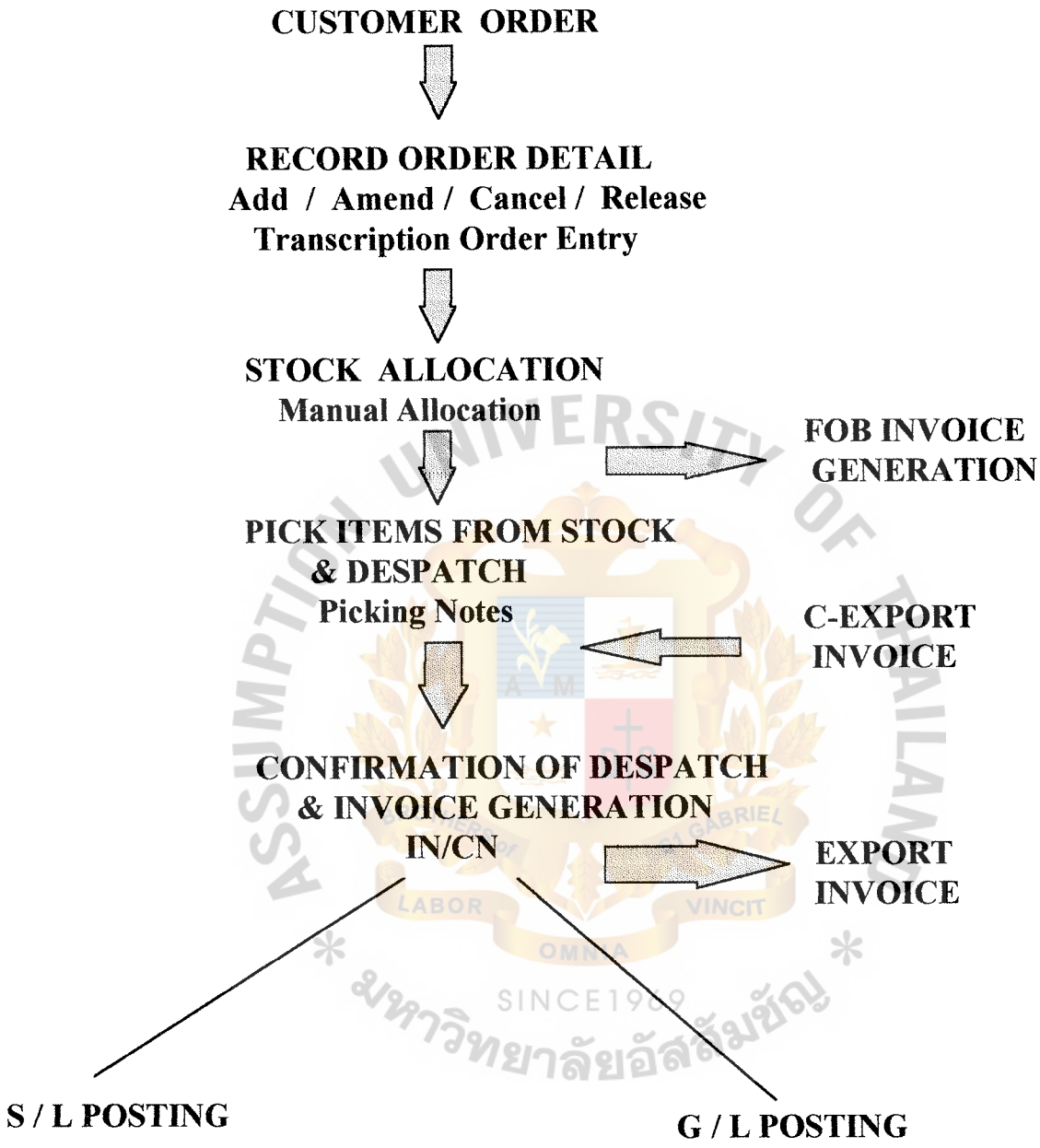

Figure 3.2 - B1. Process Flow Chart

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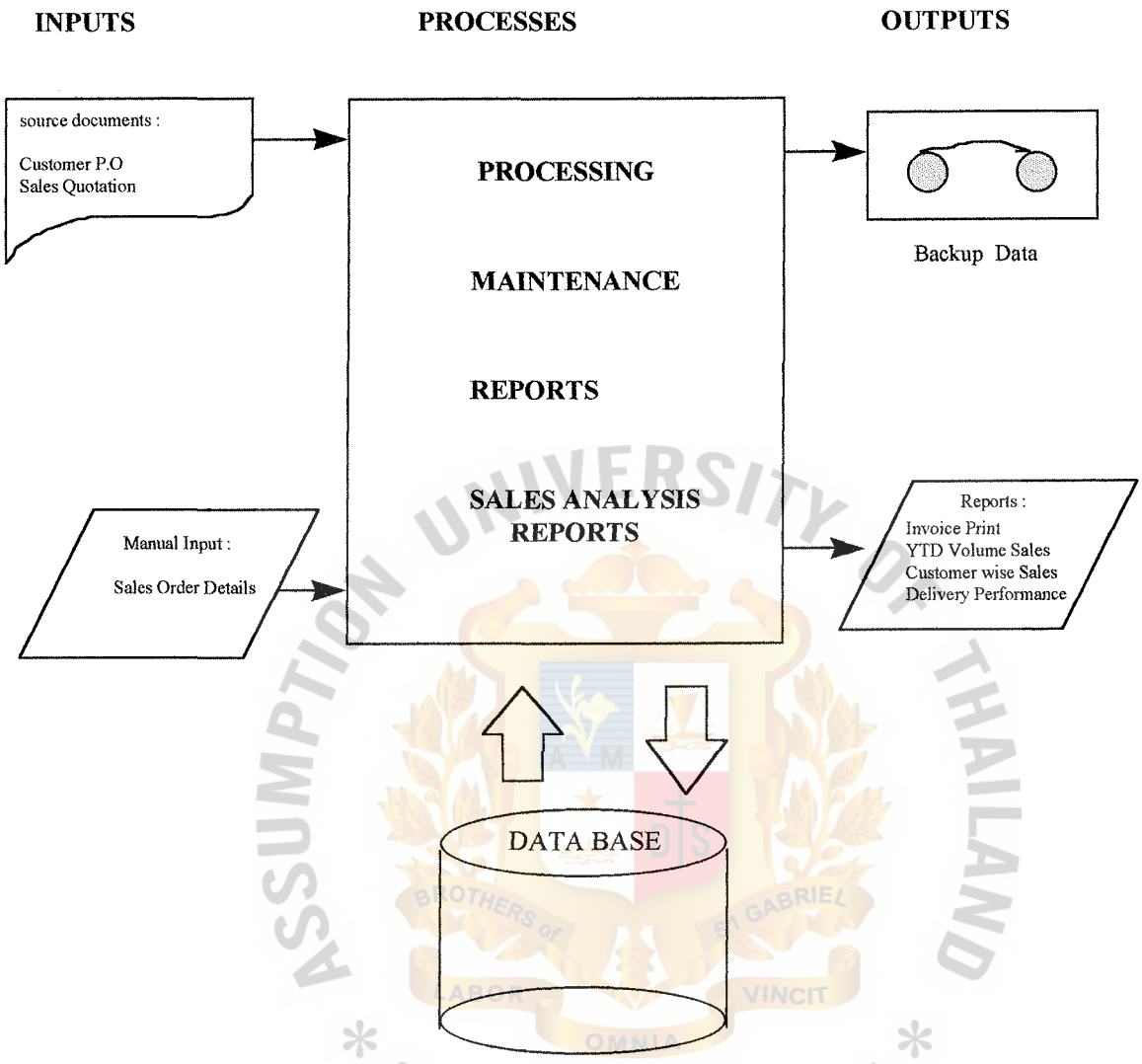

Figure 3.3 - B2. Input / Output Process Chart

APPENDIX - C

INPUT / OUTPUT SCREENS

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Screen : ***Customer Maintenance***

```
OE020        ROYAL INDUSTRIES (THAILAND) CO.LTD.   USER  QPGMR        9/6/97
                                                                      10:00:00

Customer Maintenance

Customer ....... ? _____        Sequence No. ____

   Detailed required ...... ? __   1 - Statement address - no sequence number required
                                   2 - Invoice address    - no sequence number required
                                   3 - Delivery address   - sequence number is mandatory
                                   4 - Additional detail  - sequence number is mandatory

F3 - Exit   F4 - Prompt
```

Figure 3.4 - Customer Maintenance

Enter the customer code and select the function required.

F3 - Exit the menu F4 - Prompt for customer search

Screen : ***Customer Maintenance - Statement Name and Address***

```
OE020        ROYAL INDUSTRIES (THAILAND) CO.LTD.   USER  QPGMR        9/6/97
                                                                      10:00:00

Customer Maintenance & Address Maintenance
Customer ........... 1AA
Name ................ Playtex Co. Ltd.
Address 1 ...........
Address 2 ...........
Address 3 ...........
Address 4 ...........
Address 5 ...........                    Post Code .....
Contact .............
Phone No............
Payment Terms...... __ __ __   Ledger Type ........ _ (B = Balance Forward)
Vat code ........... __        Vat Ind. ............ _ ( E = Exempt)  Curr.Code ..... __ ?
Cr.Limit ........... 9999999.99 Code/Stop ........... _  Insured ....  1000000.00
Group 1 ............ ___   Group 2 ...... ___   Group 3 ..... ____   Group 4 .... ____
Remarks ............ ____________________________________________________
Salesman ........... ___   Sales region ... ____   Activity ...... __ (Suspended / Delete)

F3 - Exit   F4 - Prompt
```

Figure 3.5 - Statement and Address

This function enables the maintenance details of the customer statement name and address.

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Screen : ***Customer Maintenance - Additional Information***

```
OE020        ROYAL INDUSTRIES (THAILAND) CO.LTD.   USER  QPGMR        9/6/97
                                                                      10:00:00

Additional Customer Information

Warehouse/Depot ? ....... ___                  Division ........... ? ___
Currency Rate Code ? ..... ___                 Sub-division ...... ? ___
Price list code ........? ..... ___            Region .............? ___
Discount list code ...? .... ___               State ................? ___
Cash discount code ..? .... ___                Territory ...........? ___
Allocation priority ......... ___              Salesman ...........? ___
Back Orders ............... 1   (1 - Yes, 0 - No)  Customer Class .....? ___
Part Delivery ............... 1   (1 -Yes, 0 - No)  Corporation .........? ___
Manual Pick list ............. 1                Special Customer ... 1   (1 - Yes, 0 - No)
Carriage Charged ............ 1
Small order charge ........... 1
Acknowledgement ........... 1
Order Reference ............. 1

F3 - Exit     F4 - Prompt     F11 - Delete     F12 - Previous     F21 - External Text
```

Figure 3.6 - Additional Information

This panel enables the maintenance of customer data used for control of the processing sales order and coding of customers for use in Sales Analysis.

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Screen : ***Price and Discount Profile maintenance***

```
OE075        ROYAL INDUSTRIES (THAILAND) CO.LTD.   USER  QPGMR        9/6/97
                                                                      10:00:00

Discount / Price Profile Maintenance

List Code ................... ____
Type ........................ ____      ( 1 - Discount   2 - Price)

Authority ................... QPGMR
Currency .................? ____
Text ........................ XXX Customer Discount List

F3 - Exit      F4 - Prompt      F11 - Delete      F12 - Previous
```

Figure 3.7 - Price and Discount profile maintenance

This panel enables the maintenance of price and discount profiles. This identifies the name of the list and the owner or the user who has authority to maintain the list.

Screen : ***Price List Maintenance***

```
OE080        ROYAL INDUSTRIES (THAILAND) CO.LTD.   USER  QPGMR        9/6/97
                                                                      10:00:00

Price List Maintenance

Price List Code ............... ___          Authority ............ QPGMR
Effective Date ................ 20/06/97
Item .......................... P41AD1858 ____Bottle With Silicone Nipple

Item            List Price        Start Date     Uom      Factor     Cur.

P41AD1858       2.00              20/06/97       PK       1.000      US$

F3 - Exit    F4 - Prompt    F12 - Previous
```

Figure 3.8 - Price List Maintenance

This panel enables the maintenance of a price for a selected price list, item and effective date.

Screen : ***Discount Maintenance***

```
OE075        ROYAL INDUSTRIES (THAILAND) CO.LTD.   USER  QPGMR        9/6/97
                                                                      10:00:00

Discount List Maintenance

Discount List code ............  _____        Authority ............  QPGMR
Item Discount group ...........  _____
Item ..............................  P41AD1858
Order discount ................  0   ( 1- Yes  0 - No)
Effective date ................  20/06/97
Uom code ......................  PC
Uom factor ....................  1.0000
Percent / Value ...............  1  ( 1 - Percent  2 - Value)   Qual. Limits   Rates
Based on ......................  1  (1 - Qty  2 - Value)            1.00        10.000
Currency code .................  US$                              2.00        13.500
                                                                   3.00        15.000
                                                             9999999.99        18.000

F3 - Exit      F4 - Prompt      F11 - Delete      F12 - Previous
```

Figure 3.9 - Discount Maintenance

This panel enables the maintenance of discounts for a selected item, item discount group or whole order discount within a discount list.

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Screen : ***Order Entry (Page 1)***

```
OE0100        ROYAL INDUSTRIES (THAILAND) CO.LTD.   USER  QPGMR        9/6/97
                                                                       10:00:00

Order Entry

Customer ............................? ___   ___

Customer order ref..................... _________
Customer order date ............... _________
Delivery date ....................... _________

F3 - Exit        F4 - Prompt
```

Figure 3.10 - Order Enter (Page 1)

This is the initial panel for order entry.

Screen : ***Order Entry (Page 2)***

```
OE0100        ROYAL INDUSTRIES (THAILAND) CO.LTD.   USER  QPGMR        9/6/97
                                                                       10:00:00

Order Entry

Invoice name and address                  Delivery name and address
_________________________                 _________________________
_________________________                 _________________________
_________________________                 _________________________

Depot / Warehouse ............? ... __
Priority ................................ __
Price list code ....................?... __
Discount list code ................?.. __
Priced at ............................... __
Cash discount code ...............?. __
Currency code ....................?.. __
Currency rate code ................... __        Currency rate ........ _______

F3 - Exit        F4 - Prompt        F12 - Previous        F21 - Internal Text
```

Figure 3.11 - Order Entry (Page 2)

This panel displays for confirmation or amendment , the parameters that will be used to control the processing of the order during its life.

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Screen : ***Order Entry - Item details (Page 3)***

OE0100 ROYAL INDUSTRIES (THAILAND) CO.LTD. USER QPGMR 9/6/97 10:00:00

Order Entry

Customer order ref..... _____ Date ... 20/06/97
Currency ..... US$

Item (?)	Quantity	Unit Price	Disc %	Price Lt?	Disc Lt?	Stkrm	Dlvry. Date	Text
P41AD858	30.000	2.000				FG	01/07/97	

F3 - Exit F4 - Prompt F12 - Previous F15 - Restart

Figure 3.12 - Order Entry Item Details

To provide for rapid entry of order line details, particularly from documents. The standard customer selection and order defaults are used.

Screen : ***Order Entry - Trailer (Page 4)***

OE0100 ROYAL INDUSTRIES (THAILAND) CO.LTD. USER QPGMR 9/6/97 10:00:00

Order Entry

Customer Order Ref..... _____ Date 20/06/97
Currency ..... US$

Order Summary	Amount	Base Amount
Total goods	17131.50	1903.50

Charge code	Description		Vat code	Vat rate	
01	Freight and Transport	90000	A	15.00	100.00
	Total Charge	700.00			84.50
	Total Vat	2434.25			270.47
	Order Total	20465.75			2273.97

F3 - Exit F4 - Prompt F12 - Previous F15 - Restart

Figure 3.13 - Order Entry Trailer

A summary of the order value is displayed. Space is then provided so that upto three dimensional charges may be added.

Screen : ***Manual Allocation***

OE0120 ROYAL INDUSTRIES (THAILAND) CO.LTD. USER QPGMR 9/6/97 10:00:00

Manual Allocation

Order Number ..... _____ Customer Order Ref ..... _____
Customer ..... ____ Date ..... _____

Invoice Name and Address

_____
_____

Line No.	Item	Description		Quantity
001	**P41AD1858**	**Bottle with Silicon nipple**	Available ...	696.000
			Allocated ...	
			Outstanding...	500.000
			Action Qty...	_____

Next Line No .....

F3 - Exit F12 - Previous F13 - Allocate F14 - De-allocate F15 - Restart

Figure 3.14 - Manual Allocation

This panel enables allocation and de-allocation to be performed for an individual order line. It also enables part allocation or de-allocation.

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Screen : ***Order Cancellation***

```
OE0100        ROYAL INDUSTRIES (THAILAND) CO.LTD.   USER  QPGMR        9/6/97
                                                                       10:00:00

Order Cancellation

Order Number ................ 0000842        Customer Order ref. _______________

The following picking notes are outstanding against this order line. To confirm the cancellation
hit  F13  - otherwise hit ENTER

    <-------- Picking Notes --------->
    No.  Date          Qty status


Line        Item        Description                    Quantities

01          P41AD1858   Bottles with Silicon nipples   1000.00   Ordered
                                                        ______   O/Standing
                                                        ______   On despatch.

Line No..... _____

F3 - Exit        F12 - Previous        F13 - Cancel Line
```

Figure 3.15 - Order Cancellation

This panel enables the cancellation of a specific order line.

Screen : ***Picking Notes***

```
OE0100        ROYAL INDUSTRIES (THAILAND) CO.LTD.   USER  QPGMR        9/6/97
                                                                       10:00:00

Request Picking

Stockroom ................? ... ___
Lead time ....................... ___

  or

Order from ........................ _______
Order to .......................... _______


F3 - Exit        F4 - Prompt
```

Figure 3.16 - Picking Notes

The panel enables the selection of picking notes.

Screen : ***Confirm of Despatch***

```
OE0130        ROYAL  INDUSTRIES (THAILAND) CO.LTD.   USER   QPGMR        9/6/97
                                                                        10:00:00

Confirm of Despatch

Order Number ................  000842
and picking note ............  00

Ln    Item          Description                  Qty for despatch        Qty to be invoiced

01    P41AD1858     Bottle with Silicon Nipple          500.000                  500.00

02    xxxxxxxxxxx   xxxxxxxxxxxxxxxxxxxxxxx         999.999                  _______

F3 - Exit       F12 - Previous       F13 - Confirm Quantities
```

Figure 3.17 - Confirmation of Despatch

The purpose of this panel is used to enter the despatch to be confirmed. The despatch note number is in two parts. The order number and the picking note sequence number. Both parts of the number must be entered. Later the invoice quantity can be entered to confirm the despatch.

Screen : ***Whole Order Enquiry (Page 1)***

```
OE0205        ROYAL  INDUSTRIES (THAILAND) CO.LTD.   USER   QPGMR        9/6/97
                                                                        10:00:00

Whole Order Enquiry

Order Number ......  ___________

F3 - Exit       F4 - Prompt
```

Figure 3.18 - Whole Order Enquiry (Page 1)

This panel enables the selection of the order for display.

Screen : ***Whole Order Enquiry (Page 2)***

OE0100 ROYAL INDUSTRIES (THAILAND) CO.LTD. USER QPGMR 9/6/97 10:00:00

Whole Order Enquiry

Order Number..... _____ Customer .... _____

Order date 04/05/97
System order date.... 04/05/97
Delivery required 10/05/97
Order Value 100.00
Base Value 2500.00
Priced at..... Order

	Ln	D	Despatch Qty	Description	Order Qty	Due Date	S	Inv. No.
_	01	1	20.00	Bottle w/sil. Nipple	100.00	10/05/97	1	9700010
_	02	1		Bottle w/ltx nipple	200.00	12/05/97		

1- Select

F3 - Exit F12 - Previous

Figure 3.19 - Whole Order Enquiry (Page 2)

This panel displays , in summary details of the order.

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APPENDIX - D

PRODUCT CODIFICATION

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APPRNDIX - D
FINISHED GOOD CATEGORY CODIFICATION

Finished goods will be categorised as follows :-

D1. BOTTLES

D2. SOOTHERS/PACIFIERS

D3. NIPPLES

D4. GIFT SET

D5. TOYS

D6. TEETHERS

D7. MATERNALS

D8. FEEDING ACESSORIES

D9. DRINKING CUPS

D10. PERSONAL CARE & HYGEINE PRODUCTS

D11. SPARES

D12. SAFETY PRODUCT

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D1. BOTTLES

Code - ALPHANUMERIC
Digits - 3 characters

1 2 3
X X X

A-Z Shape of Nipple
L - Latex Nipple
S - Silicon Nipple

A - Unprinted Bottle
B - Single Print Bottle
C - Designer Bottle

GROUP MAJOR :

P	Plastic
L	Latex
S	Silicon
T	Trade

GROUP MINOR :

B02	2 OZ
B04	4 OZ
B06	6 OZ
B08	8 OZ
B10	10 OZ

DIVISION :

Nil

SUB DIVISION :

AB	ASB/IB Machine
EB	Extrusion Blow

PRODUCT CLASS :

AA	ANSA
AB	BOOTS
AC	BOOTS WIDE NECK
AD	BEBE CONFORT
AE	ROYAL BEAKER
AF	ROUND PC
AG	SEVEN UP
AH	BABY STUFF

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AI	PLAYSKOOL EASY GRIP
AJ	EGRONOMIC
AK	COKE
AL	PEPSI
AM	KIDDIE
AN	MOTHER CARE
AO	BEBE BOOTS
AP	OVAL
AQ	ROYAL
AR	TELEPHONE
AS	TAPER
AT	BREAST PUMP
AU	TT WIDE NECK
AV	DUMB BELL
AW	KIDDIE ENGRAVED SCALE
AX	SLIM GRIP
AY	CHICCO
AZ	FRUITY
BA	THUMB GRIP
BB	ROUND PP
BC	CHICCO ANSA
BD	DISPOSABLE BOTTLE HOLDER
BE	JOLLY TOLLY

SHELL LIFE :

A00	Unprinted bottle without Nipple
B00	Single print bottle without Nipple
C00	Designer bottle without Nipple

Bottles with Latex Nipples

ALA	Unprinted Bottle with N1
ALB	N2
ALC	N3
ALD	N4
ALE	N5
ALF	N6
ALG	N7
ALH	N8
ALI	N9
ALJ	N10
ALK	N11

BLA	Single print Bottle with N1
BLB	N2
BLC	N3
BLD	N4
BLE	N5
BLF	N6
BLG	N7
BLH	N8
BLI	N9
BLJ	N10
BLK	N11

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CLA	Deisgner bottle with N1
CLB	N2
CLC	N3
CLD	N4
CLE	N5
CLF	N6
CLG	N7
CLH	N8
CLI	N9
CLJ	N10
CLK	N11

Bottles with Silicon Nipples

ASA	Unprinted Bottle with SN1
ASB	SN2
ASC	SN3
ASD	SN4
ASE	SN5
ASF	SN6
ASG	SN7
ASH	SN8
ASI	SN9
ASJ	SN10
ASK	SN11

BSA	Single print Bottle with SN1
BSB	SN2
BSC	SN3
BSD	SN4
BSE	SN5
BSF	SN6
BSG	SN7
BSH	SN8
BSI	SN9
BSJ	SN10
BSK	SN11

CSA	Designer bottle with SN1
CSB	SN2
CSC	SN3
CSD	SN4
CSE	SN5
CSF	SN6
CSG	SN7
CSH	SN8
CSI	SN9
CSJ	SN10
CSK	SN11

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D2. SOOTHERS/PACIFIERS

Code : ALPHANUMERIC
Digit : 3 Characters

1 2 3
X X X

- 3 — **O - Orthodontic**, **R - Regular**
- 2 — **U - Unprinted**, **D - Decorated**
- 1 — **S - Soother/Pacifier**

GROUP MAJOR :

P	Plastic
L	Latex
S	Silicon
T	Trade

GROUP MINOR :

N21	P1
N22	P2
N23	P3
N24	P4
N25	P5
N26	P6
N27	P7
N31	E1
N32	E2
N33	E3
N34	E4
N35	E5
N36	E6
N37	E7
N41	Playtex latex Nipple
N42	Boots latex Nipple
N43	TDR latex Nipple
N71	Spout Nipple
N72	Fruity Nipple
N73	Nipple adapter
Q21	SP1
Q22	SP2
Q23	SP3
Q24	SP4

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Q25	SP5
Q26	SP6
Q27	SP7
Q28	SP8
Q31	SE1
Q32	SE2
Q33	SE3
Q34	SE4
Q35	SE5
Q36	SE6
Q37	SE7
Q38	SE8
Q41	BOOTS W/N SIL.NPL
Q42	TT W/N SIL. NPL
Q43	CONFORT FLEX SIL. NPL

DIVISION :

Nil

SUB DIVISION :

01	SONIC WELDING
02	MECHANICAL

PRODUCT CLASS :

OH	WITHOUT HOLDER
WH	WITH HOLDER

SHELL LIFE :

SUO	Unprinted Ortho Soother/Pacifiers
SUR	Unprinted Regular Soother/Pacifiers
SDO	Decorated Ortho Soother/Pacifiers
SDR	Decorated Regular Soother/Pacifiers

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D3. NIPPLES

Code : ALPHANUMERIC
Digit : 3 Characters

1	2	3
X	X	X

O - Ortho
R - Regular
W - Wide Neck

N - Nipple
B - Baglet

N - Only Nipple

GROUP MAJOR :

P	Plastic
L	Latex
S	Silicon
T	Trade

GROUP MINOR :

N01	N1
N02	N2
N03	N3
N04	N4
N05	N5
N06	N6
N07	N7
N08	N8
N09	N9
N10	N10
N11	N11
N41	Playtex latex Nipple
N42	Boots latex Nipple
N43	TDR latex Nipple
N71	Spout Nipple
N72	Fruity Nipple
N73	Nipple adapter
Q01	SN1
Q02	SN2
Q03	SN3
Q04	SN4
Q05	SN5
Q06	SN6
Q07	SN7
Q08	SN8

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Q09	SN9
Q41	BOOTS W/N SIL.NPL
Q42	TT W/N SIL. NPL
Q43	CONFORT FLEX SIL. NPL

DIVISION :

Nil

SUB DIVISION :

NA	SLOW / SMALL
NB	MEDIUM
NC	FAST / LARGE
ND	CROSS CUT
NE	FEEDER HOLE
NF	Y-CUT
NH	TDR
NG	DRIPLESS

PRODUCT CLASS :

Nil

SHELL LIFE :

NNR	Regular Nipple
NNO	Ortho Nipple
NBO	Ortho Baglet
NBR	Regular Baglet
NNW	Wide neck Nipple

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D4. GIFT SET

GROUP MAJOR :

P	Plastic
L	Latex
S	Silicon
T	Trade

GROUP MINOR :

Nil

DIVISION :

Nil

SUB DIVISION :

WT	With Textile
OT	Without Textile

PRODUCT CLASS :

Nil

SHELL LIFE :

G01	Gift set - Jar
G02	Gift set - Bag
G03	Gift set - Box
G04	Gift Set Blister

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D5. TOYS

GROUP MAJOR :

P	Plastic
L	Latex
S	Silicon
T	Trade

GROUP MINOR :

Nil

DIVISION :

Nil

SUB DIVISION :

Nil

PRODUCT CLASS :

Nil

SHELL LIFE :

Y01	Soft Toys
Y02	Rattle
Y03	Squeakee Toys
Y04	Floating Toys
Y05	Gudi Large Keys
Y06	Gudi Bear key
Y07	Gudi Bunny Key

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D6. TEETHERS

GROUP MAJOR :

P	Plastic
L	Latex
S	Silicon
T	Trade

GROUP MINOR :

Nil

DIVISION :

Nil

SUB DIVISION :

Nil

PRODUCT CLASS :

Nil

SHELL LIFE :

U01	Cool-a-gum teether
U02	Two way teether
U03	Gerber teether
U04	Koala teether
U05	Kangaroo teether
U06	Play Time Teether

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D7. MATERNALS

GROUP MAJOR :

P	Plastic
L	Latex
S	Silicon
T	Trade

GROUP MINOR :

Nil

DIVISION :

Nil

SUB DIVISION :

Nil

PRODUCT CLASS :

Nil

SHELL LIFE :

M01	Breast Pump - Manual
M02	Breast Pump - Battery
M03	Breast Pump - Natur
M10	Breast Pad
M11	Breast Shield

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D8. FEEDING ACCESSORIES

GROUP MAJOR :

P	Plastic
L	Latex
S	Silicon
T	Trade

GROUP MINOR :

Nil

DIVISION :

Nil

SUB DIVISION :

Nil

PRODUCT CLASS :

Nil

SHELL LIFE :

F01	Bowl (Printed/Unprinted)
F02	Plates
F03	Spoon & Fork
F04	Infa Feeder

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D9. DRINKING CUPS

Code : ALPHANUMERIC
Digit : 3 Characters

1	2	3
X	X	X

A - Single Lid
B - Multiple Lids

U - Unprinted
P - Printed

D - D'Cups

GROUP MAJOR :

P	Plastic
L	Latex
S	Silicon
T	Trade

GROUP MINOR :

D01	D'CUP JILLY MAC
D02	D'CUP + S.LID HASBRO
D03	JUICE CUP
D04	TUMBLER CUP
D05	TWO HANDLE CUP
D06	D'CUP JACKEL UK
D07	D'CUP + D.LID PRESIDENT
D08	D'CUP CHICCO
D50	D'CUP PP
D51	D'CUP + S.LID PE

DIVISION :

Nil

SUB DIVISION :

Nil

PRODUCT CLASS :

Nil

SHELL LIFE :

DUA	Unprinted D'cup - Single Lid
DUB	Unprinted D'cup - Multiple Lids
DPA	Printed D'cup - Single Lid
DPB	Printed D'cup - Multiple Lids

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D10. PERSONAL CARE & HYGEINE PRODUCTS

GROUP MAJOR :

P	Plastic
L	Latex
S	Silicon
T	Trade

GROUP MINOR :

Nil

DIVISION :

Nil

SUB DIVISION :

Nil

PRODUCT CLASS :

Nil

SHELL LIFE :

H01	Cotton Bud
H02	Hot water bag
H03	Tooth brush trainer set
H04	Soft finger brush
H05	Teat cleaner / first tooth brush
H06	Medicine nurser
H07	Bottle brush & Nipple brush
H08	Comb & Brush
H09	Cloth bib
H10	Plastic bib

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D11. SPARES

GROUP MAJOR :

P	Plastic
L	Latex
S	Silicon
T	Trade

GROUP MINOR :

Nil

DIVISION :

Nil

SUB DIVISION :

Nil

PRODUCT CLASS :

Nil

SHELL LIFE :

Z01	Individual Packaging
Z02	Display/Inner Box
Z03	Outer carton
Z04	Hood
Z05	Cap
Z06	Insert
Z07	Holder Retreiver
Z90	Others

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D12. SAFETY PRODUCTS

GROUP MAJOR :

P	Plastic
L	Latex
S	Silicon
T	Trade

GROUP MINOR :

Nil

DIVISION :

Nil

SUB DIVISION :

Nil

PRODUCT CLASS :

Nil

SHELL LIFE :

V01	Corner guard
V02	Socket corner
V03	Toilet seat
V04	VCR guard
V05	Cabinet safety lock

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APPENDIX - E

DATA DICTIONARY

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Physical File : **OEP05**
Record Format : **OER05**
Description : **Company Profile**

Field	Description	Length	Dec.	Type
CONO05	Company Number	2	-	Alphanumeric
CNAM05	Company Name	30	-	Alphanumeric
CAD105	Company Address Line 1	30	-	Alphanumeric
CAD205	Company Address Line 2	30	-	Alphanumeric
CAD305	Company Address Line 3	20	-	A
CAD405	Company Address Line 4	20	-	A
CAD505	Company Address Line 5	20	-	A
CPST05	Company Post code	12	-	A
LSCS05	Last cash sales order number	7	0	Packed Decimal
LSQT05	Last Quote/Pro-forma Number	7	0	P
LORA05	Last Order Number	7	0	P
LINA05	Last Invoice Number	7	0	P
LSRN05	Dummy Order No.	7	0	P
DTPE05	Date of Period End	7	0	P
PERN05	Period Number	4	0	P
WKN05	Week No	4	0	P
MALP05	Manual Pick list	1	-	Alphanumeric
BORD05	Back Orders	1	-	Alphanumeric
PDLV05	Part Delivery	1	-	Alphanumeric
SOSG05	Small Order Surcharge	1	-	A
CARG05	Carriage	1	-	A
ACKN05	Acknowledgement	1	-	A
SPAC05	Special Customer	1	-	A
REFR05	Order Reference Required	1	-	A
PRTY05	Priority	2	0	Signed numeric
SPIT05	Special item	1	-	A
ORDT05	Order pricing at time	1	-	A
BIPR05	Batch or Interactive pricing	1	-	A
MANA05	Manual Allocation Stock	1	-	A
INPR05	Increment Priority	2	0	Signed numeric
CUTF05	Charge Tax	1	-	A
DTLC05	Date last changed	7	0	Packed Decimal
STAT05	Status	1	-	A
ACTF05	Active Flag	1	-	A
CRRC05	Default Currency rate code	4	-	A
INCN05	Invoice Consolidation level	1	-	A
DFPL05	Default price list flag	1	-	A

CNLB05	Cancel Balance Allowed	1	-	A
CDSP05	Clean despatch note print	1	-	A
MARK05	Display negative discounts ASM	1	-	A
MARG05	Calculate Margin	1	-	Alphanumeric
MRGD05	Display Margin	1	-	A
LMRG05	Lower Margin Tolerance	5	2	Packed Decimal
UMRG05	Upper Margin Tolerance	5	2	P
DFTC05	Default Customer search option	1	-	A
DCUS05	Default Customer Code	8	-	A
LSHO05	Last Schedule order reference	7	-	A
DSEQ05	Delivery Address Code	3	-	A

Table - E1

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Physical File : **OEP20**
Record Format : **OER20**
Description : **Customer Detail**

Field	Description	Length	Dec.	Type
CONO20	Company Number	2	-	Alphanumeric
CUSN20	Customer	8	-	Alphanumeric
DSEQ20	Delivery Address Code	3	-	Alphanumeric
LIST20	Price List code	3	-	Alphanumeric
DGRP20	Discount group	3	-	A
DISC20	Cash Discount code	2	-	A
LOCD20	Warehouse/Depot location	2	-	A
PRTY20	Priority	2	0	Signed numeric
MALP20	Manual Pick list	1	-	Alphanumeric
BORD20	Back Orders	1	-	A
PDLV20	Part Delivery	1	-	A
SOSG20	Small Order Surcharge	1	-	A
CARG20	Carriage	1	-	A
ACKN20	Acknowledgement	1	-	A
CONS20	Consolidate Price	1	-	A
REFR20	Order Reference required	1	-	A
SPAC20	Special Customer	1	-	Alphanumeric
DIVN20	Division	2	-	Alphanumeric
SDIV20	Sub-Division	2	-	Alphanumeric
REGN20	Region	2	-	A
STTE20	State	2	-	A
TRTY20	Territory	2	-	A
SLMN20	Sales Man	2	-	A
CCLS20	Customer Class	2	-	A
CORP20	Corporation	8	-	Alphanumeric
BRCH20	Branch	6	-	A
DTLC20	Date Last Changed	7	0	Packed Decimal
COMB20	Combined Advice notes	1	-	A
STAT20	Status	1	-	A
ACTF20	Active Flag	1	-	A
CURC20	Currency rate code	4	-	A
COFC20	Certificate of conformance use	1	-	A
INCN20	Invoice consolidation level	1	-	A
DFPL20	Default price list flag	1	-	A

Table - E2

Physical File : **OEP40**
Record Format : **OER40**
Description : **Order Header**

Field	Description	Length	Dec.	Type
CONO40	Company Number	2		Alphanumeric
ORDN40	Order Number	7		A
ORDL40	Order Line Number	3	0	Signed numeric
ORTP40	Order Type	1		Alphanumeric
OSRC40	Order Source	1		A
CUSN40	Customer	8		A
DSEQ40	Delivery Address code	3		A
DTCO40	Date of Customer order	7	0	Packed Decimal
DTSO40	System Order date	7	0	Packed Decimal
DTDR40	Date Delivery required	7	0	P
DTLP40	Date Latest Promise	7	0	P
DTOS40	Date Order Suspended	7	0	P
SUSP40	Order Suspended Code	2		Alphanumeric
LIST40	Price List code	3		A
DGRP40	Discount group	3		A
PAYT40	Payment terms code or days	2	0	Signed numeric
CURN40	Currency code	3		A
CURC40	Currency rate code	4		A
CURT40	Currency rate	11	5	Packed decimal
CRBF40	Vat Discount basis	1		A
PRTY40	Priority	2	0	S
LOCD40	Warehouse / Depot location	2		A
ORVL40	Order Value	15	2	P
DISC40	Cash Discount code	2		A
PRTF40	Print Flag	1		A
ORPF40	Order Price Flag	1		A
DESM40	Despatch Method	1		A
DTLC40	Date Last Changed	7	0	Packed Decimal
STAT40	Status	1		A
ACTF40	Active Flag	1		A
BORV40	Order Value (Base)	15	2	P
CUFX40	Currency Fixed Rate	1		A
SLMN40	Salesman	2		A
FXQT40	Fixed Quantity	1		A
MORD40	Multiply / Divide Flag	1		A

Table - E3

Physical File : **OEP50**
Record Format : **OER5**
Description : **Order Charges**

Field	Description	Length	Dec.	Type
CONO50	Company Number	2		Alphanumeric
ORDN50	Order Number	7		Alphanumeric
SQNO50	Sequence Number	5	0	Packed Decimal
CHGC50	Charge Code	2	0	Signed numeric
PVIN50	Percent/Value Indicator	1		A
CHGV50	Charge Value	15	2	P
LVAT50	Line Vat Value	15	2	P
FXCH50	Fixed Charge Indicator	1		A
ODES50	Order Description	30		A
DTLC50	Date Last Changed	7	0	P
STAT50	Status	1		A
ACTF50	Active Flag	1		A
BCHV50	Charge Value (Base)	15	2	P
BVAT50	Vat Value (Base)	15	2	P
INVN50	Invoice Number	7		A
DESN50	Despatch Note Sequence No.	2	0	S
TYPE50	Transaction Type	2		A
NVTR50	Vat Rate 1	5	2	P
EVTR50	Vat Rate 2	5	2	P
VATR50	Vat Rate	5	2	P

Table - E4

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Physical File : **OEP55**
Record Format : **OER55**
Description : **Order Lines**

Field	Description	Length	Dec.	Type
CONO55	Company Number	2		Alphanumeric
ORDN55	Order Number	7		A
ORDL55	Order Line Number	3	0	Signed Numeric
ORTP55	Order Type	1		A
OSRC55	Order Source	1		A
CUSN55	Customer	8		A
DSEQ55	Delivery Address Code	3		A
ORDT55	Order Pricing at Time	1		A
CATN55	Item code	15		A
LOCD55	Warehouse / Depot location	2		A
PTYP55	Item Type	1		A
DIVN55	Division	2		A
QTOR55	Quantity Ordered	11	3	Packed Decimal
QTOS55	Quantity Outstanding	11	3	P
QTAL55	Quantity Allocated	11	3	P
QTDS55	Quantity Despatched	11	3	P
DTDR55	Date Delivery required	7	0	P
DTLP55	Date Latest Promise	7	0	P
PRTY55	Priority	2	0	S
DISC55	Cash Discount code	2		A
LIST55	Price List Code	3		A
DGRP55	Discount group	3		A
PRCH55	Fixed Price	15	5	P
DISP55	Fixed Discount	4	2	P
UPRC55	Unit Price	15	5	P
TRM155	Discount % 1	5	2	P
TRM255	Discount % 2	5	2	P
ORLV55	Order Line Value	15	2	P
DISV55	Discount value	15	2	P
STAT55	Status	1		A
ACTF55	Active Flag	1		A
BORL55	Order Line Value (Base)	15	2	P
BDIS55	Discount Value (Base)	15	2	P
EUOM55	Unit of Measurement	2		A
EQTY55	Entered Quantity	11	3	P
FXQT55	Fixed Quantity	1		A

Table - E5

Physical File : **OEP60**
Record Format : **OER60**
Description : **Invoice Consolidate**

Field	Description	Length	Dec.	Type
CONO60	Company Number	2		Alphanumeric
CUSN60	Customer	8		A
INAD60	Invoice Address Code	8		A
DSEQ60	Delivery Address code	3		A
CURN60	Currency code	3		A
INCN60	Invoice consolidation level	1		A
CNKY60	Consolidation Key	7	0	P
INVN60	Invoice Number	7		A
DTOP60	Date of Opening	7	0	P
TMOP60	Time of Opening	6	0	P
DTLC60	Date Last Changed	7	0	P
TMLC60	Time Last Changed	7	0	P
ACTF60	Active flag	1		A
PCDS60	Prime cash discount value	15	2	P
BCDS60	Base cash discount value	15	2	P
VTCT60	Tax registration country	3		A
VTID60	Tax registration number	20		A
FCTY60	From country	3		A
TCTY60	To country	3		A

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Physical File : **OEP65**
Record Format : **OER65**
Description : **Invoice Headers**

Field	Description	Length	Dec.	Type
CONO65	Company Number	2		Alphanumeric
ORDN65	Order Number	7		A
ORTP65	Order type	1		A
OSRC65	Order Source	1		A
DSEQ65	Delivery Address code	3		A
STAC65	Statement Account number	8		A
CUSO65	Customer Order Reference	20		A
LIST65	Price List code	3		A
DGRP65	Discount group	3		A
DESN65	Despatch note sequence no.	2	0	Signed numeric
INVN65	Invoice number	7		A
DSIC65	Cash Discount code	2		A
DISP65	Fixed Discount %	4	2	Packed Decimal
DISV65	Discount Value	15	2	P
DTAL65	Date of Allocation	7	0	P
DTIN65	Date of Invoice	7	0	P
CURN65	Currency code	3		A
CURC65	Currency rate code	4		A
CURT65	Currency rate	11	5	P
CRBF65	Vat Discount basis	1		A
INVT65	Invoice Total	15	2	P
INVV65	Invoice VAT	15	2	P
INVG65	Invoice Grand Total	15	2	P
INVC65	Invoice Charges Total	15	2	P
BIIT65	Invoice Total (Base)	15	2	P
BIVT65	Invoice VAT (Base)	15	2	P
BIGT65	Invoice Grand Total (Base)	15	2	P
BICT65	Invoice charges total (Base)	15	2	P
BDIS65	Discount value (base)	15	2	P
RESN65	Reason code	1		A
DESM65	Despatch method	1		A
TYPE65	Transaction type	2		A
PERN65	Period number	4	0	P
PRTF65	Print flag	1		A
LOCD65	Warehouse / Depot location	2		A
DTLC65	Date last changed	7	0	P
STAT65	Status	1		A
ACTF65	Active flag	1		A
SLMN65	Salesman	2		A
GLUP65	General Ledger Update	1		Alphanumeric
DESP65	Despatch note printed	1		A
MORD65	Multiply / Divide flag	1		A

Table - E7

Physical File : **OEP70**
Record Format : **OER70**
Description : **Invoice Line / Order**

Field	Description	Length	Dec.	Type
CONO70	Company Number	2		Alphanumeric
ORDN70	Order Number	7		A
ORDL70	Order Line number	3	0	Signed numeric
ORTP70	Order Type	1		A
OSRC70	Order Source	1		A
INVN70	Invoice Number	7		A
DESN70	Despatch Note sequence no.	2	0	S
CATN70	Item Code	15		A
LOCD70	Warehouse / Depot location	2		A
LIST70	Price List Code	3		A
DGRP70	Discount group	3		A
PRCH70	Fixed Price	15	5	P
DISC70	Cash Discount code	2		A
DISP70	Fixed Discount	4	2	P
DISV70	Discount Value	15	2	P
VATC70	Vat code	1		A
VATR70	Vat Rate	5	2	P
LVAL70	Line good value	15	2	P
LVAT70	Line VAT value	15	2	P
BLIV70	Line value (Base)	15	2	P
BVAT70	VAT Value (Base)	15	2	P
BDIS70	Discount Value (Base)	15	2	P
LQTY70	Line Quantity	11	3	P
WKNO70	Week number	4	0	P
PERN70	Period number	4	0	P
TRAN70	Transaction type	2	0	S
DTTR70	Date of Transaction	7	0	P
CUSN70	Customer	8		A
DSEQ70	Delivery Address code	3		A
RESN70	Reason code	1		A
DIVN70	Division	2		A
UPRC70	Unit Price	15	5	P
TRM170	Discount % 1	5	2	P
TRM270	Discount % 2	5	2	P
CVAL70	Line cost value	15	2	P
DTLC70	Date Last changed	7	0	P
STAT70	Status	1		A
ACTF70	Active flag	1		A

Table - E8

Physical File : **OEP75**
Record Format : **OER75**
Description : Discount / Price List Profile

Field	Description	Length	Dec.	Type
CONO75	Company Number	2		Alphanumeric
RTYP75	Record Type	1		A
CURN75	Currency code	3		A
TEXT75	Text	3		A
AUTH75	Authorisation	10		A
LIST75	Price List code	3		A
DTLC75	Date Last changed	7	0	P
STAT75	Status	1		A
ACTF75	Active Flag	1		A

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Physical File : **OEP80**
Record Format : **OER80**
Description : **Price Lists**

Field	Description	Length	Dec.	Type
CONO80	Company Number	2		Alphanumeric
LIST80	Price List code	3		A
CATN80	Item code	15		A
PRCE80	Price	15	5	Packed decimal
UOMF80	Issuing UOM Factor	9	5	P
UOMC80	Issuing UOM Code	2		A
DTEF80	Date Effective	7	0	P
CURN80	Currency code	3		A
DTLC80	Date Last Changed	7	0	P
STAT80	Status	1		A
ACTF80	Active Flag	1		A
INEX80	Inclusive / Exclusive	1		A

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Physical File : **OEP85**
Record Format : **OER85**
Description : **Discount Lists**

Field	Description	Length	Dec.	Type
CONO85	Company Number	2		Alphanumeric
KTYP85	Key Type	1		A
LIST85	Price List code	3		A
SARG85	Search Argument	15		A
DMTH85	Discount Method	1		A
UOMF85	Issuing UOM Factor	1		A
UOMC85	Issuing UOM code	2		A
LMT185	Qualifying Limit 1	15	2	P
LMT285	Qualifying Limit 2	15	2	P
LMT385	Qualifying Limit 3	15	2	P
LMT485	Qualifying Limit 4	15	2	P
LMT585	Qualifying Limit 5	15	2	P
RAT185	Discount Rate 1	15	5	P
RAT285	Discount Rate 2	15	5	P
RAT385	Discount Rate 3	15	5	P
RAT485	Discount Rate 4	15	5	P
RAT585	Discount Rate 5	15	5	P
PVIN85	Percent / Value Indicator	1		A
DSCN85	Description	15		A
DTEF85	Date Effective	7	0	P
CURN85	Currency code	3		A
DTLC85	Date Last Changed	7	0	P
STAT85	Status	1		A
ACTF85	Active Flag	1		A

Table - E11

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Physical File : **OEP90**
Record Format : **OER90**
Description : **Depot Profile**

Field	Description	Length	Dec.	Type
CONO90	Company Number	2		Alphanumeric
LOCD90	Warehouse / Depot location	2		A
WNAM90	Warehouse / Depot Name	35		A
WAD190	Warehouse / Depot Address 1	35		A
WAD290	Warehouse / Depot Address 2	35		A
WAD390	Warehouse / Depot Address 3	35		A
WAD490	Warehouse / Depot Address 4	35		A
WAD590	Warehouse / Depot Address 5	35		A
WPC190	Warehouse / Post code 1	5		A
WPC290	Warehouse / Post Code 2	5		A
PHON90	Telephone Number	20		A
CNTN90	Contact Name	35		A
TELX90	Telex Number	8		A
PRTY90	Priority	2	0	S
MINV90	Minimum Value	15	2	P
DTLC90	Date Last changed	7	0	P
ACTF90	Active Flag	1		A
STAT90	Status	1		A

Table - E12

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APPENDIX - F

PROGRAM LISTING

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```
IDENTIFICATION DIVISION.
PROGRAM-ID. DLRYPERF.
DATE-WRITTEN.   21/03/96.
*-----------------------------------------------------------------*
* PURPOSE : THIS PROGRAM IS TO PRINT DELIVERY PERFORMANCE
*-----------------------------------------------------------------*
*
ENVIRONMENT DIVISION.
CONFIGURATION SECTION.
SOURCE-COMPUTER. IBM-AS400.
OBJECT-COMPUTER. IBM-AS400.
INPUT-OUTPUT SECTION.
FILE-CONTROL.
*
    SELECT ORDLIN-FILE
        ASSIGN      TO DATABASE-ORDLNORD
        ORGANIZATION IS INDEXED
        ACCESS      IS DYNAMIC
        RECORD KEY  IS EXTERNALLY-DESCRIBED-KEY
                WITH DUPLICATES
        FILE STATUS  IS FS-OL.
*
    SELECT ORDHDR-FILE
        ASSIGN      TO DATABASE-ORDHDORD
        ORGANIZATION IS INDEXED
        ACCESS      IS DYNAMIC
        RECORD KEY  IS EXTERNALLY-DESCRIBED-KEY
                WITH DUPLICATES
        FILE STATUS  IS FS-OH.
*
    SELECT PARTS-FILE
        ASSIGN      TO DATABASE-PARTS
        ORGANIZATION IS INDEXED
        ACCESS      IS DYNAMIC
        RECORD KEY  IS EXTERNALLY-DESCRIBED-KEY
                WITH DUPLICATES
        FILE STATUS  IS FS-IM.
*
    SELECT CUST-FILE
        ASSIGN      TO DATABASE-CUSCODES
        ORGANIZATION IS INDEXED
        ACCESS      IS DYNAMIC
        RECORD KEY  IS EXTERNALLY-DESCRIBED-KEY
                WITH DUPLICATES
        FILE STATUS  IS FS-CM.
*
    SELECT INP57-FILE
        ASSIGN      TO DATABASE-INP57L05
        ORGANIZATION IS INDEXED
        ACCESS      IS DYNAMIC
        RECORD KEY  IS EXTERNALLY-DESCRIBED-KEY
                WITH DUPLICATES
        FILE STATUS  IS FS-57.
*
```

```
      SELECT STKMVF-FILE
          ASSIGN      TO DATABASE-STKMVF
          ORGANIZATION IS INDEXED
          ACCESS      IS DYNAMIC
          RECORD KEY   IS EXTERNALLY-DESCRIBED-KEY
                 WITH DUPLICATES
          FILE STATUS  IS FS-SM.
*
      SELECT TEMP-FILE
          ASSIGN      TO DISK-DLYPER
          ORGANIZATION IS INDEXED
          ACCESS      IS DYNAMIC
          RECORD KEY   IS T-KEY.
*
      SELECT PRT-FILE
          ASSIGN      TO PRINTER-QPRINT.
*
      SELECT DSP-FILE
          ASSIGN      TO WORKSTATION-DSPDLRYPER
          ORGANIZATION IS TRANSACTION
          CONTROL-AREA IS WS-CONTROL.
 DATA DIVISION.
 FILE SECTION.
*
 FD  ORDLIN-FILE
    LABEL RECORDS ARE STANDARD.
 01  ORDLIN-REC.
    COPY DDS-ALL-FORMATS OF ORDLNORD.
*
 FD  ORDHDR-FILE
    LABEL RECORDS ARE STANDARD.
 01  ORDLIN-REC.
    COPY DDS-ALL-FORMATS OF ORDHDORD.
*
 FD  PARTS-FILE
    LABEL RECORDS ARE STANDARD.
 01  PARTS-REC.
    COPY DDS-ALL-FORMATS OF PARTS.
*
 FD  CUST-FILE
    LABEL RECORDS ARE STANDARD.
 01  CUST-REC.
    COPY DDS-ALL-FORMATS OF CUSCODES.
*
 FD  INP57-FILE
    LABEL RECORDS ARE STANDARD.
 01  INP57-REC.
    COPY DDS-ALL-FORMATS OF INP57L05.
*
 FD  STKMVF-FILE
    LABEL RECORDS ARE STANDARD.
 01  STKMVF-REC.
    COPY DDS-ALL-FORMATS OF STKMVF.
*
```

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```
FD  TEMP-FILE
   LABEL RECORDS ARE STANDARD.
01  TEMP-REC.
   05 T-KEY.
      10 T-SLMN-CD          PIC X(02).
      10 T-CUST-CD          PIC X(08).
      10 T-ORDR-NO          PIC X(07).
      10 T-ORDR-LN          PIC 9(03).
      10 T-ITEM-CD          PIC X(15).
      10 T-DESN-NO          PIC 9(02).
   05 T-CUS-ORDR-DT         PIC 9(06).
   05 T-ORD-ENT-DT          PIC 9(06).
   05 T-DEL-DT              PIC 9(06).
   05 T-DESP-DT             PIC 9(06).
   05 T-LEAD-TIME-1         PIC S9(04).
   05 T-LEAD-TIME-2         PIC S9(04).
   05 T-LEAD-TIME-3         PIC S9(04).
   05 T-LEAD-TIME-4         PIC S9(04).
   05 T-LEAD-TIME-5         PIC S9(04).
*
FD  PRT-FILE
   LABEL RECORDS ARE OMITTED.
01  PRT-REC                PIC X(198).
*
FD  DSP-FILE
   LABEL RECORDS ARE OMITTED.
01  DSP-REC.
   COPY DDS-ALL-FORMATS OF DSPDLRYPER.
*
WORKING-STORAGE SECTION.
01  WS-NUM-SW.
   05 WS-LINE-CTR           PIC 9(02) VALUE ZEROES.
   05 WS-PG-CTR             PIC 9(03) VALUE ZEROES.
   05 WS-DATE               PIC 9(06) VALUE ZEROES.
   05 WS-DT                 PIC 9(07) VALUE ZEROES.
   05 WS-REC                PIC 9(03) VALUE ZEROES.
   05 N                     PIC 9(01) VALUE ZEROES.
   05 WS-T-DATE.
      10 WS-T-YY            PIC 9(02).
      10 WS-T-MM            PIC 9(02).
      10 WS-T-DD            PIC 9(02).
   05 WS-D-DATE.
      10 WS-D-YY            PIC 9(02).
      10 WS-D-MM            PIC 9(02).
      10 WS-D-DD            PIC 9(02).
   05 WS-D-YYMMDD  REDEFINES WS-D-DATE PIC 9(06).
   05 WS-DT-1.
      10 FILLER             PIC 9(01).
      10 WS-YYMMDD-R        PIC 9(06).
   05 WS-YYMMDD-1           PIC 9(06).
   05 WS-DAYS-1             PIC 9(02).
   05 WS-NO-OF-DAYS         PIC S9(04).
   05 WS-TEMP-1             PIC 9(04).
   05 WS-TEMP-2             PIC 9(04).
   05 X                     PIC 9(03).
   05 Y                     PIC 9(03).
```

```
    05 Z                PIC 9(03).
    05 WS-D-YYMM.
       10 WS-D-YY-1        PIC 9(02).
       10 WS-D-MM-1        PIC 9(02).
    05 WS-T-YYMM.
       10 WS-T-YY-1        PIC 9(02).
       10 WS-T-MM-1        PIC 9(02).
 01  WS-TABLES.
    05 WS-DAYS-DD        PIC X(24) VALUE
       "312831303130313130313031".
    05 WS-DAYS REDEFINES WS-DAYS-DD
            OCCURS 12 TIMES PIC X(02).
*
 01  WS-ALHPA-SW.
    05 WS-JOB-SW         PIC X(01).
       88 JOB-OVER        VALUE "Y".
       88 JOB-ABORT       VALUE "A".
    05 WS-OH-READ-SW        PIC X(01).
       88 OH-REC-EXIST      VALUE "Y".
       88 OH-REC-MISG       VALUE "N".
       88 OH-REC-OVER       VALUE "O".
    05 WS-OL-READ-SW        PIC X(01).
       88 OL-REC-EXIST      VALUE "Y".
       88 OL-REC-MISG       VALUE "N".
       88 OL-REC-OVER       VALUE "O".
    05 WS-IM-READ-SW        PIC X(01).
       88 IM-REC-EXIST      VALUE "Y".
       88 IM-REC-MISG       VALUE "N".
       88 IM-REC-OVER       VALUE "O".
    05 WS-CM-READ-SW        PIC X(01).
       88 CM-REC-EXIST      VALUE "Y".
       88 CM-REC-MISG       VALUE "N".
       88 CM-REC-OVER       VALUE "O".
    05 WS-SM-READ-SW        PIC X(01).
       88 SM-REC-EXIST      VALUE "Y".
       88 SM-REC-MISG       VALUE "N".
       88 SM-REC-OVER       VALUE "O".
    05 WS-DN-READ-SW        PIC X(01).
       88 DN-REC-EXIST      VALUE "Y".
       88 DN-REC-MISG       VALUE "N".
       88 DN-REC-OVER       VALUE "O".
    05 WS-TP-READ-SW        PIC X(01).
       88 TP-REC-EXIST      VALUE "Y".
       88 TP-REC-MISG       VALUE "N".
       88 TP-REC-OVER       VALUE "O".
    05 WS-SPACES         PIC X(70) VALUE SPACES.
    05 WS-ANYKEY         PIC X(01) VALUE SPACES.
    05 WS-DBL-DSH        PIC X(198) VALUE ALL "=".
    05 WS-SGL-DSH        PIC X(198) VALUE ALL "-".
    05 WS-SPACES-198        PIC X(198) VALUE SPACES.
    05 FS-OL             PIC X(02) VALUE SPACES.
    05 FS-OH             PIC X(02) VALUE SPACES.
    05 FS-IM             PIC X(02) VALUE SPACES.
    05 FS-CM             PIC X(02) VALUE SPACES.
    05 FS-FB             PIC X(02) VALUE SPACES.
    05 FS-SM             PIC X(02) VALUE SPACES.
```

```
    05 FS-57              PIC X(02) VALUE SPACES.
    05 WS-SW              PIC X(01) VALUE SPACES.
    05 WS-CUR-ORDR-NO     PIC X(07) VALUE SPACES.
    05 WS-PRE-ORDR-NO     PIC X(07) VALUE SPACES.
    05 WS-CUR-ITEM-CD.
      10 WS-CUR-LN        PIC 9(03) VALUE ZEROES.
      10 WS-CUR-ITM       PIC X(15) VALUE SPACES.
    05 WS-PRE-ITEM-CD.
      10 WS-PRE-LN        PIC 9(03) VALUE ZEROES.
      10 WS-PRE-ITM       PIC X(15) VALUE SPACES.
    05 WS-SLMN            PIC X(02) VALUE SPACES.
    05 WS-CUR-CUST-CD     PIC X(08) VALUE SPACES.
    05 WS-PRE-CUST-CD     PIC X(08) VALUE SPACES.
    05 WS-REF.
      10 WS-ORDR-NO       PIC X(07) VALUE SPACES.
      10 FILLER           PIC X(03) VALUE " / ".
      10 WS-DESN-NO       PIC 9(02) VALUE ZEROES.
      10 FILLER           PIC X(02) VALUE SPACES.
*
 01  ONE                  PIC 1 VALUE B"1".
*
 01  WS-CONTROL.
    05 WS-IND             PIC X(02).
    05 WS-FORMAT          PIC X(10).
*
 01  HDG-1.
    05 FILLER             PIC X(07) VALUE "Date : ".
    05 WP-REP-DATE        PIC ZZ/ZZ/ZZ VALUE ZEROES.
    05 FILLER             PIC X(91) VALUE SPACES.
    05 FILLER             PIC X(38) VALUE
      "DELIVERY PERFORMANCE REPORT FROM    ".
    05 WP-FROM-DT         PIC ZZ/ZZ/ZZ VALUE ZEROES.
    05 FILLER             PIC X(04) VALUE " to ".
    05 WP-TO-DT           PIC ZZ/ZZ/ZZ VALUE ZEROES.
    05 FILLER             PIC X(25) VALUE SPACES.
    05 FILLER             PIC X(06) VALUE "P.No. ".
    05 WP-PG-NO           PIC Z(03) VALUE ZEROES.
*
 01  HDG-2.
    05 FILLER             PIC X(12) VALUE "Territory : ".
    05 WP-SLMN-CD         PIC X(02) VALUE SPACES.
*
 01  HDG-3.
    05 FILLER             PIC X(40) VALUE
      "Cust Order   Customer    Order Lead  ".
    05 FILLER             PIC X(40) VALUE
      "Item         Item                    ".
    05 FILLER             PIC X(40) VALUE
      "             Customer Lead Dsp. Desp".
    05 FILLER             PIC X(23) VALUE
      "atch Lead Lead Lead ".
*
```

```
01  HDG-4.
    05 FILLER              PIC X(40) VALUE
      "Code No.     Ord.Date  Entry dt  Time  ".
    05 FILLER              PIC X(40) VALUE
      "Code          Description          ".
    05 FILLER              PIC X(40) VALUE
      "            Reqd.Dt.  Time  note    ".
    05 FILLER              PIC X(23) VALUE
      "date  Time  Time  Time".
*
 01  HDG-5.
    05 FILLER              PIC X(40) VALUE
      "            1        2     1-2  ".
    05 FILLER              PIC X(40) VALUE SPACES.
    05 FILLER              PIC X(40) VALUE
      "            3     2-3   No.    4".
    05 FILLER              PIC X(23) VALUE
      "     1-4   2-4   3-4".
*
 01  DET-LINE.
    05 WP-CUST-CD          PIC X(03) VALUE SPACES.
    05 FILLER              PIC X(02) VALUE SPACES.
    05 WP-ORDR-NO          PIC X(07) VALUE SPACES.
    05 FILLER              PIC X(02) VALUE SPACES.
    05 WP-CUS-ORDR-DT      PIC ZZ/ZZ/ZZ VALUE ZEROES.
    05 FILLER              PIC X(02) VALUE SPACES.
    05 WP-ORD-ENT-DT       PIC ZZ/ZZ/ZZ VALUE ZEROES.
    05 FILLER              PIC X(01) VALUE SPACES.
    05 WP-LEAD-TIME-1      PIC Z(04)- VALUE ZEROES.
    05 FILLER              PIC X(02) VALUE SPACES.
    05 WP-ITEM-CD          PIC X(15) VALUE SPACES.
    05 FILLER              PIC X(02) VALUE SPACES.
    05 WP-ITEM-DESC        PIC X(36) VALUE SPACES.
    05 FILLER              PIC X(02) VALUE SPACES.
    05 WP-DEL-DT           PIC ZZ/ZZ/ZZ VALUE ZEROES.
    05 FILLER              PIC X(01) VALUE SPACES.
    05 WP-LEAD-TIME-2      PIC Z(04)- VALUE ZEROES.
    05 FILLER              PIC X(02) VALUE SPACES.
    05 WP-DESN-NO          PIC Z(02) VALUE ZEROES.
    05 FILLER              PIC X(03) VALUE SPACES.
    05 WP-DESP-DT          PIC ZZ/ZZ/ZZ VALUE ZEROES.
    05 FILLER              PIC X(01) VALUE SPACES.
    05 WP-LEAD-TIME-3      PIC Z(04)- VALUE ZEROES.
    05 FILLER              PIC X(01) VALUE SPACES.
    05 WP-LEAD-TIME-4      PIC Z(04)- VALUE ZEROES.
    05 FILLER              PIC X(02) VALUE SPACES.
    05 WP-LEAD-TIME-5      PIC Z(04)- VALUE ZEROES.
*
*-----------------------------------------------------------------*
 PROCEDURE DIVISION.
 MAIN-PARA.
*
    PERFORM 2000-OPEN-FILES
      THRU 2000-EXIT.
*
```

```
   PERFORM 3000-PROCESS-PARA
     THRU 3000-EXIT
    UNTIL JOB-OVER OR JOB-ABORT.
*
   PERFORM 5000-CLOSE-FILES
     THRU 5000-EXIT.
*
 MAIN-EXIT.
   STOP RUN.
*
*-----------------------------------------------------------------*
 2000-OPEN-FILES.
*
    OPEN INPUT ORDLIN-FILE.
    OPEN INPUT ORDHDR-FILE.
    OPEN INPUT PARTS-FILE.
    OPEN INPUT CUST-FILE.
    OPEN INPUT INP57-FILE.
    OPEN INPUT STKMVF-FILE.
    OPEN OUTPUT TEMP-FILE.
    OPEN OUTPUT PRT-FILE.
    OPEN I-O   DSP-FILE.
*
    INITIALIZE WS-NUM-SW.
    ACCEPT WS-DATE FROM DATE.
    MOVE WS-DATE   TO  WP-REP-DATE.
*
 2000-EXIT.
    EXIT.
*-----------------------------------------------------------------*
 3000-PROCESS-PARA.
*
    PERFORM 3050-ACCP-DTL
      THRU 3050-EXIT.
*
    IF JOB-ABORT
      GO TO 3000-EXIT.
*
    PERFORM 9000-READ-ORDLIN
      THRU 9000-EXIT.
*
    PERFORM 3100-CRT-TEMP-REC
      THRU 3100-EXIT
     UNTIL OL-REC-OVER.
*
    CLOSE TEMP-FILE.
    OPEN INPUT TEMP-FILE.
    INITIALIZE DET-LINE.
*
    PERFORM 9400-READ-TEMP
      THRU 9400-EXIT.
*
    PERFORM 4000-HDG-PARA
      THRU 4000-EXIT.
*
    PERFORM 3180-MOVE-HDR
      THRU 3180-EXIT.
```

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```
*
    MOVE 1 TO WS-REC.
*
    PERFORM 3300-PROC-PARA
      THRU 3300-EXIT
     UNTIL TP-REC-OVER.
*
    PERFORM 3310-CUST-CHNG
      THRU 3310-EXIT.
*
    WRITE PRT-REC FROM WS-SGL-DSH AFTER 1.
    MOVE "Y"  TO WS-JOB-SW.
*
 3000-EXIT.
    EXIT.
*-------------------------------------------------------------*
 3050-ACCP-DTL.
*
    INITIALIZE DSP-REC.
    WRITE DSP-REC FORMAT IS "DLRYPERREC".
    READ DSP-FILE RECORD.
*
    IF IN15 OF DLRYPERREC-I IS EQUAL TO ONE
      MOVE "A" TO WS-JOB-SW
      GO TO 3050-EXIT.
*
    IF FLD003 NOT = SPACES AND
      FLD004 NOT = SPACES
      DISPLAY "ENTER SALESMAN CODE OR CUST CODE..."
          AT 2302
      ACCEPT WS-ANYKEY AT 2365
      DISPLAY WS-SPACES AT 2302
      GO TO 3050-ACCP-DTL.
*
    IF FLD003 NOT = SPACES
      IF FLD003 = "11" OR "21" OR "31" OR "41"
        NEXT SENTENCE
      ELSE
        DISPLAY "INVALID SALESMAN CODE"
           AT 2302
        ACCEPT WS-ANYKEY AT 2365
        DISPLAY WS-SPACES AT 2302
        GO TO 3050-ACCP-DTL.
*
    MOVE FLD003 TO WP-SLMN-CD.
*
    IF FLD006 < FLD005
      DISPLAY "TO DATE SHOULD NOT BE < FROM DATE"
          AT 2302
      ACCEPT WS-ANYKEY AT 2365
      DISPLAY WS-SPACES AT 2302
      GO TO 3050-ACCP-DTL.
*
    MOVE FLD005 TO WP-FROM-DT.
    MOVE FLD006 TO WP-TO-DT.
*
```

```
 3050-EXIT.
    EXIT.
*-----------------------------------------------------------------*
 3100-CRT-TEMP-REC.
*
    INITIALIZE TEMP-REC.
*
   MOVE CONO55  TO  CONO40
                CONO20.
    MOVE CUSN55  TO  T-CUST-CD CUSN20.
    MOVE ZEROES  TO  DSEQ20.
*
    PERFORM 9420-READ-CUST
      THRU 9420-EXIT.
*
    IF CM-REC-EXIST
      MOVE SLMN20 TO WS-SLMN
      IF FLD003 NOT = SPACES
        IF WS-SLMN = FLD003
          PERFORM 3140-MOVE-TO-TEMP
            THRU 3140-EXIT
        END-IF
      ELSE
        PERFORM 3140-MOVE-TO-TEMP
          THRU 3140-EXIT.
*
   PERFORM 9000-READ-ORDLIN
      THRU 9000-EXIT.
*
 3100-EXIT.
    EXIT.
*-----------------------------------------------------------------*
 3140-MOVE-TO-TEMP.
*
   MOVE FLD003  TO  T-SLMN-CD.
   MOVE ORDN55  TO  T-ORDR-NO
                ORDN40.
   MOVE ORDL55  TO  T-ORDR-LN.
   MOVE CATN55  TO  T-ITEM-CD.
   MOVE DTDR55  TO  WS-DT.
   MOVE WS-DT   TO  T-DEL-DT.
*
   PERFORM 9100-READ-ORDHDR
      THRU 9100-EXIT.
*
   IF OH-REC-MISG
     GO TO 3140-EXIT.
*
*   IF WS-SW = "N"
*     GO TO 3140-EXIT.
*
   MOVE DTSO40  TO  WS-DT.
   MOVE WS-DT   TO  T-ORD-ENT-DT.
   MOVE DTCO40  TO  WS-DT.
   MOVE WS-DT   TO  T-CUS-ORDR-DT.
*
```

```
*----------------------*
* Order Entry Lead Time*
* Lead Time - 1        *
*----------------------*
    MOVE T-ORD-ENT-DT   TO  WS-DATE  WS-T-DATE.
    MOVE T-CUS-ORDR-DT  TO  WS-D-DATE.
    PERFORM 3150-CALC-NO-OF-DAYS
      THRU 3150-EXIT.
    MOVE WS-NO-OF-DAYS TO T-LEAD-TIME-1.
*
*----------------------*
* Order Del.  Lead Time*
* Lead Time - 2        *
*----------------------*
    MOVE T-ORD-ENT-DT   TO  WS-D-DATE.
    MOVE T-DEL-DT       TO  WS-DATE WS-T-DATE.
    PERFORM 3150-CALC-NO-OF-DAYS
      THRU 3150-EXIT.
    MOVE WS-NO-OF-DAYS TO T-LEAD-TIME-2.
*--------------------------*
* picking despatch note no *
*--------------------------*
    MOVE  CONO55      TO CONO57.
    MOVE  ORTP55      TO ORTP57.
    MOVE  ORDN55      TO ORDN57.
    MOVE  ZEROES      TO DESN57.
    MOVE  ORDL55      TO ORDL57.
    MOVE  CATN55      TO CATN57.
    MOVE  "Y"       TO WS-DN-READ-SW.
    START INP57-FILE
        KEY NOT LESS THAN EXTERNALLY-DESCRIBED-KEY
        INVALID KEY
        MOVE "N"  TO WS-DN-READ-SW
        GO TO 3140-EXIT.
*
    PERFORM 9430-READ-INP57
      THRU 9430-EXIT.
*
    PERFORM 3170-PROC-DESN
      THRU 3170-EXIT
     UNTIL DN-REC-OVER.
*
3140-EXIT.
    EXIT.
*-----------------------------------------------------------------*
3150-CALC-NO-OF-DAYS.
*
    IF WS-D-YY = WS-T-YY AND
      WS-D-MM = WS-T-MM
      COMPUTE WS-NO-OF-DAYS = WS-DATE - WS-D-YYMMDD
      GO TO 3150-EXIT.
*
    IF WS-D-YY     = WS-T-YY AND
      WS-D-MM NOT = WS-T-MM
      MOVE WS-DAYS(WS-D-MM) TO WS-DAYS-1
```

```
        COMPUTE WS-TEMP-1 = WS-DAYS-1 - WS-D-DD
        COMPUTE X = WS-D-MM + 1
        COMPUTE Y = WS-T-MM - 1
        MOVE ZEROES TO WS-TEMP-2
        PERFORM VARYING Z FROM X BY 1 UNTIL Z > Y
          MOVE WS-DAYS(Z) TO WS-DAYS-1
          COMPUTE WS-TEMP-2 = WS-TEMP-2  + WS-DAYS-1
        END-PERFORM
        COMPUTE WS-NO-OF-DAYS = WS-TEMP-1 +
                        WS-TEMP-2 +
                        WS-T-DD
        GO TO 3150-EXIT.
*
      IF WS-D-YY NOT = WS-T-YY
        MOVE WS-DAYS(WS-D-MM) TO WS-DAYS-1
        COMPUTE WS-TEMP-1 = WS-DAYS-1 - WS-D-DD
        MOVE WS-D-YY  TO WS-D-YY-1
        MOVE WS-D-MM  TO WS-D-MM-1
        MOVE WS-T-YY  TO WS-T-YY-1
        MOVE WS-T-MM  TO WS-T-MM-1
        ADD 1 TO WS-D-MM-1
        IF WS-D-MM-1 > 12
          MOVE 01 TO WS-D-MM-1
          ADD  1  TO WS-D-YY-1
        END-IF
        MOVE ZEROES TO WS-TEMP-2
        PERFORM 3160-CALC-PARA
          THRU 3160-EXIT
         UNTIL WS-D-YYMM >= WS-T-YYMM
        COMPUTE WS-NO-OF-DAYS = WS-TEMP-1 +
                        WS-TEMP-2 +
                        WS-T-DD.
*
 3150-EXIT.
      EXIT.
*-----------------------------------------------------------------*
 3160-CALC-PARA.
*
      MOVE WS-DAYS(WS-D-MM-1) TO WS-DAYS-1.
      COMPUTE WS-TEMP-2 = WS-DAYS-1 +
                    WS-TEMP-2.
      ADD 1 TO WS-D-MM-1.
      IF WS-D-MM-1 > 12
        MOVE 01 TO WS-D-MM-1
        ADD  1  TO WS-D-YY-1.
*
 3160-EXIT.
      EXIT.
*-----------------------------------------------------------------*
 3170-PROC-DESN.
*
      MOVE ORDN57  TO  WS-ORDR-NO.
      MOVE DESN57  TO  T-DESN-NO WS-DESN-NO.
*
```

```
     MOVE CONO57  TO  CONO95.
     MOVE WS-REF  TO  REFN95.
     MOVE "Y"     TO  WS-SM-READ-SW.
     START STKMVF-FILE
         KEY NOT LESS THAN EXTERNALLY-DESCRIBED-KEY
         INVALID KEY
         MOVE "N"  TO WS-SM-READ-SW
         PERFORM 9430-READ-INP57
           THRU 9430-EXIT
         GO TO 3170-EXIT.
*
     PERFORM 9440-READ-SM
       THRU 9440-EXIT.
*
     IF T-DESP-DT = ZEROES
       PERFORM 9430-READ-INP57
         THRU 9430-EXIT
       GO TO 3170-EXIT.
*
     IF WS-YYMMDD-1 >= FLD005 AND
       WS-YYMMDD-1 <= FLD006
       NEXT SENTENCE
     ELSE
       PERFORM 9430-READ-INP57
         THRU 9430-EXIT
       GO TO 3170-EXIT.
*----------------------*
* Order Entry Lead Time*
* Lead Time - 3        *
*----------------------*
     MOVE T-CUS-ORDR-DT  TO  WS-D-DATE.
     MOVE T-DESP-DT      TO  WS-DATE  WS-T-DATE.
     PERFORM 3150-CALC-NO-OF-DAYS
       THRU 3150-EXIT.
     MOVE WS-NO-OF-DAYS TO T-LEAD-TIME-3.
*
*----------------------*
* Order Entry Lead Time*
* Lead Time - 4        *
*----------------------*
     MOVE T-ORD-ENT-DT   TO  WS-D-DATE
     MOVE T-DESP-DT      TO  WS-DATE WS-T-DATE.
     PERFORM 3150-CALC-NO-OF-DAYS
       THRU 3150-EXIT.
     MOVE WS-NO-OF-DAYS TO T-LEAD-TIME-4.
*
*----------------------*
* Order Entry Lead Time*
* Lead Time - 5        *
*----------------------*
     IF T-DESP-DT > T-DEL-DT
       MOVE T-DEL-DT      TO  WS-D-DATE
       MOVE T-DESP-DT     TO  WS-DATE WS-T-DATE
     ELSE
       MOVE T-DEL-DT    TO  WS-DATE  WS-T-DATE
       MOVE T-DESP-DT   TO  WS-D-DATE.
```

```
*
    PERFORM 3150-CALC-NO-OF-DAYS
      THRU 3150-EXIT.
    IF T-DESP-DT > T-DEL-DT
      MOVE WS-NO-OF-DAYS TO T-LEAD-TIME-5
    ELSE
      COMPUTE T-LEAD-TIME-5 = WS-NO-OF-DAYS * -1.
*
*    COMPUTE T-LEAD-TIME-5 = T-LEAD-TIME-4 - T-LEAD-TIME-2.
    PERFORM 9500-WRT-TEMP-REC
      THRU 9500-EXIT.
*
    PERFORM 9430-READ-INP57
      THRU 9430-EXIT.
*
 3170-EXIT.
    EXIT.
*-----------------------------------------------------------------*
 3180-MOVE-HDR.
*
    MOVE T-CUST-CD     TO WP-CUST-CD.
    MOVE T-ORDR-NO     TO WP-ORDR-NO.
    MOVE T-CUS-ORDR-DT TO WP-CUS-ORDR-DT.
    MOVE T-ORD-ENT-DT  TO WP-ORD-ENT-DT.
    MOVE T-LEAD-TIME-1 TO WP-LEAD-TIME-1.
*
    MOVE WS-CUR-ORDR-NO TO WS-PRE-ORDR-NO.
    MOVE WS-CUR-CUST-CD TO WS-PRE-CUST-CD.
    MOVE WS-CUR-ITM     TO WS-PRE-ITM.
    MOVE WS-CUR-LN      TO WS-PRE-LN.
*
    PERFORM 3410-MOVE-ITM-DTLS
      THRU 3410-EXIT.
*
 3180-EXIT.
    EXIT.
*-----------------------------------------------------------------*
 3300-PROC-PARA.
*
    IF WS-CUR-CUST-CD NOT = WS-PRE-CUST-CD
      PERFORM 3310-CUST-CHNG
        THRU 3310-EXIT.
*
    IF WS-CUR-ORDR-NO NOT = WS-PRE-ORDR-NO
      PERFORM 3350-ORDR-CHNG
        THRU 3350-EXIT.
*
    IF WS-CUR-ITEM-CD NOT = WS-PRE-ITEM-CD
      PERFORM 3400-ITEM-CHNG
        THRU 3400-EXIT
      PERFORM 3410-MOVE-ITM-DTLS
        THRU 3410-EXIT.
*
    MOVE T-DESN-NO  TO  WP-DESN-NO.
    MOVE T-DEL-DT   TO  WP-DEL-DT.
```

```
     MOVE T-LEAD-TIME-2  TO  WP-LEAD-TIME-2.
     MOVE T-DESP-DT  TO  WP-DESP-DT.
     MOVE T-LEAD-TIME-3  TO  WP-LEAD-TIME-3.
     MOVE T-LEAD-TIME-4  TO  WP-LEAD-TIME-4.
     MOVE T-LEAD-TIME-5  TO  WP-LEAD-TIME-5.
*
     IF WS-LINE-CTR  > 55
       PERFORM 4000-HDG-PARA
         THRU 4000-EXIT.
*
     WRITE PRT-REC FROM DET-LINE AFTER 1.
     INITIALIZE DET-LINE.
     ADD 1 TO WS-LINE-CTR.
     MOVE 2 TO WS-REC.
*
     PERFORM 9400-READ-TEMP
       THRU 9400-EXIT.
*
 3300-EXIT.
     EXIT.
*-----------------------------------------------------------------*
 3310-CUST-CHNG.
*
     PERFORM 3350-ORDR-CHNG
       THRU 3350-EXIT.
*
     MOVE WS-CUR-CUST-CD TO WS-PRE-CUST-CD
                            WP-CUST-CD.
*
 3310-EXIT.
     EXIT.
*-----------------------------------------------------------------*
 3350-ORDR-CHNG.
*
     PERFORM 3400-ITEM-CHNG
       THRU 3400-EXIT.
*
     IF TP-REC-OVER
       GO TO 3350-EXIT.
*
     MOVE T-ORDR-NO     TO WP-ORDR-NO.
     MOVE T-CUS-ORDR-DT TO WP-CUS-ORDR-DT.
     MOVE T-ORD-ENT-DT  TO WP-ORD-ENT-DT.
     MOVE T-LEAD-TIME-1 TO WP-LEAD-TIME-1.
*
     MOVE WS-CUR-ORDR-NO TO WS-PRE-ORDR-NO.
*
     PERFORM 3410-MOVE-ITM-DTLS
       THRU 3410-EXIT.
*
 3350-EXIT.
     EXIT.
*-----------------------------------------------------------------*
```

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```
 3400-ITEM-CHNG.
*
     IF TP-REC-OVER
       GO TO 3400-EXIT.
*
     INITIALIZE DET-LINE.
     WRITE PRT-REC FROM DET-LINE AFTER 1.
     ADD 1 TO WS-LINE-CTR.
     MOVE WS-CUR-ITM    TO WS-PRE-ITM.
     MOVE WS-CUR-LN     TO WS-PRE-LN.
*
 3400-EXIT.
     EXIT.
*-----------------------------------------------------------------*
 3410-MOVE-ITM-DTLS.
*
     MOVE T-ITEM-CD   TO  WP-ITEM-CD.
*
     MOVE "RO"        TO  CONO35.
     MOVE T-ITEM-CD   TO  PNUM35.
*
     PERFORM 9410-READ-ITEM
       THRU 9410-EXIT.
*
     IF IM-REC-EXIST
       MOVE PDES35   TO  WP-ITEM-DESC
     ELSE
       MOVE SPACES   TO WP-ITEM-DESC.
*
 3410-EXIT.
     EXIT.
*-----------------------------------------------------------------*
 4000-HDG-PARA.
*
     ADD 1  TO WS-PG-CTR.
     MOVE WS-PG-CTR  TO WP-PG-NO.
     IF WS-PG-CTR = 1
       WRITE PRT-REC FROM HDG-1 AFTER 1
     ELSE
       WRITE PRT-REC FROM HDG-1 AFTER PAGE.
*
     WRITE PRT-REC FROM HDG-2  AFTER 1.
     WRITE PRT-REC FROM WS-DBL-DSH AFTER 1.
     WRITE PRT-REC FROM HDG-3  AFTER 1.
     WRITE PRT-REC FROM HDG-4  AFTER 1.
     WRITE PRT-REC FROM HDG-5  AFTER 1.
     WRITE PRT-REC FROM WS-DBL-DSH AFTER 1.
     MOVE 7 TO WS-LINE-CTR.
*
 4000-EXIT.
     EXIT.
*-----------------------------------------------------------------*
 5000-CLOSE-FILES.
*
```

```
     CLOSE ORDLIN-FILE.
     CLOSE ORDHDR-FILE.
     CLOSE PARTS-FILE.
     CLOSE CUST-FILE.
     CLOSE INP57-FILE.
     CLOSE STKMVF-FILE.
     CLOSE TEMP-FILE.
     CLOSE PRT-FILE.
     CLOSE DSP-FILE.
*
 5000-EXIT.
     EXIT.
*-----------------------------------------------------------------*
 9000-READ-ORDLIN.
*
     MOVE "Y" TO WS-OL-READ-SW
     READ ORDLIN-FILE NEXT RECORD
         AT END
         MOVE "O" TO WS-OL-READ-SW
         GO TO 9000-EXIT.
*
     IF CONO55 NOT = "RO"
       GO TO 9000-READ-ORDLIN.
*
     IF QTDS55 = ZEROES
       GO TO 9000-READ-ORDLIN.
*
*    IF STAT55 = "C"
*      NEXT SENTENCE
*    ELSE
*      GO TO 9000-READ-ORDLIN.
*
     IF FLD004 NOT = SPACES
       IF CUSN55 = FLD004 OF DLRYPERREC-I
         NEXT SENTENCE
       ELSE
         GO TO 9000-READ-ORDLIN.
*
 9000-EXIT.
     EXIT.
*-----------------------------------------------------------------*
 9100-READ-ORDHDR.
*
     MOVE "Y" TO WS-OH-READ-SW.
     READ ORDHDR-FILE
         INVALID KEY
         MOVE "N" TO WS-OH-READ-SW
         GO TO 9100-EXIT.
*
*    MOVE DTCO40  TO  WS-DT.
*    MOVE WS-DT       TO  WS-DT-1.
*    MOVE WS-YYMMDD-R TO WS-YYMMDD-1.
*
*    MOVE "N" TO WS-SW.
*    IF WS-YYMMDD-1 >= FLD005 AND
*       WS-YYMMDD-1 <= FLD006
```

```
*       MOVE "Y" TO WS-SW.
*
 9100-EXIT.
     EXIT.
*-----------------------------------------------------------------*
 9400-READ-TEMP.
*
     MOVE "Y" TO WS-TP-READ-SW
     READ TEMP-FILE NEXT RECORD
         AT END
         MOVE "O" TO WS-TP-READ-SW
         GO TO 9400-EXIT.
*
     MOVE T-ORDR-NO  TO WS-CUR-ORDR-NO.
     MOVE T-CUST-CD  TO WS-CUR-CUST-CD.
     MOVE T-ORDR-LN  TO WS-CUR-LN.
     MOVE T-ITEM-CD  TO WS-CUR-ITM.
*
 9400-EXIT.
     EXIT.
*-----------------------------------------------------------------*
 9410-READ-ITEM.
*
     MOVE "Y" TO WS-IM-READ-SW.
     READ PARTS-FILE
         INVALID KEY
         MOVE "N" TO WS-IM-READ-SW.
*
 9410-EXIT.
     EXIT.
*-----------------------------------------------------------------*
 9420-READ-CUST.
*
     MOVE "Y" TO WS-CM-READ-SW
     READ CUST-FILE
         INVALID KEY
         MOVE "N" TO WS-CM-READ-SW
         GO TO 9420-EXIT.
*
 9420-EXIT.
     EXIT.
*-----------------------------------------------------------------*
 9430-READ-INP57.
*
     MOVE "Y" TO WS-DN-READ-SW.
     READ INP57-FILE NEXT RECORD
         AT END
         MOVE "O" TO WS-DN-READ-SW
         GO TO 9430-EXIT.
*
     IF CONO57 = CONO55 AND
       ORTP57 = ORTP55 AND
       ORDN57 = ORDN55 AND
       ORDL57 = ORDL55 AND
       CATN57 = CATN55
       NEXT SENTENCE
```

```
     ELSE
       MOVE "O" TO WS-DN-READ-SW
       GO TO 9430-EXIT.
*
     IF PRIN57 NOT = "3"
       GO TO 9430-READ-INP57.
*
 9430-EXIT.
     EXIT.
*-----------------------------------------------------------------*
 9440-READ-SM.
*
     MOVE "Y" TO WS-SM-READ-SW.
     READ STKMVF-FILE NEXT RECORD
         AT END
         MOVE "O" TO WS-SM-READ-SW
         GO TO 9440-EXIT.
*
     IF CONO95 = CONO57 AND
       WS-REF = REFN95
       NEXT SENTENCE
     ELSE
       GO TO 9440-EXIT.
*
     IF CATN57 = PNUM95
       MOVE DTMV95 TO WS-DT
       MOVE WS-DT  TO T-DESP-DT
       MOVE WS-DT  TO  WS-DT-1
       MOVE WS-YYMMDD-R TO WS-YYMMDD-1
       GO TO 9440-EXIT.
*
     GO TO 9440-READ-SM.
*
 9440-EXIT.
     EXIT.
*-----------------------------------------------------------------*
 9500-WRT-TEMP-REC.
*
     WRITE TEMP-REC
         INVALID KEY
         DISPLAY T-KEY AT 2302
         DISPLAY "INVALID KEY-TEMP"
             AT 2350
         ACCEPT WS-ANYKEY AT 2375
         DISPLAY WS-SPACES AT 2302.
*
 9500-EXIT.
     EXIT.
*-----------------------------------------------------------------*
*
```

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```
IDENTIFICATION DIVISION.
PROGRAM-ID. SA0108.
DATE-WRITTEN.   01/04/96.
*-----------------------------------------------------------------*
* PURPOSE : THIS PROGRAM IS TO PRINT SALES VARIANCE              *
*         FOR PLASTIC/LATEX/SILICON  AS PER CATEGORY             *
*-----------------------------------------------------------------*
*
ENVIRONMENT DIVISION.
CONFIGURATION SECTION.
SOURCE-COMPUTER. IBM-AS400.
OBJECT-COMPUTER. IBM-AS400.
INPUT-OUTPUT SECTION.
FILE-CONTROL.
*
     SELECT INVCESUP-FILE
          ASSIGN      TO DATABASE-INVCESUP
          ORGANIZATION IS INDEXED
          ACCESS      IS DYNAMIC
          RECORD KEY   IS EXTERNALLY-DESCRIBED-KEY
                 WITH DUPLICATES
          FILE STATUS  IS FS-IN1.
*
     SELECT INVLINES-FILE
          ASSIGN      TO DATABASE-INVLINES
          ORGANIZATION IS INDEXED
          ACCESS      IS DYNAMIC
          RECORD KEY   IS EXTERNALLY-DESCRIBED-KEY
                 WITH DUPLICATES
          FILE STATUS  IS FS-IN2.
*
     SELECT PARTS-FILE
          ASSIGN      TO DATABASE-PARTS
          ORGANIZATION IS INDEXED
          ACCESS      IS DYNAMIC
          RECORD KEY   IS EXTERNALLY-DESCRIBED-KEY
                 WITH DUPLICATES
          FILE STATUS  IS FS-IM.
*
     SELECT DESC-FILE
          ASSIGN      TO DATABASE-DESC
          ORGANIZATION IS INDEXED
          ACCESS      IS DYNAMIC
          RECORD KEY   IS EXTERNALLY-DESCRIBED-KEY
                 WITH DUPLICATES
          FILE STATUS  IS FS-DE.
*
     SELECT CUST-FILE
          ASSIGN      TO DATABASE-CUSCODES
          ORGANIZATION IS INDEXED
          ACCESS      IS DYNAMIC
          RECORD KEY   IS EXTERNALLY-DESCRIBED-KEY
                 WITH DUPLICATES
          FILE STATUS  IS FS-CM.
*
```

```
      SELECT CUST-NM-FILE
          ASSIGN      TO DATABASE-CUSNAMES
          ORGANIZATION IS INDEXED
          ACCESS      IS DYNAMIC
          RECORD KEY   IS EXTERNALLY-DESCRIBED-KEY
                  WITH DUPLICATES
          FILE STATUS  IS FS-CUST-NM.
*
      SELECT TEMP-FILE
          ASSIGN      TO DISK-SATEMP8
          ORGANIZATION IS INDEXED
          ACCESS      IS DYNAMIC
          RECORD KEY   IS T-KEY.
*
      SELECT DSP-FILE
          ASSIGN      TO WORKSTATION-DSPSAINV1
          ORGANIZATION IS TRANSACTION
          CONTROL-AREA IS WS-CONTROL.
*
      SELECT PRT-FILE
          ASSIGN      TO PRINTER-QPRINT.
*
 DATA DIVISION.
 FILE SECTION.
*
 FD  INVCESUP-FILE
    LABEL RECORDS ARE STANDARD.
 01  INVCESUP-REC.
    COPY DDSR-ALL-FORMATS OF INVCESUP.
*
 FD  INVLINES-FILE
    LABEL RECORDS ARE STANDARD.
 01  INVCELIN-REC.
    COPY DDSR-ALL-FORMATS OF INVLINES.
*
 FD  PARTS-FILE
    LABEL RECORDS ARE STANDARD.
 01  PARTS-REC.
    COPY DDSR-ALL-FORMATS OF PARTS.
*
 FD  DESC-FILE
    LABEL RECORDS ARE STANDARD.
 01  DESC-REC.
    COPY DDSR-ALL-FORMATS OF DESC.
*
 FD  CUST-FILE
    LABEL RECORDS ARE STANDARD.
 01  CUST-REC.
    COPY DDSR-ALL-FORMATS OF CUSCODES.
*
 FD  CUST-NM-FILE
    LABEL RECORDS ARE STANDARD.
 01  CUST-NM-REC.
    COPY DDSR-ALL-FORMATS OF CUSNAMES.
*
```

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FD  DSP-FILE
   LABEL RECORDS ARE OMITTED.
01  DSP-REC.
   COPY DDS-ALL-FORMATS OF DSPSAINV1.
*
FD  TEMP-FILE
   LABEL RECORDS ARE STANDARD.
01  TEMP-REC.
   05 T-KEY.
      10 T-SLMN-CD          PIC X(02).
      10 T-REGN-CD          PIC X(02).
      10 T-CUST-CD          PIC X(03).
   05 T-FG-CATG OCCURS 16 TIMES.
      10 T-LY-QTY           PIC S9(10).
      10 T-LY-VAL           PIC S9(05)V999.
      10 T-LY-RATE          PIC S9(04)V999.
      10 T-TY-QTY           PIC S9(10).
      10 T-TY-VAL           PIC S9(05)V999.
      10 T-TY-RATE          PIC S9(04)V999.
      10 T-V-QTY            PIC S9(10).
      10 T-V-VOL            PIC S9(05)V999.
      10 T-V-RATE           PIC S9(05)V999.
      10 T-NEW-QTY          PIC S9(10).
      10 T-NEW-VAL          PIC S9(05)V999.
      10 T-NEW-RATE         PIC S9(04)V999.
      10 T-LST-QTY          PIC S9(10).
      10 T-LST-VAL          PIC S9(05)V999.
      10 T-LST-RATE         PIC S9(04)V999.
*
FD  PRT-FILE
   LABEL RECORDS ARE OMITTED.
01  PRT-REC                PIC X(198).
*
WORKING-STORAGE SECTION.
01  WS-NUM-SW.
   05 WS-LINE-CTR           PIC 9(02) VALUE ZEROES.
   05 WS-PG-CTR             PIC 9(03) VALUE ZEROES.
   05 WS-DATE               PIC 9(06) VALUE ZEROES.
   05 WS-REC                PIC 9(03) VALUE ZEROES.
   05 WS-NO-OF-PACK         PIC 9(01) VALUE ZEROES.
   05 WS-DT                 PIC 9(07) VALUE ZEROES.
   05 N                     PIC 9(02) VALUE ZEROES.
   05 WS-QTY                PIC 9(10) VALUE ZEROES.
   05 WS-TEMP               PIC 9(10)V999 VALUE ZEROES.
   05 WS-VAL                PIC 9(05)V999 VALUE ZEROES.
   05 S-LY-VAL              PIC S9(05)V999 VALUE ZEROES.
   05 S-TY-VAL              PIC S9(05)V999 VALUE ZEROES.
   05 S-V-VOL               PIC S9(05)V999 VALUE ZEROES.
   05 S-V-RATE              PIC S9(05)V999 VALUE ZEROES.
   05 S-NEW-VAL             PIC S9(05)V999 VALUE ZEROES.
   05 S-LST-VAL             PIC S9(05)V999 VALUE ZEROES.
   05 C-FG-CATG OCCURS 16 TIMES.
      10 C-LY-QTY           PIC S9(10).
      10 C-LY-VAL           PIC S9(05)V999.
      10 C-LY-RATE          PIC S9(04)V999.
      10 C-TY-QTY           PIC S9(10).
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      10 C-TY-VAL          PIC S9(05)V999.
      10 C-TY-RATE         PIC S9(04)V999.
      10 C-V-QTY           PIC S9(10).
      10 C-V-VOL           PIC S9(05)V999.
      10 C-V-RATE          PIC S9(05)V999.
      10 C-NEW-QTY          PIC S9(10).
      10 C-NEW-VAL          PIC S9(05)V999.
      10 C-NEW-RATE         PIC S9(04)V999.
      10 C-LST-QTY          PIC S9(10).
      10 C-LST-VAL          PIC S9(05)V999.
      10 C-LST-RATE         PIC S9(04)V999.
    05 G-FG-CATG OCCURS 16 TIMES.
      10 G-LY-QTY           PIC S9(10).
      10 G-LY-VAL           PIC S9(05)V999.
      10 G-LY-RATE          PIC S9(04)V999.
      10 G-TY-QTY           PIC S9(10).
      10 G-TY-VAL           PIC S9(05)V999.
      10 G-TY-RATE          PIC S9(04)V999.
      10 G-V-QTY            PIC S9(10).
      10 G-V-VOL            PIC S9(05)V999.
      10 G-V-RATE           PIC S9(05)V999.
      10 G-NEW-QTY           PIC S9(10).
      10 G-NEW-VAL           PIC S9(05)V999.
      10 G-NEW-RATE          PIC S9(04)V999.
      10 G-LST-QTY           PIC S9(10).
      10 G-LST-VAL           PIC S9(05)V999.
      10 G-LST-RATE          PIC S9(04)V999.
    05 WS-T-DATE.
      10 WS-T-YY            PIC 9(02).
      10 WS-T-MM            PIC 9(02).
      10 WS-T-DD            PIC 9(02).
    05 WS-D-DATE.
      10 WS-D-YY            PIC 9(02).
      10 WS-D-MM            PIC 9(02).
      10 WS-D-DD            PIC 9(02).
    05 WS-D-DATE-R  REDEFINES WS-D-DATE PIC 9(06).
    05 WS-DT-1.
      10 FILLER             PIC 9(01).
      10 WS-YYMMDD-R        PIC 9(06).
    05 WS-YYMMDD            PIC 9(06).
    05 WS-YYMMDD-1.
      10 WS-YY-1            PIC 9(02).
      10 WS-MM-1            PIC 9(02).
      10 WS-DD-1            PIC 9(02).
01  WS-ALHPA-SW.
    05 WS-JOB-SW            PIC X(01).
      88 JOB-OVER           VALUE "Y".
      88 JOB-ABORT          VALUE "A".
    05 WS-IH-READ-SW        PIC X(01).
      88 IH-REC-EXIST       VALUE "Y".
      88 IH-REC-MISG        VALUE "N".
      88 IH-REC-OVER        VALUE "O".
    05 WS-IM-READ-SW        PIC X(01).
      88 IM-REC-EXIST       VALUE "Y".
      88 IM-REC-MISG        VALUE "N".
      88 IM-REC-OVER        VALUE "O".
```

```
05 WS-ID-READ-SW          PIC X(01).
  88 ID-REC-EXIST        VALUE "Y".
  88 ID-REC-MISG         VALUE "N".
  88 ID-REC-OVER         VALUE "O".
05 WS-DE-READ-SW          PIC X(01).
  88 DE-REC-EXIST        VALUE "Y".
  88 DE-REC-MISG         VALUE "N".
  88 DE-REC-OVER         VALUE "O".
05 WS-CM-READ-SW          PIC X(01).
  88 CM-REC-EXIST        VALUE "Y".
  88 CM-REC-MISG         VALUE "N".
  88 CM-REC-OVER         VALUE "O".
05 WS-TP-READ-SW          PIC X(01).
  88 TP-REC-EXIST        VALUE "Y".
  88 TP-REC-MISG         VALUE "N".
  88 TP-REC-OVER         VALUE "O".
05 WS-SPACES             PIC X(70) VALUE SPACES.
05 WS-ANYKEY              PIC X(01) VALUE SPACES.
05 WS-DBL-DSH             PIC X(198) VALUE ALL "=".
05 WS-SGL-DSH             PIC X(198) VALUE ALL "-".
05 WS-SPACES-198           PIC X(198) VALUE SPACES.
05 FS-IN1              PIC X(02) VALUE SPACES.
05 FS-IN2              PIC X(02) VALUE SPACES.
05 FS-IM               PIC X(02) VALUE SPACES.
05 FS-CM               PIC X(02) VALUE SPACES.
05 FS-DE               PIC X(02) VALUE SPACES.
05 FS-CUST-NM             PIC X(02) VALUE SPACES.
05 WS-PGMJ.
  10 WS-PGMJ-1          PIC X(01) VALUE SPACES.
  10 WS-PGMJ-2          PIC X(01) VALUE SPACES.
  10 WS-PGMJ-3          PIC X(01) VALUE SPACES.
05 WS-PGMN.
  10 WS-PGMN-1          PIC X(01) VALUE SPACES.
  10 WS-PGMN-2          PIC X(01) VALUE SPACES.
  10 WS-PGMN-3          PIC X(01) VALUE SPACES.
05 WS-1-PGMJ            PIC X(02) VALUE SPACES.
05 WS-SW                PIC X(01) VALUE SPACES.
05 WS-CUR-SLMN-CD          PIC X(02) VALUE SPACES.
05 WS-PRE-SLMN-CD          PIC X(02) VALUE SPACES.
05 WS-CUR-CUST-CD          PIC X(03) VALUE SPACES.
05 WS-PRE-CUST-CD          PIC X(03) VALUE SPACES.
05 WS-CUST-NAME            PIC X(30) VALUE SPACES.
05 WS-FG-CATG.
  10 FILLER             PIC X(25) VALUE
    "BOTTLES - PLAIN          ".
  10 FILLER             PIC X(25) VALUE
    "BOTTLES WITH LTX. NPL    ".
  10 FILLER             PIC X(25) VALUE
    "BOTTLES WITH SIL. NPL    ".
  10 FILLER             PIC X(25) VALUE
    "STHERS/PACI. - LATEX     ".
  10 FILLER             PIC X(25) VALUE
    "STHERS/PACI. - SILICON   ".
  10 FILLER             PIC X(25) VALUE
    "ONLY NIPPLE  - LATEX     ".
  10 FILLER             PIC X(25) VALUE
```

```
        "ONLY NIPPLE  - SILICONE  ".
      10 FILLER            PIC X(25) VALUE
        "GIFTS                 ".
      10 FILLER            PIC X(25) VALUE
        "TOYS                  ".
      10 FILLER            PIC X(25) VALUE
        "TEETHERS                ".
      10 FILLER            PIC X(25) VALUE
        "MATERNALS               ".
      10 FILLER            PIC X(25) VALUE
        "FEEDING ACCESSORIES     ".
      10 FILLER            PIC X(25) VALUE
        "D'CUPS                ".
      10 FILLER            PIC X(25) VALUE
        "HYGEINE PRODUCTS        ".
      10 FILLER            PIC X(25) VALUE
        "SPARES                ".
      10 FILLER            PIC X(25) VALUE
        "SAFETY PRODUCTS         ".
    05 WS-FG-TABLE REDEFINES WS-FG-CATG.
      10 WS-FG-DESC  OCCURS 16 TIMES PIC X(25).
*
 01  ONE                  PIC 1 VALUE B"1".
*
 01  WS-CONTROL.
    05 WS-IND             PIC X(02).
    05 WS-FORMAT          PIC X(10).
*
 01  HDG-1.
    05 FILLER             PIC X(11) VALUE "Run Date : ".
    05 WP-REP-DATE        PIC ZZ/ZZ/ZZ VALUE ZEROES.
    05 FILLER             PIC X(28) VALUE SPACES.
    05 FILLER             PIC X(35) VALUE
      "ROYAL INDUSTRIES (THAILAND) CO.LTD.".
*
 01  HDG-2.
    05 FILLER             PIC X(35) VALUE SPACES.
    05 FILLER             PIC X(30) VALUE
      "SALES VARIANCE REPORT        ".
    05 FILLER             PIC X(16) VALUE
      "Last Year  From ".
    05 WP-LAST-FROM-DT    PIC Z(04) VALUE ZEROES.
    05 FILLER             PIC Z(04) VALUE " to ".
    05 WP-LAST-TO-DT      PIC Z(04) VALUE ZEROES.
*
 01  HDG-3.
    05 FILLER             PIC X(65) VALUE SPACES.
    05 FILLER             PIC X(16) VALUE
      "This Year  From ".
    05 WP-THIS-FROM-DT    PIC Z(04) VALUE ZEROES.
    05 FILLER             PIC Z(04) VALUE " to ".
    05 WP-THIS-TO-DT      PIC Z(04) VALUE ZEROES.
*
```

```
01  HDG-4.
   05 FILLER              PIC X(12) VALUE "Territory : ".
   05 WP-SLMN-CD              PIC X(02) VALUE SPACES.
   05 FILLER              PIC X(03) VALUE SPACES.
   05 WP-SLMN-NM              PIC X(30) VALUE SPACES.
*
01  HDG-5.
   05 FILLER              PIC X(12) VALUE "Region    : ".
   05 WP-REGN-CD               PIC X(02) VALUE SPACES.
   05 FILLER              PIC X(03) VALUE SPACES.
   05 WP-REGN-NAME             PIC X(30) VALUE SPACES.
*
01  HDG-6.
   05 FILLER              PIC X(12) VALUE "Customer  : ".
   05 WP-CUST-CD               PIC X(03) VALUE SPACES.
   05 FILLER              PIC X(03) VALUE SPACES.
   05 WP-CUST-NAME             PIC X(30) VALUE SPACES.
*
01  IIDG-7.
   05 FILLER              PIC X(40) VALUE
     "Product              <-------------- ".
   05 FILLER              PIC X(40) VALUE
     "LAST YEAR -------> <-----------THIS YEAR".
   05 FILLER              PIC X(40) VALUE
     "----------> <---------- VARIANCE --------".
   05 FILLER              PIC X(40) VALUE
     "-------> <--------- NEW BUSINESS -------->".
   05 FILLER              PIC X(33) VALUE
     "  <-------- LOST BUSINESS ------->".
*
01  HDG-8.
   05 FILLER              PIC X(40) VALUE
     "Category                 Qty     ".
   05 FILLER              PIC X(40) VALUE
     " Value   Average        Qty      Value ".
   05 FILLER              PIC X(40) VALUE
     "  Average        Volume    Volume    ".
   05 FILLER              PIC X(40) VALUE
     "  Price        Qty     Value    Average".
   05 FILLER              PIC X(33) VALUE
     "        Qty      Value   Average".
*
01  HDG-9.
   05 FILLER              PIC X(37) VALUE SPACES.
   05 FILLER              PIC X(40) VALUE
     "Baht Mln.                   Baht Ml".
   05 FILLER              PIC X(40) VALUE
     "n.            (TQ-LQ)(Qty)  (TQ-LQ)LP ".
   05 FILLER              PIC X(40) VALUE
     " (TP-LP)TQ            Baht Mln.     Pr".
   05 FILLER              PIC X(36) VALUE
     "ice            Baht Mln.     Price".
*
01  DET-LINE.
   05 WP-DESC              PIC X(25) VALUE SPACES.
   05 WP-LY-QTY            PIC Z(10)- VALUE ZEROES.
```

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```
    05 FILLER            PIC X(01) VALUE SPACES.
    05 WP-LY-VAL            PIC Z(05).ZZZ- VALUE ZEROES.
    05 FILLER            PIC X(01) VALUE SPACES.
    05 WP-LY-RATE            PIC Z(04).ZZZ- VALUE ZEROES.
    05 FILLER            PIC X(01) VALUE SPACES.
    05 WP-TY-QTY            PIC Z(10)- VALUE ZEROES.
    05 FILLER            PIC X(01) VALUE SPACES.
    05 WP-TY-VAL            PIC Z(05).ZZZ- VALUE ZEROES.
    05 FILLER            PIC X(01) VALUE SPACES.
    05 WP-TY-RATE            PIC Z(04).ZZZ- VALUE ZEROES.
    05 FILLER            PIC X(05) VALUE SPACES.
    05 WP-V-QTY            PIC Z(10)- VALUE ZEROES.
    05 FILLER            PIC X(01) VALUE SPACES.
    05 WP-V-VOL            PIC Z(05).ZZZ- VALUE ZEROES.
    05 FILLER            PIC X(02) VALUE SPACES.
    05 WP-V-RATE            PIC Z(04).ZZZ- VALUE ZEROES.
    05 FILLER            PIC X(01) VALUE SPACES.
    05 WP-NEW-QTY            PIC Z(10)- VALUE ZEROES.
    05 FILLER            PIC X(01) VALUE SPACES.
    05 WP-NEW-VAL            PIC Z(05).ZZZ- VALUE ZEROES.
    05 FILLER            PIC X(01) VALUE SPACES.
    05 WP-NEW-RATE            PIC Z(04).ZZZ- VALUE ZEROES.
    05 FILLER            PIC X(01) VALUE SPACES.
    05 WP-LST-QTY            PIC Z(10)- VALUE ZEROES.
    05 FILLER            PIC X(01) VALUE SPACES.
    05 WP-LST-VAL            PIC Z(05).ZZZ- VALUE ZEROES.
    05 FILLER            PIC X(01) VALUE SPACES.
    05 WP-LST-RATE            PIC Z(04).ZZZ- VALUE ZEROES.
*
*-----------------------------------------------------------------*
 PROCEDURE DIVISION.
 MAIN-PARA.
*
    PERFORM 2000-OPEN-FILES
      THRU 2000-EXIT.
*
    PERFORM 3000-PROCESS-PARA
      THRU 3000-EXIT
     UNTIL JOB-OVER OR JOB-ABORT.
*
    PERFORM 5000-CLOSE-FILES
      THRU 5000-EXIT.
*
 MAIN-EXIT.
    STOP RUN.
*
*-----------------------------------------------------------------*
 2000-OPEN-FILES.
*
    OPEN INPUT INVCESUP-FILE.
    OPEN INPUT INVLINES-FILE.
    OPEN INPUT PARTS-FILE.
    OPEN INPUT DESC-FILE.
    OPEN INPUT CUST-FILE.
    OPEN INPUT CUST-NM-FILE.
```

```
    OPEN OUTPUT TEMP-FILE.
    CLOSE TEMP-FILE.
    OPEN I-O TEMP-FILE.
    OPEN I-O DSP-FILE.
    OPEN OUTPUT PRT-FILE.
*
    INITIALIZE WS-NUM-SW.
    ACCEPT WS-DATE FROM DATE.
    MOVE WS-DATE   TO  WS-T-DATE
                  WP-REP-DATE.
*
    MOVE ZEROES  TO  S-LY-VAL
                 S-TY-VAL
                 S-V-VOL
                 S-V-RATE
                 S-NEW-VAL
                 S-LST-VAL.
*
    PERFORM VARYING N FROM 1 BY 1 UNTIL N > 16
      MOVE ZEROES  TO  C-LY-QTY(N)
                   C-LY-VAL(N)
                   C-LY-RATE(N)
                   C-TY-QTY(N)
                   C-TY-VAL(N)
                   C-TY-RATE(N)
                   C-V-QTY(N)
                   C-V-VOL(N)
                   C-V-RATE(N)
                   C-NEW-QTY(N)
                   C-NEW-VAL(N)
                   C-NEW-RATE(N)
                   C-LST-QTY(N)
                   C-LST-VAL(N)
                   C-LST-RATE(N)
      MOVE ZEROES  TO  G-LY-QTY(N)
                   G-LY-VAL(N)
                   G-LY-RATE(N)
                   G-TY-QTY(N)
                   G-TY-VAL(N)
                   G-TY-RATE(N)
                   G-V-QTY(N)
                   G-V-VOL(N)
                   G-V-RATE(N)
                   G-NEW-QTY(N)
                   G-NEW-VAL(N)
                   G-NEW-RATE(N)
                   G-LST-QTY(N)
                   G-LST-VAL(N)
                   G-LST-RATE(N)
    END-PERFORM.
*
 2000-EXIT.
    EXIT.
*-------------------------------------------------------------*
 3000-PROCESS-PARA.
*
```

```
    PERFORM 3050-ACCP-DTL
      THRU 3050-EXIT.
*
    IF JOB-ABORT
      GO TO 3000-EXIT.
*
    PERFORM 9000-READ-IN1
      THRU 9000-EXIT.
*
    PERFORM 3100-CRT-TEMP-REC
      THRU 3100-EXIT
     UNTIL IH-REC-OVER.
*
    CLOSE TEMP-FILE.
    OPEN INPUT TEMP-FILE.
*
    PERFORM 9400-READ-TEMP-SEQ
      THRU 9400-EXIT.
*
    MOVE 99 TO WS-LINE-CTR.
*
    INITIALIZE DET-LINE.
    MOVE WS-CUR-SLMN-CD TO WS-PRE-SLMN-CD.
    MOVE WS-CUR-CUST-CD TO WS-PRE-CUST-CD.
*
    PERFORM 3200-MOVE-HDR
      THRU 3200-EXIT.
*
    PERFORM 3300-PROC-PARA
      THRU 3300-EXIT
     UNTIL TP-REC-OVER.
*
   PERFORM 3310-SLMN-CHNG
     THRU 3310-EXIT.
*
   PERFORM 3700-GRD-TOTAL
     THRU 3700-EXIT.
*
    MOVE "Y"  TO WS-JOB-SW.
*
 3000-EXIT.
    EXIT.
*-------------------------------------------------------------*
 3050-ACCP-DTL.
*
    INITIALIZE DSP-REC.
    WRITE DSP-REC FORMAT IS "SAINVREC".
    READ DSP-FILE RECORD.
*
    IF IN15 OF SAINVREC-I IS EQUAL TO ONE
      MOVE "A" TO WS-JOB-SW
      GO TO 3050-EXIT.
*
```

```
    IF FLD001  = ZEROES AND
      FLD002  = ZEROES
      DISPLAY "DATE CANNOT BE ZEROES"
         AT 2302
      ACCEPT WS-ANYKEY AT 2365
      DISPLAY WS-SPACES AT 2302
      GO TO 3050-ACCP-DTL.
*
    IF FLD005 < FLD004
      DISPLAY "TO PERD SHOULD NOT BE < FROM PERD"
         AT 2302
      ACCEPT WS-ANYKEY AT 2365
      DISPLAY WS-SPACES AT 2302
      GO TO 3050-ACCP-DTL.
*
    IF FLD007 < FLD006
      DISPLAY "TO PERD SHOULD NOT BE < FROM PERD"
         AT 2302
      ACCEPT WS-ANYKEY AT 2365
      DISPLAY WS-SPACES AT 2302
      GO TO 3050-ACCP-DTL.
*
    MOVE FLD004  TO  WP-LAST-FROM-DT.
    MOVE FLD005  TO  WP-LAST-TO-DT.
    MOVE FLD006  TO  WP-THIS-FROM-DT.
    MOVE FLD007  TO  WP-THIS-TO-DT.
*
 3050-EXIT.
    EXIT.
*-----------------------------------------------------------------*
 3100-CRT-TEMP-REC.
*
    MOVE CONO65  TO  CONO70 CONO20.
    MOVE CUSN65  TO  CUSN20 T-CUST-CD.
    MOVE INVN65  TO  INVN70.
    MOVE ZEROES  TO  ORDL70 DSEQ20.
*
    PERFORM 9420-READ-CUST
      THRU 9420-EXIT.
*
    IF CM-REC-EXIST
      MOVE SLMN20 TO T-SLMN-CD
    ELSE
      MOVE SPACES TO T-SLMN-CD.
*
    IF FLD001 NOT = SPACES
      IF T-SLMN-CD NOT = FLD001
        PERFORM 9000-READ-IN1
          THRU 9000-EXIT
        GO TO 3100-EXIT.
*
    MOVE "Y" TO WS-ID-READ-SW.
    START INVLINES-FILE
        KEY NOT LESS THAN EXTERNALLY-DESCRIBED-KEY
        INVALID KEY
        MOVE "N" TO WS-ID-READ-SW.
*
```

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```
    IF ID-REC-EXIST
      PERFORM 9200-READ-IN2
        THRU 9200-EXIT
      PERFORM 3140-MOVE-TO-TEMP
        THRU 3140-EXIT
       UNTIL ID-REC-OVER.
*
    PERFORM 9000-READ-IN1
      THRU 9000-EXIT.
*
 3100-EXIT.
    EXIT.
*-----------------------------------------------------------------*
 3140-MOVE-TO-TEMP.
*
    INITIALIZE TEMP-REC.
    MOVE CONO70      TO  CONO35.
    MOVE CATN70      TO  PNUM35.
    MOVE CUSN65      TO  T-CUST-CD.
    MOVE SLMN20      TO  T-SLMN-CD.
*
    PERFORM 9410-READ-ITEM
      THRU 9410-EXIT.
*
    IF IM-REC-EXIST
      PERFORM 3150-CHK-REC
        THRU 3150-EXIT.
*
    PERFORM 9200-READ-IN2
      THRU 9200-EXIT.
*
 3140-EXIT.
    EXIT.
*-----------------------------------------------------------------*
 3150-CHK-REC.
*
    MOVE SHLU35    TO  WS-PGMJ  WS-1-PGMJ.
    MOVE PGMN35    TO  WS-PGMN.
*
    PERFORM 9300-READ-TEMP
      THRU 9300-EXIT.
*
    IF SPC235 = ZEROES
      COMPUTE WS-QTY = (LQTY70 * 1)
    ELSE
      COMPUTE WS-QTY = (LQTY70 * SPC235).
*
    COMPUTE WS-VAL = BLIV70 / 1000000.
*
    PERFORM 3160-CALC-LY-TY
      THRU 3160-EXIT.
*
   IF TP-REC-EXIST
      PERFORM 9600-REWRT-TEMP-REC
        THRU 9600-EXIT
```

```
    ELSE
      PERFORM 9500-WRT-TEMP-REC
        THRU 9500-EXIT.
*
 3150-EXIT.
    EXIT.
*-----------------------------------------------------------------*
 3160-CALC-LY-TY.
*
    IF WS-1-PGMJ = "A0" OR "B0" OR "C0"
      MOVE 1 TO N.
*
    IF WS-1-PGMJ = "AL" OR "BL" OR "CL"
      MOVE 2 TO N.
*
    IF WS-1-PGMJ = "AS" OR "BS" OR "CS"
      MOVE 3 TO N.
*
    IF WS-PGMJ = "SUO" OR "SUR" OR "SDO" OR "SDR"
      IF WS-PGMN-1 = "N"
        MOVE 4 TO N
      ELSE
        MOVE 5 TO N.
*
    IF WS-PGMJ = "NNO" OR "NNR" OR "NBO" OR "NBR" OR "NNW"
      IF WS-PGMN-1 = "N"
        MOVE 6 TO N
      ELSE
        MOVE 7 TO N.
*
    IF WS-PGMJ-1 = "G"
      MOVE 8 TO N.
*
    IF WS-PGMJ-1 = "Y"
      MOVE 9 TO N.
*
    IF WS-PGMJ-1 = "U"
      MOVE 10 TO N.
*
    IF WS-PGMJ-1 = "M"
      MOVE 11 TO N.
*
    IF WS-PGMJ-1 = "F"
      MOVE 12 TO N.
*
    IF WS-PGMJ-1 = "D"
      MOVE 13 TO N.
*
    IF WS-PGMJ-1 = "H"
      MOVE 14 TO N.
*
    IF WS-PGMJ-1 = "Z"
      MOVE 15 TO N.
*
    IF WS-PGMJ-1 = "V"
      MOVE 16 TO N.
*
```

```
      IF WS-SW = "L"
        ADD WS-QTY TO T-LY-QTY(N)
        ADD WS-VAL TO T-LY-VAL(N)
        COMPUTE WS-TEMP = T-LY-VAL(N) * 1000000
        COMPUTE T-LY-RATE(N) =  WS-TEMP / T-LY-QTY(N)
      ELSE
      IF WS-SW = "T"
        ADD WS-QTY TO T-TY-QTY(N)
        ADD WS-VAL TO T-TY-VAL(N)
        COMPUTE WS-TEMP = T-TY-VAL(N) * 1000000
        COMPUTE T-TY-RATE(N) =  WS-TEMP / T-TY-QTY(N).
*
*     COMPUTE T-V-QTY(N) = T-TY-QTY(N) - T-LY-QTY(N).
*     COMPUTE T-V-VOL(N) = (T-V-QTY(N) * T-LY-RATE(N))
*                    / 1000000.
*     COMPUTE T-V-RATE(N) = ((T-TY-RATE(N) - T-LY-RATE(N)) *
*                     T-TY-QTY(N)) / 1000000.
*
 3160-EXIT.
    EXIT.
*-----------------------------------------------------------------*
 3200-MOVE-HDR.
*
    MOVE WS-CUR-CUST-CD  TO CUSN05 WP-CUST-CD.
    MOVE ZEROES          TO DSEQ05.
    MOVE "RO"          TO CONO15 CONO05.
    MOVE "TN  "        TO PRMT15.
    MOVE WS-CUR-SLMN-CD  TO PSAR15 WP-SLMN-CD.
*
    PERFORM 9430-READ-DESC
      THRU 9430-EXIT.
*
    IF DE-REC-EXIST
      MOVE PRMD15  TO  WP-SLMN-NM
    ELSE
      MOVE SPACES  TO  WP-SLMN-NM.
*
    PERFORM 9440-READ-CUST-NM
      THRU 9440-EXIT.
*
    IF CM-REC-EXIST
      MOVE CNAM05      TO WP-CUST-NAME
    ELSE
      MOVE SPACES      TO WP-CUST-NAME.
*
    PERFORM 4000-HDG-PARA
      THRU 4000-EXIT.
*
    MOVE 1 TO WS-REC.
*
 3200-EXIT.
    EXIT.
*-----------------------------------------------------------------*
 3300-PROC-PARA.
*
```

```
    IF WS-CUR-SLMN-CD NOT = WS-PRE-SLMN-CD
      PERFORM 3310-SLMN-CHNG
        THRU 3310-EXIT.
*
    IF WS-CUR-CUST-CD NOT = WS-PRE-CUST-CD
      PERFORM 3320-CUST-CHNG
        THRU 3320-EXIT
      MOVE WS-CUST-NAME     TO WP-CUST-NAME
      PERFORM 4000-HDG-PARA
        THRU 4000-EXIT.
*
    PERFORM 3500-MOVE-DTLS
      THRU 3500-EXIT
    VARYING N FROM 1 BY 1
     UNTIL N > 16.
*
     PERFORM 9400-READ-TEMP-SEQ
       THRU 9400-EXIT.
*
 3300-EXIT.
    EXIT.
*-----------------------------------------------------------------*
 3310-SLMN-CHNG.
*
   PERFORM 3320-CUST-CHNG
     THRU 3320-EXIT.
*
    MOVE "ALL CUSTOMER TOTAL" TO WP-CUST-NAME.
    MOVE SPACES TO WP-CUST-CD.
    PERFORM 4000-HDG-PARA
      THRU 4000-EXIT.
*
   PERFORM 3330-PRT-TER-TOT
     THRU 3330-EXIT
   VARYING N FROM 1 BY 1
    UNTIL N > 16.
*
    MOVE "GRAND TOTAL    " TO  WP-DESC.
    MOVE S-LY-VAL   TO  WP-LY-VAL.
    MOVE S-TY-VAL   TO  WP-TY-VAL.
    MOVE S-V-VOL    TO  WP-V-VOL.
    MOVE S-V-RATE   TO  WP-V-RATE.
    MOVE S-NEW-VAL  TO  WP-NEW-VAL.
    MOVE S-LST-VAL  TO  WP-LST-VAL.
*
    WRITE PRT-REC FROM WS-SGL-DSH AFTER 1.
    WRITE PRT-REC FROM DET-LINE AFTER 1.
    WRITE PRT-REC FROM WS-SGL-DSH AFTER 1.
    INITIALIZE DET-LINE.
    ADD 3 TO WS-LINE-CTR.
*
   MOVE ZEROES  TO  S-LY-VAL
                    S-TY-VAL
                    S-V-VOL
                    S-V-RATE
                    S-NEW-VAL
                    S-LST-VAL.
```

```
    MOVE SPACES  TO WP-CUST-NAME.
*
    PERFORM VARYING N FROM 1 BY 1 UNTIL N > 16
      MOVE ZEROES  TO  C-LY-QTY(N)
                C-LY-VAL(N)
                C-LY-RATE(N)
                C-TY-QTY(N)
                C-TY-VAL(N)
                C-TY-RATE(N)
                C-V-QTY(N)
                C-V-VOL(N)
                C-V-RATE(N)
                C-NEW-QTY(N)
                C-NEW-VAL(N)
                C-NEW-RATE(N)
                C-LST-QTY(N)
                C-LST-VAL(N)
                C-LST-RATE(N)
    END-PERFORM.
*
    IF TP-REC-OVER
      GO TO 3310-EXIT.
*
    ADD  1 TO WS-REC.
    MOVE WS-CUR-SLMN-CD  TO WS-PRE-SLMN-CD.
    MOVE "RO"          TO CONO15.
    MOVE "TN  "        TO PRMT15.
    MOVE WS-CUR-SLMN-CD  TO PSAR15 WP-SLMN-CD.
    MOVE WS-CUR-CUST-CD  TO WP-CUST-CD.
    MOVE WS-CUST-NAME     TO WP-CUST-NAME.
*
    PERFORM 9430-READ-DESC
      THRU 9430-EXIT.
*
    IF DE-REC-EXIST
      MOVE PRMD15  TO  WP-SLMN-NM
    ELSE
      MOVE SPACES  TO  WP-SLMN-NM.
*
    PERFORM 4000-HDG-PARA
      THRU 4000-EXIT.
*
 3310-EXIT.
    EXIT.
*-----------------------------------------------------------------*
 3320-CUST-CHNG.
*
    MOVE "CUSTOMER  TOTAL" TO  WP-DESC.
    MOVE S-LY-VAL   TO  WP-LY-VAL.
    MOVE S-TY-VAL   TO  WP-TY-VAL.
    MOVE S-V-VOL    TO  WP-V-VOL.
    MOVE S-V-RATE   TO  WP-V-RATE.
    MOVE S-NEW-VAL  TO  WP-NEW-VAL.
    MOVE S-LST-VAL  TO  WP-LST-VAL.
*
```

```
    WRITE PRT-REC FROM WS-SGL-DSH AFTER 1.
    WRITE PRT-REC FROM DET-LINE AFTER 1.
    WRITE PRT-REC FROM WS-SGL-DSH AFTER 1.
    INITIALIZE DET-LINE.
    ADD 3 TO WS-LINE-CTR.
*
    MOVE ZEROES  TO  S-LY-VAL
                     S-TY-VAL
                     S-V-VOL
                     S-V-RATE
                     S-NEW-VAL
                     S-LST-VAL.
*
    IF TP-REC-OVER
      GO TO 3320-EXIT.
*
    MOVE WS-CUR-CUST-CD  TO WS-PRE-CUST-CD
                            WP-CUST-CD
                            CUSN05.
    MOVE "RO"            TO CONO05.
    MOVE ZEROES          TO DSEQ05.
*
    PERFORM 9440-READ-CUST-NM
      THRU 9440-EXIT.
*
    IF CM-REC-EXIST
      MOVE CNAM05      TO WS-CUST-NAME
    ELSE
      MOVE SPACES      TO WS-CUST-NAME.
*
 3320-EXIT.
    EXIT.
*-----------------------------------------------------------------*
 3330-PRT-TER-TOT.
*
    COMPUTE C-LY-RATE(N) = (C-LY-VAL(N) * 1000000) /
                           C-LY-QTY(N).
    COMPUTE C-TY-RATE(N) = (C-TY-VAL(N) * 1000000) /
                           C-TY-QTY(N).
    COMPUTE C-V-QTY(N) = C-TY-QTY(N) - C-LY-QTY(N).
    COMPUTE C-V-VOL(N) = (C-V-QTY(N) * C-LY-RATE(N))
                         / 1000000.
    COMPUTE C-V-RATE(N) = ((C-TY-RATE(N) - C-LY-RATE(N)) *
                           C-TY-QTY(N)) / 1000000.
*
    COMPUTE C-NEW-RATE(N) = (C-NEW-VAL(N) * 1000000) /
                            C-NEW-QTY(N).
    COMPUTE C-LST-RATE(N) = (C-LST-VAL(N) * 1000000) /
                            C-LST-QTY(N).
*
    MOVE C-NEW-QTY(N)  TO   WP-NEW-QTY.
    MOVE C-NEW-VAL(N)  TO   WP-NEW-VAL.
    MOVE C-NEW-RATE(N) TO   WP-NEW-RATE.
    MOVE C-LST-QTY(N)  TO   WP-LST-QTY.
    MOVE C-LST-VAL(N)  TO   WP-LST-VAL.
    MOVE C-LST-RATE(N) TO   WP-LST-RATE.
*
```

```
    MOVE WS-FG-DESC(N) TO  WP-DESC.
    MOVE C-LY-QTY(N)   TO  WP-LY-QTY.
    MOVE C-LY-VAL(N)   TO  WP-LY-VAL.
    MOVE C-LY-RATE(N)  TO  WP-LY-RATE.
    MOVE C-TY-QTY(N)   TO  WP-TY-QTY.
    MOVE C-TY-VAL(N)   TO  WP-TY-VAL.
    MOVE C-TY-RATE(N)  TO  WP-TY-RATE.
    MOVE C-V-QTY(N)    TO  WP-V-QTY.
    MOVE C-V-VOL(N)    TO  WP-V-VOL.
    MOVE C-V-RATE(N)   TO  WP-V-RATE.
*
    WRITE PRT-REC FROM DET-LINE AFTER 1.
    INITIALIZE DET-LINE.
    ADD 1 TO WS-LINE-CTR.
*
    ADD  C-LY-VAL(N)   TO  S-LY-VAL.
    ADD  C-TY-VAL(N)   TO  S-TY-VAL.
    ADD  C-V-VOL(N)    TO  S-V-VOL.
    ADD  C-V-RATE(N)   TO  S-V-RATE.
    ADD  C-NEW-VAL(N)  TO  S-NEW-VAL.
    ADD  C-LST-VAL(N)  TO  S-LST-VAL.
*
    ADD  C-LY-QTY(N)   TO  G-LY-QTY(N)
    ADD  C-LY-VAL(N)   TO  G-LY-VAL(N)
    ADD  C-TY-QTY(N)   TO  G-TY-QTY(N)
    ADD  C-TY-VAL(N)   TO  G-TY-VAL(N).
    ADD  C-V-QTY(N)    TO  G-V-QTY(N).
    ADD  C-V-VOL(N)    TO  G-V-VOL(N).
    ADD  C-V-RATE(N)   TO  G-V-RATE(N).
    ADD  C-NEW-QTY(N)  TO  G-NEW-QTY(N).
    ADD  C-NEW-VAL(N)  TO  G-NEW-VAL(N).
    ADD  C-LST-QTY(N)  TO  G-LST-QTY(N).
    ADD  C-LST-VAL(N)  TO  G-LST-VAL(N).
*
 3330-EXIT.
    EXIT.
*-----------------------------------------------------------------*
 3500-MOVE-DTLS.
*
    MOVE WS-FG-DESC(N) TO  WP-DESC.
    IF T-LY-RATE(N) = ZEROES  AND T-TY-RATE(N) NOT = ZEROES
      MOVE T-TY-QTY(N)   TO T-NEW-QTY(N)  WP-NEW-QTY
      MOVE T-TY-VAL(N)   TO T-NEW-VAL(N)  WP-NEW-VAL
      MOVE T-TY-RATE(N)  TO T-NEW-RATE(N) WP-NEW-RATE
      MOVE ZEROES        TO T-TY-QTY(N)
                            T-TY-VAL(N)
                            T-TY-RATE(N)
    ELSE
    IF T-LY-RATE(N) NOT = ZEROES  AND T-TY-RATE(N) = ZEROES
      MOVE T-LY-QTY(N)   TO T-LST-QTY(N)  WP-LST-QTY
      MOVE T-LY-VAL(N)   TO T-LST-VAL(N)  WP-LST-VAL
      MOVE T-LY-RATE(N)  TO T-LST-RATE(N) WP-LST-RATE
      MOVE ZEROES        TO T-LY-QTY(N)
                            T-LY-VAL(N)
                            T-LY-RATE(N)
    ELSE
```

```
      MOVE T-LY-QTY(N)  TO  WP-LY-QTY
      MOVE T-LY-VAL(N)  TO  WP-LY-VAL
      MOVE T-LY-RATE(N) TO  WP-LY-RATE
      MOVE T-TY-QTY(N)  TO  WP-TY-QTY
      MOVE T-TY-VAL(N)  TO  WP-TY-VAL
      MOVE T-TY-RATE(N) TO  WP-TY-RATE.
*
    COMPUTE T-V-QTY(N) = T-TY-QTY(N) - T-LY-QTY(N).
    COMPUTE T-V-VOL(N) = (T-V-QTY(N) * T-LY-RATE(N))
                 / 1000000.
    COMPUTE T-V-RATE(N) = ((T-TY-RATE(N) - T-LY-RATE(N)) *
                  T-TY-QTY(N)) / 1000000.
*
    MOVE T-V-QTY(N)   TO  WP-V-QTY.
    MOVE T-V-VOL(N)   TO  WP-V-VOL.
    MOVE T-V-RATE(N)  TO  WP-V-RATE.
*
    IF WS-LINE-CTR > 62
      PERFORM 4000-HDG-PARA
        THRU 4000-EXIT.
*
    WRITE PRT-REC FROM DET-LINE AFTER 1.
    INITIALIZE DET-LINE.
    ADD 1 TO WS-LINE-CTR.
*
    PERFORM 3600-CAL-SUB-TOT
      THRU 3600-EXIT.
*
 3500-EXIT.
    EXIT.
*-------------------------------------------------------------*
 3600-CAL-SUB-TOT.
*
    ADD  T-LY-VAL(N)  TO  S-LY-VAL.
    ADD  T-TY-VAL(N)  TO  S-TY-VAL.
    ADD  T-V-VOL(N)   TO  S-V-VOL.
    ADD  T-V-RATE(N)  TO  S-V-RATE.
    ADD  T-NEW-VAL(N) TO  S-NEW-VAL.
    ADD  T-LST-VAL(N) TO  S-LST-VAL.
*
    ADD  T-LY-QTY(N)  TO  C-LY-QTY(N).
    ADD  T-LY-VAL(N)  TO  C-LY-VAL(N).
    ADD  T-TY-QTY(N)  TO  C-TY-QTY(N).
    ADD  T-TY-VAL(N)  TO  C-TY-VAL(N).
    ADD  T-NEW-QTY(N) TO  C-NEW-QTY(N).
    ADD  T-NEW-VAL(N) TO  C-NEW-VAL(N).
    ADD  T-LST-QTY(N) TO  C-LST-QTY(N).
    ADD  T-LST-VAL(N) TO  C-LST-VAL(N).
*
 3600-EXIT.
    EXIT.
*-------------------------------------------------------------*
 3700-GRD-TOTAL.
*
    MOVE "ALL TERRITORY TOTAL" TO WP-SLMN-NM.
    MOVE SPACES TO WP-CUST-CD  WP-CUST-NAME.
    MOVE SPACES TO WP-SLMN-CD.
```

```
    PERFORM 4000-HDG-PARA
      THRU 4000-EXIT.
*
    PERFORM 3710-PRT-GRD-TOT
      THRU 3710-EXIT
    VARYING N FROM 1 BY 1
     UNTIL N > 16.
*
    MOVE "GRAND TOTAL    " TO  WP-DESC.
    MOVE S-LY-VAL   TO  WP-LY-VAL.
    MOVE S-TY-VAL   TO  WP-TY-VAL.
    MOVE S-V-VOL    TO  WP-V-VOL.
    MOVE S-V-RATE   TO  WP-V-RATE.
    MOVE S-NEW-VAL  TO  WP-NEW-VAL.
    MOVE S-LST-VAL  TO  WP-LST-VAL.
*
    WRITE PRT-REC FROM WS-SGL-DSH AFTER 1.
    WRITE PRT-REC FROM DET-LINE AFTER 1.
    WRITE PRT-REC FROM WS-SGL-DSH AFTER 1.
    INITIALIZE DET-LINE.
    ADD 3 TO WS-LINE-CTR.
*
 3700-EXIT.
    EXIT.
*-----------------------------------------------------------------*
 3710-PRT-GRD-TOT.
*
    COMPUTE G-LY-RATE(N) = (G-LY-VAL(N) * 1000000) /
                   G-LY-QTY(N).
    COMPUTE G-TY-RATE(N) = (G-TY-VAL(N) * 1000000) /
                   G-TY-QTY(N).
*
    COMPUTE G-NEW-RATE(N) = (G-NEW-VAL(N) * 1000000) /
                    G-NEW-QTY(N).
    COMPUTE G-LST-RATE(N) = (G-LST-VAL(N) * 1000000) /
                    G-LST-QTY(N).
    MOVE G-NEW-QTY(N)  TO WP-NEW-QTY.
    MOVE G-NEW-VAL(N)  TO WP-NEW-VAL.
    MOVE G-NEW-RATE(N) TO WP-NEW-RATE.
    MOVE G-LST-QTY(N)  TO WP-LST-QTY.
    MOVE G-LST-VAL(N)  TO WP-LST-VAL
    MOVE G-LST-RATE(N) TO WP-LST-RATE.
*
    MOVE WS-FG-DESC(N) TO  WP-DESC.
    MOVE G-LY-QTY(N)   TO  WP-LY-QTY.
    MOVE G-LY-VAL(N)   TO  WP-LY-VAL.
    MOVE G-LY-RATE(N)  TO  WP-LY-RATE.
    MOVE G-TY-QTY(N)   TO  WP-TY-QTY.
    MOVE G-TY-VAL(N)   TO  WP-TY-VAL.
    MOVE G-TY-RATE(N)  TO  WP-TY-RATE.
    MOVE G-V-QTY(N)    TO  WP-V-QTY.
    MOVE G-V-VOL(N)    TO  WP-V-VOL.
    MOVE G-V-RATE(N)   TO  WP-V-RATE.
*
    WRITE PRT-REC FROM DET-LINE AFTER 1.
    INITIALIZE DET-LINE.
```

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```
     ADD 1 TO WS-LINE-CTR.
*
     ADD  G-LY-VAL(N)   TO  S-LY-VAL.
     ADD  G-TY-VAL(N)   TO  S-TY-VAL.
     ADD  G-V-VOL(N)    TO  S-V-VOL.
     ADD  G-V-RATE(N)   TO  S-V-RATE.
     ADD  G-NEW-VAL(N)  TO  S-NEW-VAL.
     ADD  G-LST-VAL(N)  TO  S-LST-VAL.
*
 3710-EXIT.
     EXIT.
*-------------------------------------------------------------*
 4000-HDG-PARA.
*
     ADD 1  TO WS-PG-CTR.
*    MOVE WS-PG-CTR  TO WP-PG-NO.
     IF WS-PG-CTR = 1
       WRITE PRT-REC FROM HDG-1 AFTER 1
     ELSE
       WRITE PRT-REC FROM HDG-1 AFTER PAGE.
*
     WRITE PRT-REC FROM HDG-2  AFTER 1.
     WRITE PRT-REC FROM HDG-3  AFTER 1.
     WRITE PRT-REC FROM HDG-4  AFTER 1.
     WRITE PRT-REC FROM HDG-5  AFTER 1.
     WRITE PRT-REC FROM HDG-6  AFTER 1.
     WRITE PRT-REC FROM WS-DBL-DSH AFTER 1.
     WRITE PRT-REC FROM HDG-7  AFTER 1.
     WRITE PRT-REC FROM HDG-8  AFTER 1.
     WRITE PRT-REC FROM HDG-9  AFTER 1.
     WRITE PRT-REC FROM WS-DBL-DSH AFTER 1.
     MOVE 11 TO WS-LINE-CTR.
*
 4000-EXIT.
     EXIT.
*-------------------------------------------------------------*
 5000-CLOSE-FILES.
*
     CLOSE INVLINES-FILE
     CLOSE INVCESUP-FILE.
     CLOSE PARTS-FILE.
     CLOSE DESC-FILE.
     CLOSE CUST-FILE.
     CLOSE CUST-NM-FILE.
     CLOSE TEMP-FILE.
     CLOSE DSP-FILE.
     CLOSE PRT-FILE.
*
 5000-EXIT.
     EXIT.
*-------------------------------------------------------------*
 9000-READ-IN1.
*
     MOVE "Y" TO WS-IH-READ-SW
```

```
    READ INVCESUP-FILE NEXT RECORD
       AT END
       MOVE "O" TO WS-IH-READ-SW
       GO TO 9000-EXIT.
*
    IF CONO65 NOT = "RO"
      GO TO 9000-READ-IN1.
*
    MOVE DTIN65      TO  WS-DT.
    MOVE WS-DT       TO  WS-DT-1.
    MOVE WS-YYMMDD-R TO WS-YYMMDD.
    MOVE WS-YYMMDD   TO WS-YYMMDD-1.
*
    IF PERN65    >= FLD004 AND
      PERN65    <= FLD007
      NEXT SENTENCE
    ELSE
      GO TO 9000-READ-IN1.
*
    IF PERN65  > FLD005 AND
      PERN65  < FLD006
      GO TO 9000-READ-IN1.
*
    MOVE SPACES TO WS-SW.
    IF PERN65 >= FLD004 AND
      PERN65 <= FLD005
      MOVE "L"  TO WS-SW
    ELSE
    IF PERN65 >= FLD006 AND
      PERN65 <= FLD007
      MOVE "T"  TO WS-SW.
*
    IF FLD003 NOT = SPACES
      IF CUSN65 NOT = FLD003
        GO TO 9000-READ-IN1.
*
 9000-EXIT.
    EXIT.
*-------------------------------------------------------------*
 9200-READ-IN2.
*
    MOVE "Y" TO WS-ID-READ-SW
    READ INVLINES-FILE  NEXT RECORD
       AT END
       MOVE "O" TO WS-ID-READ-SW
       GO TO 9200-EXIT.
*
    IF CONO70 = CONO65 AND
      INVN70 = INVN65
      NEXT SENTENCE
    ELSE
      MOVE "O" TO WS-ID-READ-SW
      GO TO 9200-EXIT.
*
 9200-EXIT.
    EXIT.
```

```
*-----------------------------------------------------------------*
 9300-READ-TEMP.
*
     MOVE "Y" TO WS-TP-READ-SW
     READ TEMP-FILE
         INVALID KEY
         MOVE "N" TO WS-TP-READ-SW
         GO TO 9300-EXIT.
*
 9300-EXIT.
     EXIT.
*-----------------------------------------------------------------*
 9400-READ-TEMP-SEQ.
*
     MOVE "Y" TO WS-TP-READ-SW
     READ TEMP-FILE NEXT RECORD
         AT END
         MOVE "O" TO WS-TP-READ-SW
         GO TO 9400-EXIT.
*
      MOVE T-SLMN-CD  TO WS-CUR-SLMN-CD.
      MOVE T-CUST-CD  TO WS-CUR-CUST-CD.
*
 9400-EXIT.
     EXIT.
*-----------------------------------------------------------------*
 9410-READ-ITEM.
*
     MOVE "Y" TO WS-IM-READ-SW.
     READ PARTS-FILE
         INVALID KEY
         MOVE "N" TO WS-IM-READ-SW.
*
 9410-EXIT.
     EXIT.
*-----------------------------------------------------------------*
 9420-READ-CUST.
*
     MOVE "Y" TO WS-CM-READ-SW.
     READ CUST-FILE
         INVALID KEY
         MOVE "N" TO WS-CM-READ-SW.
*
 9420-EXIT.
     EXIT.
*-----------------------------------------------------------------*
 9430-READ-DESC.
*
     MOVE "Y" TO WS-DE-READ-SW
     READ DESC-FILE
         INVALID KEY
         MOVE "N" TO WS-DE-READ-SW
         GO TO 9430-EXIT.
*
 9430-EXIT.
     EXIT.
*-----------------------------------------------------------------*
```

```
 9440-READ-CUST-NM.
*
     MOVE "Y" TO WS-CM-READ-SW.
     READ CUST-NM-FILE
         INVALID KEY
         MOVE "N" TO WS-CM-READ-SW.
*
 9440-EXIT.
     EXIT.
*-----------------------------------------------------------------*
 9500-WRT-TEMP-REC.
*
     WRITE TEMP-REC
          INVALID KEY
          DISPLAY T-KEY AT 2302
          DISPLAY "INVALID KEY-TEMP"
              AT 2350
          ACCEPT WS-ANYKEY AT 2375
          DISPLAY WS-SPACES AT 2302.
*
 9500-EXIT.
     EXIT.
*-----------------------------------------------------------------*
 9600-REWRT-TEMP-REC.
*
    REWRITE TEMP-REC
          INVALID KEY
          DISPLAY T-KEY AT 2302
          DISPLAY "INVALID KEY-TEMP- REWRITE"
              AT 2350
          ACCEPT WS-ANYKEY AT 2375
          DISPLAY WS-SPACES AT 2302.
*
 9600-EXIT.
     EXIT.
*-----------------------------------------------------------------*
*
```

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APPENDIX - G

OUTPUT LISTINGS

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Date : 97/10/18

ROYAL INDUSTRIES (THAILAND) CO LTD.

VOLUME SALES FOR THE YEAR 96

Salesman Code : 11 Name : VENU

Customer Code : 1AA Name : PLAYTEX FAMILY PRODUCTS CORPORATION

Product Code	Description	UOM	JANUARY / JULY	FEBRAURY / AUGUST	MARCH / SEPTEMBER	APRIL / OCTOBER	MAY / NOVEMBER	JUNE / DECEMBER	YTD
L41AAC9910784	MECHANICAL PACIFIER RE4 COWBOY	PC	2800.000						
									2800.000
L41AAC9910852	MECHANICAL PACIFIER FIRE DOG	PC					700.000		
									700.000
L41AAC9910958	MECHANICAL PACIFIER TRAVEL	PC	2100.000						
									2100.000
L41AAC9910859	MECHANICAL PACIFIER UNDER THE SEA	PC	2100.000						
									2100.000
L41AAC9910882	CHERUB SOOTHER DOTS'STRIPES	PC	2100.000						
									2100.000
L41AAC9920098	KING JUNGLE PACIFIER W / OVAL HOLE	PC	42000.000		7700.000				
					6300.000	700.000			56700.000
L41AAC9920099	COWBOY PACIFIER W / OVAL HOLE	PC	15400.000		9800.000	1400.000	2800.000	1400.000	
			28700.000	5600.000	15400.000	16800.000	9400.000	35700.000	141400.000
L41AAC9920100	ROSE RUD PACIFIER W / OVAL HOLE	PC	4900.000	9800.000	2100.000	4900.000	37800.000	10500.000	
			1400.000	16100.000	13300.000	21700.000	35700.000	20300.000	178500.000
L41AAC9920101	FIRE DOG PACIFIER W / OVAL HOLE	PC	12600.000	4200.000	16800.000			1400.000	
			700.000						35700.000
L41AAC9920102	DINOSAUR PACIFIER W / OVAL HOLE	PC	7700.000		12600.000		14700.000		
			700.000						35700.000
L41AAC9920103	PARTY BEAR PACIFIER W / OVAL HOLE	PC		3500.000		6300.000	39200.000	4200.000	
			32200.000		2800.000	28100.000	24500.000	24500.000	160300.000
L41AAC9920104	BABY ANIMAL PACIFIER W / OVAL HOLE	PC	16100.000	12600.000	34300.000		7000.000	4200.000	
			3500.000	10500.000	6300.000	29400.000	7000.000	14000.000	144900.000
L41AAC9920105	A B C PACIFIER W / OVAL HOLE	PC	20300.000	14700.000	1400.000	1400.000		32900.000	
			23100.000	1400.000		22400.000	25900.000	6300.000	149800.000
L41AAC9920106	TRAVEL PACIFIER W / OVAL HOLE	PC	30800.000		11900.000	12600.000	8400.000	9800.000	
			4200.000	700.000		9800.000	32900.000	25900.000	147000.000
L41AAC9920107	UNDER SEA PACIFIER W / OVAL HOLE	PC	9100.000	7700.000	4200.000		2100.000		
									23100.000
L41AAC9920108	CHILDREN PACIFIER W / OVAL HOLE	PC	18900.000	17500.000	17500.000		9100.000	7000.000	
			8400.000			26600.000	41300.000		146200.000
L41AAC9920109	DOTS STRIPES PACIFIER W / OVAL HOLE	PC	10500.000		7700.000			26600.000	
			13300.000			29400.000	44800.000		132200.000
L41AAC9920112	LT BLUE MECH PACIFIER W / OVAL HOLE	PC	1400.000						
									1400.000
L41AAC9920115	TEAL MECH PACIFIER W / OVAL HOLE	PC	2800.000						
									2800.000
L41AAC9920148	MECH FLOWER GIRL PACIFIER OVAL HOLE	PC	14700.000	2800.000	2800.000		9800.000	26600.000	
			2800.000	28000.000		23800.000	34300.000		145600.000
L41AAC9920173	ABC ORTHO PACIFIER	PC	16100.000	1400.000			32200.000	6300.000	
			5600.000	2800.000					64400.000
L41AAC9920174	TRAVEL ORTHO PACIFIER	PC		8400.000	6300.000		23100.000	8400.000	
				16800.000		14000.000			77000.000
L41AAC9920175	UNDERSEA ORTHO PACIFIER	PC		16100.000	1400.000	7700.000	9800.000		
									35000.000
L41AAC9920176	CHILDREN/WORLD ORTHO PACIFIER	PC	3500.000	1400.000	12600.000	4900.000	4200.000	6300.000	

ASSUMPTION UNIVERSITY OF THAILAND
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All Orders (including allocated)

Stockroom FINISHED WAREHOUSE

Account No.	Account name / Item description	Order No / Item code	-Ln	Quantity O/S	Stock room	Pri-ority	Delivery reqd.	Outstanding Base Value
	PUR NEW BORN BOTTLE 250 ML.	P40AB418817	- 8	2940.000	FG	50	3/11/97	99225.00
	PUR NEW BORN BOTTLE 125 ML.	P40AB418825	- 9	960.000	FG	50	3/11/97	28959.94
	PUR TRIPLE PACK NIPPLE (M)	S40AB419504	- 11	2280.000	FG	50	3/11/97	77520.00
	PUR DESIGN BTL 8 OZ	P40AB422175	- 12	720.000	FG	50	3/11/97	30839.98
	PUR BOTLE BRUSH (DELUXE) AND NIPPLE	P40AB416807	- 13	600.000	FG	50	3/11/97	25999.98
	PUR BOTTLE & NIPPLE BRUSH	P40AB416815	- 14	1440.000	FG	50	3/11/97	34848.00
	PUR ANSA BOTTLE & NIPPLE BRUSH	P40AB416823	- 15	1800.000	FG	50	3/11/97	45000.00
	PUR ANSA DESIGN EASY GRIPPER 9 OZ.	P40AB416734	- 16	1620.000	FG	50	3/11/97	101919.89
	PUR ANSA DESIGN EAS GRIPPER 4 OZ.	P40AB416768	- 17	600.000	FG	50	3/11/97	32400.00
	PUR ANSA DESIGNER EASY GRIPPER 9 OZ.	P40AB419653	- 18	840.000	FG	50	3/11/97	50959.94
	PUR ANSA DESIGNER EASY GRIPPER 4 OZ.	P40AB419654	- 19	840.000	FG	50	3/11/97	45360.00
	PUR NEW BORN - SLIM GRIP 8 OZ	P40AB422159	- 20	720.000	FG	50	3/11/97	32400.00
	PUR NEW BORN - SLIM GRIP 6 OZ	P40AB422167	- 21	600.000	FG	50	3/11/97	24000.00
	PUR SOFT NIPPLE - L (PACK 8.)	S40AB419554	- 22	720.000	FG	50	3/11/97	59328.00
	PUR TRIPLE PACK NIPPLE (L)	S40AB419512	- 23	5160.000	FG	50	3/11/97	175440.00
	JUB OVAL BTL 8OZ	P40AB416912	- 24	1200.000	FG	50	3/11/97	17370.00
	JUB OVAL BTL 4OZ	P40AB416920	- 25	960.000	FG	50	3/11/97	13392.00
	JUB SILICONE BOTTLE 8 OZ	P40AB417112	- 26	2640.000	FG	50	3/11/97	46332.00
	JUB SILICONE BOTTLE 4 OZ	P40AB417120	- 27	2040.000	FG	50	3/11/97	34425.00
	JUB NIPPLE (STANDARD)	L40AB417308	- 28	6960.000	FG	50	3/11/97	32364.00
	JUB MINI NIPPLE	L40AB417316	- 29	5520.000	FG	50	3/11/97	25254.00
	JUB SILICONE NIPPLE S	S40AB417405	- 31	2640.000	FG	50	3/11/97	25740.00
	JUB SILICONE NIPPLE M	S40AB417413	- 32	4500.000	FG	50	3/11/97	43875.00
	JUB SILICONE NIPPLE L	S40AB417421	- 33	7200.000	FG	50	3/11/97	70200.00
	JUB SILICONE NIPPLE XL	S40AB417439	- 34	1560.000	FG	50	3/11/97	15210.00
	JUB SILICONE NIPPLE Y	S40AB417447	- 35	600.000	FG	50	3/11/97	5850.00
	JUB DESIGNER BTL 8 OZ (2 COL)	P40AB421983	- 36	2880.000	FG	50	3/11/97	30672.00
	JUB DESIGNER BTL 4 OZ (2 COL)	P40AB421771	- 37	540.000	FG	50	3/11/97	5427.00
		TOTAL		67370.000				1473487.41
OAB	-000 DIETHELM CO;LTD.	0006500						
	DISNEY DRINKING CUP W/SILICONE NIPPL	P40AB418897	- 1	840.000	FG	50	3/11/97	43344.00
	PUR DISNEY DESIGNER BTL 9 OZ	P40AB419209	- 2	840.000	FG	50	3/11/97	80863.94
		TOTAL		1680.000				124207.94
OAB	-000 DIETHELM CO;LTD.	0006576						
	PUR NIPPLE S	S40AB416247	- 1	600.000	FG	50	2/12/97	8919.96
	PUR NIPPLE L	S40AB416263	- 2	1200.000	FG	50	2/12/97	17839.92
	PUR NIPPLE XL	S40AB416271	- 3	720.000	FG	50	2/12/97	10703.95
	PUR NIPPLE Y	S40AB416289	- 4	600.000	FG	50	2/12/97	8919.96
	PUR DEST BOTTS TETTLE EXC	[illegible]	- 5	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

Run Date : 97/10/18

ROYAL INDUSTRIES (THAILAND) CO.LTD.

LATEX PRODUCTS SALES ANALYSIS - 97/01/01 TO 97/09/30 SALES IN QTY IN THOUSANDS FOR QTY / IN MILLIONS(BAHT) FOR VALUE

Territory : 11 VENU
Region :
Customer :

Particulars	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
NIPPLES FOR BTL/CUPS	377.572	334.344	618.316	379.476	616.738	540.551	459.660	522.528	489.206			
REGULAR NPL SOLD AS NPL	276.480	472.320	302.400	46.080	5.760	17.280	720.000	31.680	734.400			
ORTHO NPL SOLD AS NPL	54.000	170.640	49.630	149.040		142.560	166.330	133.920	224.640			
PLAYTEX STYLE NPL	280.800	127.200	278.400	248.400	220.800	145.200	258.000	295.200	302.400			
TOTAL NIPPLES	988.852	1104.504	1248.796	822.996	843.288	845.591	1603.960	983.325	1750.646			
P5 STYLE SOOTHERS	148.800	73.200	115.800	96.400	33.000	165.000	87.000	145.800	120.000			
P4/P6/P7 SOOTHERS							4.032		8.064			
E2 STYLE SOOTHERS	127.200	95.684	201.076	159.192	75.844	182.340	126.536	371.956	294.736			
E3/E6 SOOTHERS			1.080									
E5 STYLE SOOTHERS			13.200						3.744			
E4 STYLE SOOTHERS	184.600	114.500	247.900	184.500	183.400	322.500	180.600	145.500	262.000			
TOTAL SOOTHERS	460.600	283.384	579.056	442.092	292.244	669.840	398.168	663.256	688.544			
Territory : 21 RAMESH												
NIPPLES FOR BTL/CUPS	56.792	246.470	151.322	51.408	215.104	117.252	368.604	27.072	121.170			
REGULAR NPL SOLD AS NPL	72.000	63.360	3.456	2.592	23.040	28.416	43.200	45.792	13.824			
ORTHO NPL SOLD AS NPL	21.600	2.160			47.088	14.112	12.240	17.568	6.480			
PLAYTEX STYLE NPL												
TOTAL NIPPLES	150.392	311.990	154.778	54.000	285.232	219.780	424.044	90.432	141.474			
P5 STYLE SOOTHERS												
P4/P6/P7 SOOTHERS	90.720	39.840	100.800	50.400	.576		30.672	5.184	2.304			
E2 STYLE SOOTHERS		23.616			.576	90.640	.864	6.048	2.448			
E3/E6 SOOTHERS		40.320	2.016	11.664	12.600		.888	1.440	4.608			
E5 STYLE SOOTHERS		.144		20.160	12.960	9.800	.432	.720	21.592			
E4 STYLE SOOTHERS												
TOTAL SOOTHERS	90.720	103.920	102.816	82.224	26.712	90.440	32.856	13.392	30.952			

Date : 97/10/18 ROYAL INDUSTRIES(THAILAND) PUBLIC CO.LTD. P.No. 1

ROYALTY REPORT FOR THE MONTH 09 97

Area Code	Cust Code	Customer Name	Inv. No.	Item Code	Item Description	Inv. Qty	Royalty Amount in US$ 4 Oz	8 Oz	Total
A3	2FB				AREA 3 ----> Rate in US$		.03	.03	
	2FB	STOHR AG	9701341	P42FB16130/1	DECO ANSA EASY GRIPPER 9 OZ COWS	3456		103.68	
			9701341	P42FB16130/2	DECO ANSA EASY 9 OZ SHEEPS	3456		103.68	
			9701341	P42FB16130/3	DECO ANSA EASY GRIPPER 9 OZ BOATS	3456		103.68	
			9701373	P42FB16137/97	ANSA DESIGNER EASY GRIPPER 250 ML.	2592		77.76	
			9701396	P42FB16137/97	ANSA DESIGNER EASY GRIPPER 250 ML.	15552		466.56	
					Customer Total	28512		855.36	855.36
	3AA				Area Total			855.36	855.36
A4					AREA 4 ----> Rate in US$		.09	.12	
	3AA	JACKEL PTY LTD.	9701376	P43AA40306B	TT. ANSA DESI.250 ML	4032		483.84	
			9701376	P43AA40306B	TT. ANSA DESI.250 ML	8568		1028.16	
					Customer Total	41112		1512.00	1512.00
	3BC	JACKEL(NZ) LIMITED	9701306	P43AA40306B	TT. ANSA DESI.250 ML	1872		224.64	
			9701306	P43AA40306B	TT. ANSA DESI.250 ML	1008		120.96	
			9701379	P43AA40306B	TT. ANSA DESI.250 ML	1008		120.96	
			9701379	P43AA40306B	TT. ANSA DESI.250 ML	1440		172.80	
					Customer Total	46440		639.36	639.36
	4AE	GOLDMINE ENTERPRISE	9701384	P44AE1011PUR	PUREEN ANSA DESIGN BOTTLE 9 OZ.	10000		1200.00	
					Customer Total	56440		1200.00	1200.00
	4CN	CAREN LIMITED.	9701277	P44CN20.6527120	250ML:PRINTING DESIGN-TEA	2970		356.40	
			9701277	P44CN20.6527210	250ML:PRINTING DESIGN-STRAWBERRY	2970		356.40	
			9701277	P44CN20.6527220	250ML:PRINTING DESIGN-BLUEBERRY	2160		259.20	
			9701277	P44CN20.6527310	120ML:PRINTING DESIGN-COFFEE	1350	121.50		
			9701277	P44CN20.6527320	120ML:PRINTING DESIGN-TEA	2250	202.50		
			9701277	P44CN20.6527410	120ML:PRINTING DESIGN-STRAWBERRY	2250	202.50		
			9701277	P44CN20.6527420	120ML:PRINTING DESIGN-BLUEBERRY	1800	162.00		
			9701302	P44CN65271	250ML PROMENADE FEEDING BOTTLE WITH	2160		259.20	
			9701302	P44CN65272	250ML PROMENADE FEEDING BOTTLE WITH	2160		259.20	
			9701406	P44CN65271	250ML PROMENADE FEEDING BOTTLE WITH	3456		414.72	
			9701406	P44CN65272	250ML PROMENADE FEEDING BOTTLE WITH	4176		501.12	
			9701406	P44CN65273	120ML PROMENADE FEEDING BOTTLE WITH	1872	168.48		
			9701406	P44CN65274	120ML PROMENADE FEEDING BOTTLE WITH	3456	311.04		
					Customer Total	89470	1168.02	2406.24	3574.26
	4FB	DONGAN CO.,LTD.	9701295	P44FB518004	250ML DISNEY ANSA BOTTLE,SINGLE PACK	9336		1192.32	
			9701308	P44FB518004	250ML DISNEY ANSA BOTTLE,SINGLE PACK	9504		1140.48	

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Date : 97/10/18 EXPORT SALES REPORT UPTO 97 P.No. 1

Salesman Code : 11 Name : VEMU

Cust Code	Prod. Code	Prod. Description	Uom	Total Qty	Total Value (Baht)	Average Price	BOM Cost
1AA	L41AAC9920099	COWBOY PACIFIER W / OVAL HOLE	PC	56700	385628.11	6.8012	4.0450
	L41AAC9920099/1	OVAL REGULAR PACIFIER COWBOYS	PC	39600	228856.99	5.7792	2.9010
	L41AAC9920100	ROSE BUD PACIFIER W / OVAL HOLE	PC	67500	461850.94	6.8019	4.0450
	L41AAC9920100/1	OVAL REGULAR PACIFIER ROSEBUD	PC	50400	291060.00	5.7750	2.9010
	L41AAC9920103	PARTY BEAR PACIFIER W / OVAL HOLE	PC	39200	266627.54	6.8017	4.0450
	L41AAC9920103/1	OVAL REGULAR PACIFIER PARTY BEAR	PC	44400	256628.31	5.7812	2.9010
	L41AAC9920104	BABY ANIMAL PACIFIER W / OVAL HOLE	PC	95200	646595.93	6.7920	4.0660
	L41AAC9920104/1	OVAL REGULAR PACIFIER BABY ANIMAL	PC	33600	194040.00	5.7750	2.9010
	L41AAC9920105	A B C PACIFIER W / OVAL HOLE	PC	48200	314033.50	6.7972	4.0660
	L41AAC9920105/1	OVAL REGULAR PACIFIER ABC	PC	54000	312100.48	5.7796	2.9010
	L41AAC9920106	TRAVEL PACIFIER W / OVAL HOLE	PC	30100	204746.49	6.8022	4.0660
	L41AAC9920106/1	OVAL REGULAR PACIFIER TRAVEL	PC	43200	250038.79	5.7872	2.9010
	L41AAC9920108	CHILDREN PACIFIER W / OVAL HOLE	PC	32900	223792.67	6.8022	4.0660
	L41AAC9920108/1	OVAL REGULAR PACIFIER CHILDREN	PC	60000	347251.44	5.7875	2.9010
	L41AAC9920109	DOTS STRIPES PACIFIER W / OVAL HOLE	PC	34300	233315.76	6.8022	4.0660
	L41AAC9920109/1	OVAL REGULAR PACIFIER DOTS STRIPES	PC	26400	152988.90	5.7950	2.9010
	L41AAC9920173/1	ORTHO PACIFIER ABC	PC	18000	104116.98	5.7842	3.0830
	L41AAC9920174/1	ORTHO PACIFIER TRAVEL	PC	9600	55662.64	5.7981	3.0830
	L41AAC9920176	CHILDREN/WORLD ORTHO PACIFIER	PC	30800	209508.02	6.8022	4.2480
	L41AAC9920176/1	ORTHO PACIFIER CHILDREN	PC	14400	83410.47	5.7923	3.0830
	L41AAC9920177	DOTS STRIPES ORTHO PACIFIER	PC	2800	19046.18	6.8022	4.2480
	L41AAC9920177/1	ORTHO PACIFIER DOTS STRIPES	PC	14400	83410.47	5.7923	3.0830
	L41AAC9920178	COWBOY ORTHO PACIFIER	PC	20300	138084.84	6.8022	4.2480
	L41AAC9920178/1	ORTHO PACIFIER COWBOYS	PC	12000	69530.00	5.7750	3.0830
	L41AAC9920179	BABY ANIMALS ORTHO PACIFIER	PC	23100	157131.02	6.8022	4.2480
	L41AAC9920179/1	ORTHO PACIFIER BABY ANIMALS	PC	14400	83160.00	5.7750	3.0830
	L41AAC9920180	ROSE BUD ORTHO PACIFIER	PC	15400	104754.01	6.8022	4.2480
	L41AAC9920180/1	ORTHO PACIFIER ROSEBUD	PC	18000	104200.47	5.7889	3.0830
	L41AAC9920183/1	ORTHO PACIFIER PARTY BEAR	PC	18000	104116.98	5.7842	3.0830
	L41AAC9920213	FLOWER GIRL ORTHO PACIFIER PURPLE E2	PC	46200	313843.04	6.7931	7.5200
	L41AAC9920213/1	OVAL REGULAR PACIFIER FLOWER GIRL	PC	55200	319290.96	5.7840	2.9010
	L41AAC9920214	FLOWER GIRL ORTHO PACIFIER PURPLE E4	PC	7000	47615.46	6.8022	7.5280
	L41AAC9920214/1	ORTHO PACIFIER FLOWER GIRL	PC	20400	118050.47	5.7872	3.0830
	L41AAFD-1000	LATEX FLOW DISCS	PC	65000	210328.29	3.2357	2.1820
	L41AAF9910600	FLEXIBLE PACIFIER P5 PINK	PC	147000	1171906.63	7.9721	6.2600
	L41AAF9910700	FLEXIBLE PACIFIER P5 BLUE	PC	78000	621862.41	7.9725	6.2600
	L41AAF9910800	FLEXIBLE PACIFIER P5 TEAL	PC	96000	765268.07	7.9717	6.2600
	L41AAF9910900	FLEXIBLE PACIFIER E4 PINK	PC	34200	272752.05	7.9752	6.2600
	L41AAF9911000	FLEXIBLE PACIFIER E4 BLUE	PC	31200	248959.53	7.9794	6.2600
	L41AAF9911100	FLEXIBLE PACIFIER E4 TEAL	PC	38400	306659.28	7.9859	6.2600
	L41AAF9911400	FLEXIBLE PACIFIER P5 YELLOW	PC	118800	947442.43	7.9751	6.2600
	L41AAF9911500	FLEXIBLE PACIFIER P5 PURPLE	PC	120000	955934.83	7.9661	6.2600
	L41AAF9911700	FLEXIBLE PACIFIER E4 YELLOW	PC	22800	181719.77	7.9701	6.2600
	L41AAF9911800	FLEXIBLE PACIFIER E4 PURPLE	PC	36000	287004.59	7.9723	6.2600
	L41AAM99915	ORTHODONTIC NIPPLE	PC	1005600	5254260.00	5.2250	4.6700
	L44NR002	LATEX DISCS	PC	13000	45500.00	3.5000	
	P41AAC9920118	PACIFIER RETRIEVER - A B C	PC	12000	82831.32	6.9026	3.3940
	P41AAC9920119	PACIFIER RETRIEVER - DOTS STRIPES	PC	12000	82831.32	6.9026	3.3940
	P41AAC9920120	PACIFIER RETRIEVER - BABY ANIMALS	PC	8000	55220.88	6.9026	3.3940

Date : 97/10/11

Territory :

DELIVERY PERFORMANCE REPORT FROM 97/06/01 to 97/09/30

Cust Code	Order No.	Customer Ord.Date 1	Order Entry dt 2	Lead Time 1-2	Item Code	Item Description	Customer Reqd.Dt. 3	Lead Time 2-3	Dep. note No.	Despatch date 4	Lead Time 1-4	Lead Time 2-4	Lead Time 3-4
1AA	0004274	96/06/04	96/06/05	1	L41AAM99915	ORTHODONTIC NIPPLE	97/05/25	354		97/06/20	381	380	26
							97/05/25	354	1	97/06/30	391	390	36
	0004627	96/08/15	96/08/16	1	L41AAM99915	ORTHODONTIC NIPPLE	97/05/20	277	2	97/06/05	294	293	16
							97/05/20	277	3	97/06/06	295	294	17
	0005730	97/04/05	97/04/10	5	L41AAC9920108/1	OVAL REGULAR PACIFIER CHILDREN	97/06/07	58		97/06/18	74	69	11
					L41AAC9920174/1	ORTHO PACIFIER TRAVEL	97/06/07	58		97/06/18	74	69	11
					L41AAC9920176/1	ORTHO PACIFIER CHILDREN	97/06/07	58		97/06/18	74	69	11
					L41AAC9920214/1	ORTHO PACIFIER FLOWER GIRL	97/06/07	58		97/06/18	74	69	11
	0005822	97/04/29	97/04/29		L41AAFD-1000	LATEX FLOW DISCS	97/07/10	72	1	97/06/03	35	35	37-
	0006085	97/06/23	97/06/24	1	L41AAM99915	ORTHODONTIC NIPPLE	97/07/05	11		97/07/23	30	29	18
							97/07/05	11	1	97/08/01	39	38	27
							97/07/05	11	2	97/08/04	42	41	30
	0006126	97/06/27	97/06/28	1	L41AAC9920108/1	OVAL REGULAR PACIFIER CHILDREN	97/07/15	17		97/07/02	5	4	13-
	0006131	97/06/28	97/06/30	2	L41AAC9920104/1	OVAL REGULAR PACIFIER BABY ANIMAL	97/07/22	22		97/07/07	9	7	15-
					L41AAF9911100	FLEXIBLE PACIFIER E4 TEAL	97/07/22	22	1	97/07/23	25	23	1
	0006135	97/06/28	97/07/01	3	L41AAF9911100	FLEXIBLE PACIFIER E4 TEAL	97/07/29	28	1	97/08/06	39	36	8
							97/07/29	28	2	97/08/07	40	37	9
	0006136	97/06/28	97/07/01	3	L41AAF9911100	FLEXIBLE PACIFIER E4 TEAL	97/08/04	34		97/08/07	40	37	3
	0006137	97/06/28	97/07/01	3	L41AAF9910700	FLEXIBLE PACIFIER P5 BLUE	97/08/11	41	1	97/09/02	66	63	22
	0006139	97/06/28	97/07/02	4	L41AAF9911500	FLEXIBLE PACIFIER P5 PURPLE	97/08/18	47	2	97/09/03	67	63	16
							97/08/18	47	3	97/09/22	86	82	35
	0006140	97/06/28	97/07/02	4	L41AAF9911500	FLEXIBLE PACIFIER P5 PURPLE	97/08/25	54	1	97/09/22	86	82	28
	0006141	97/06/28	97/07/02	4	L41AAF9911000	FLEXIBLE PACIFIER E4 BLUE	97/11/20	141	1	97/09/22	86	82	59-
	0006154	97/06/28	97/07/03	5	L41AAF9911000	FLEXIBLE PACIFIER E4 BLUE	97/12/10	160		97/09/22	86	81	79-

ASSUMPTION UNIVERSITY OF THAILAND

Date : 97/10/10

ROYAL INDUSTRIES(THAILAND) CO.LTD

ORDER ACKNOWLDGEMENT REPORT FROM 97/10/06 TO 97/10/08

Order Entry Dt	Royal Order No	Customer Code	Customer P.O.No./P.I. No.	Order Date	Required Date	Item Code	Item Description	UM	Qty required	Value Baht	Schedule Date	Available Stock	Despatch Mode
97/10/08	0006566	5TA	97/952	97/10/04	97/11/15	P40AA73061	PUR DESIGNER GRIPPER 8 OZ BOTTLE	BX	1200		97/11/15	5500	by sea
						P40AA73051	PUR DESIGNER GRIPPER 4 OZ BOTTLE	BX	1200		97/11/15	2250	by sea
						P40AA82984	PUR MEDICINE FEEDER 2 OZ	CD	1296		97/11/15	2736-	by sea
						P40AA72990	PUR REGULAR JUICE BOTTLE	BX	1440		97/11/15	3168	
						P40AA403373	PUR MY JUNGLE TRIPLE GIFT SET	PK	96		97/11/15	528	
						P45TA2980	PUR TRENDY BOTTLE 250ML.	HT	216		97/11/15		
						P45TA2962	PUR LITES 250 ML PC CLEAR	HT	576		97/11/15		
						P40AA72970	PUR REGULAR JUICE BOTTLE	PK	288		97/11/15	432-	
						P40AA72975	PUR REGULAR JUICE BOTTLE	PK	288		97/11/15	1728	
						P45TA3060	PUR EASY GRIPPER 9 OZ	HT	500		97/11/15		
						S45TA2900S	PUR SILICONE SOFT NIPPLE-S.HOLE	PC	13104		97/11/15	84	
						S45TA2900M	PUR SOFT NIPPLE SN4	PC	12096		97/11/15	91	
						S45TA2900L	PUR SOFT NIPPLE SN4	PC	13104		97/11/15	84	
						S45TA2909B	PUR NIPPLE SN5-NEWBORN	PC	2016		97/11/15	14	
						S45TA2910B	PUR SILICONE ORTHODONTIC BABY	PC	3024		97/11/15	14	by sea
						S45TA2911B	PUR SILICONE ORTHO TODDLER	PC	4032		97/11/15	14	by sea
						P43AA403375	PUR CLASSIC BOTTLE 125 ML.	HT	1872		97/11/15		by sea
	0006567	4CN	P41597 97/962	97/10/08	97/11/20	P44CN20.0012.99	POLYC.FEED BTL 150 ML.	PC	67500		97/11/20	520	by sea to INDONESIA
						P44CN20.0025.99	POLYC.FEED BTL 250 ML.	PC	43250		97/11/20		by sea to INDONESIA
						P44CN20.6527210	250ML:PRINTING DESIGN-STRAWBERRY	PC	1890		97/11/20		
						P44CN20.6527220	250ML:PRINTING DESIGN-BLUEBERRY	PC	1890		97/11/20		
						P44CN20.6527120	250ML:PRINTING DESIGN-TEA	PC	1890		97/11/20		
						P44CN20.6527410	120ML:PRINTING DESIGN-STRAWBERRY	PC	3150		97/11/20		
						P44CN20.6527310	120ML:PRINTING DESIGN-CORN	PC	3150		97/11/20		
						P44CN20.6527420	120ML:PRINTING DESIGN-BLUEBERRY	PC	3150		97/11/20		by sea to INDONESIA
						P44CN20.6527320	120ML:PRINTING DESIGN-TEA	PC	3150		97/11/20		by sea to INDONESIA

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ASSUMPTION UNIVERSITY OF THAILAND

Run Date : 97/09/17

ROYAL INDUSTRIES (THAILAND) CO.LTD.

CATEGORY WISE SALES ANLAYSIS REPORT

Last Year From 9601 to 9608

This Year From 9701 to 9708

Territory : 11 VENU

Cust Code	Customer Name	Bottle - Plain				Bottle W/Latex Nipple				Bottle W/Silicon Nipple			
		Last Year		This Year		Last Year		This Year		Last Year		This Year	
		Qty	Rate	Qty	Rate	Qty	Rate	Qty	Rate	Qty	Rate	Qty	Rate
1AB	ANSA BOTTLE PRODUCTS INC.	186330	7.79262	299880	7.53634								
1AD	MICHAEL FRIEDMAN CORPORATION					1020152	6.63920	1675600	8.51157			189432	19.28924
1AF	PLAYSKOOL BABY INC.,	9900	6.56565			95220	9.45179			8892	15.29464		
1AH	SANITOY, USA.							317216	7.37037			19200	10.00000
1AU	SAFETY 1ST							31824	9.92961				
1AW	ASIA GLOBAL(HOLDINGS) CO.,LTD.					234000	7.98290	468000	5.83119	51600	8.33333	19920	5.82329
1BH	NATIONAL DISTRIBUTORS,INC.(USA					406008	6.11810	552816	5.88984				
1BK	DANARA INTERNATIONAL,LTD.					189888	7.85199			48000	9.00000	364704	11.07473
1BL	YAZA					24900	7.46987						
1BN	CUDLIE					16000	9.37500	159000	9.49056	3600	9.16666		
1BO	BABIES'BEST INC.,							116568	7.20609				
1BP	QUESTECH INTERNATIONAL INC.					135000	9.46666	92240	8.86816			9750	17.02564
1BS	KLEINE KINDER											271728	12.94677
1BU	SWEET SURPRISES INC.							286632	7.04038				
1BV	G.DOULATRAM & SONS(THAILAND) L					53568	8.17652						
1BX	HAMCO INC							50016	9.99680				
1BZ	MEIJER,INC.					46584	11.39876	71280	11.33557	8064	13.02083		
1DF	HASBRO CANADA INC					9768	11.56838	2832	11.29943	102432	16.89901	51348	14.95676
1DK	1218216 ONTARIO LIMITED											35040	18.37899
4GB	ECHELON INTERNATIONAL ENTERPRI			13160	9.95440	5760	10.06944	25180	9.92851	193468	11.78489	374016	11.98611
4GE	PHILUSA CORPORATION									91008	10.65840	1396800	11.39962
	Territory Total	196230	7.73072	313040	7.63800	2236848	7.27362	3849204	7.70964	507064	12.06356	2731938	12.26345
	Grand Total	196230	7.73072	313040	7.63800	2236848	7.27362	3849204	7.70964	507064	12.06356	2731938	12.26345

ASSUMPTION UNIVERSITY OF THAILAND

Date : 97/10/08

OUTSTANDING ORDER & INVOICE DESPATCHED

P.No.

Cust. Code	Order No.	Cust. Reference	Order Entry Dt	Delivery Date	Item Code	Item Description	Order Qty	Outstanding Qty	Despatch Qty	Invoice Qty	Invoice No.	Despatch Date	O/s Value
1AA	0005356	. P060527	97/01/31	97/03/15	L41AAC9920177	DOTS STRIPES ORTHO PACIFIER	4900	2100	2800	2800	9700276	97/03/11	14284.20
						Subtotal				2800			
				97/03/15	L41AAC9920179	BABY ANIMALS ORTHO PACIFIER	3500	700	2800	2800	9700276	97/03/11	4761.40
						Subtotal				2800			
						TOTAL ORDER VALUE ------>							19045.60
CUST PO/PI NO. :						DESTINATION :							
1AA	0005403	P060	97/02/13	97/03/01	L41AAC9920179	BABY ANIMALS ORTHO PACIFIER	20900	3500	16800	16800	9700396	97/04/01	23807.00
						Subtotal				16800			
				97/03/01	L41AAC9920109	DOTS STRIPES PACIFIER W / OVAL HOLE	7200	7200					48974.40
						TOTAL ORDER VALUE ------>							72781.40
CUST PO/PI NO. :						DESTINATION : PHILADELPHIA U.S.A.							
1AA	0006095	P060045	97/06/24	97/08/09	L41AAM99915	ORTHODONTIC NIPPLE	100000	400	99600	38400	9701077	97/09/05	2090.00
				97/08/09						50400	9701101	97/09/13	
				97/08/09						10800	9701179	97/09/25	
						Subtotal				99600			
				97/08/16	L41AAM99915	ORTHODONTIC NIPPLE	100000	400	39600	39600	9701179	97/09/25	2090.00
						Subtotal				39600			
				97/08/23	L41AAM99915	ORTHODONTIC NIPPLE	100000	400					2090.00
				97/08/30	L41AAM99915	ORTHODONTIC NIPPLE	100000	7600					39710.00
				97/09/06	L41AAM99915	ORTHODONTIC NIPPLE	100000	100000					522500.00
				97/09/13	L41AAM99915	ORTHODONTIC NIPPLE	100000	100000					522500.00
				97/09/20	L41AAM99915	ORTHODONTIC NIPPLE	100000	100000					522500.00
						TOTAL ORDER VALUE ------>							1613480.00
CUST PO/PI NO. :						DESTINATION : U.S.A.							
1AA	0006129	P061509	97/06/30	97/08/15	P41AAC9920199	PACIFIER RETRIEVER - CHILD OF WORLD	6000	6000					41250.00
				97/08/15	P41AAC9920120	PACIFIER RETRIEVER - BABY ANIMALS	6000	6000					41250.00
				97/08/15	P41AAC9920119	PACIFIER RETRIEVER - DOTS STRIPES	6000	6000					41250.00
						TOTAL ORDER VALUE ------>							123750.00
CUST PO/PI NO. :						DESTINATION : U.S.A.							
1AA	0006130	P061509	97/06/30	97/08/25	P41AAC9920198	PACIFIER RETRIEVER - TRAVEL	4000	4000					27500.00
				97/02/25	P41AAC9920199	PACIFIER RETRIEVER - CHILD OF WORLD	4000	4000					27500.00
						TOTAL ORDER VALUE ------>							55000.00
CUST PO/PI NO. :						DESTINATION :							
1AA	0006131	97/605,6	97/06/30	97/07/22	L41AAC9920213/1	OVAL REGULAR PACIFIER FLOWER GIRL	15600	4800	10800	10800	9701047	97/09/02	27720.00
						Subtotal				10800			

UNIVERSITY OF THAILAND ASSUMPTION SINCE1969 BROTHERS OF ST. GABRIEL

Run Date : 97/07/17
Territory : RAMESH
Currency : BAHT

ROYAL INDUSTRIES(THAILAND) CO. LTD.
OUTSTANDING STATEMENT FOR THE PERIOD 9706

Cust Code	Entry Type	Reference No.	Doc. Date	XXX XXXX	Narration	Balance Amount (Cur)	0 - 30 Days	30 - 60 Days	60 - 90 Days	> 90 Days	Balance Amount (Baht)	Int @15% on Over due days	Mode Pymt	Mode Inv	Mode Tran	Terms No.Day
OAB	IN	195/97	97/06/26		DCL-097/97	25498.78		25498.78			25498.78		CHQ			60
OAB	IN	196/97	97/06/26		DCL-098/97	17331.86		17331.86			17331.86		CHQ			60
					Customer Total	4854946.41	3437516.93	1417429.48			4854946.41	28568.59				
DIETHELM-PD																
OAC	IN	125/97	97/04/25		PD-019/97	37631.90	37631.90				37631.90	336.68	CHQ			60
OAC	IN	126/97	97/04/25		PD-020/97	9407.98	9407.98				9407.98	84.67	CHQ			60
OAC	IN	127/97	97/04/25		PD-021/97	9407.98	9407.98				9407.98	84.67	CHQ			60
OAC	IN	128/97	97/04/25		PD-022/97	9407.98	9407.98				9407.98	84.67	CHQ			60
OAC	IN	129/97	97/04/25		PD-023/97	20797.59	20797.59				20797.59	187.17	CHQ			60
OAC	IN	130/97	97/04/25		PD-024/97	6601.90	6601.90				6601.90	59.41	CHQ			60
OAC	IN	139/97	97/05/09		PD-025/97	52684.66	52684.66				52684.66	158.05	CHQ			60
OAC	IN	140/97	97/05/09		PD-026/97	56447.85	56447.85				56447.85	169.34	CHQ			60
OAC	IN	141/97	97/05/09		PD-027/97	9407.98	9407.98				9407.98	28.22	CHQ			60
OAC	IN	142/97	97/05/09		PD-028/97	9407.98	9407.98				9407.98	28.22	CHQ			60
OAC	IN	149/97	97/05/16		PD-029/97	10898.80	10898.80				10898.80		CHQ			60
OAC	IN	150/97	97/05/16		PD-030/97	9407.98	9407.98				9407.98		CHQ			60
OAC	IN	151/97	97/05/16		PD-031/97	35613.54	35613.54				35613.54		CHQ			60
OAC	IN	152/97	97/05/16		PD-032/97	9407.98	9407.98				9407.98		CHQ			60
OAC	IN	153/97	97/05/16		PD-033/97	37631.90	37631.90				37631.90		CHQ			60
OAC	IN	154/97	97/05/16		PD-034/97	9407.98	9407.98				9407.98		CHQ			60
OAC	IN	155/97	97/05/16		PD-035/97	9407.98	9407.98				9407.98		CHQ			60
OAC	IN	171/97	97/06/05		PD-036/97	20797.59	20797.59				20797.59		CHQ			60
OAC	IN	172/97	97/06/05		PD-037/97	9407.98	9407.98				9407.98		CHQ			60
					Customer Total	376685.53	376685.53				376685.53	1223.10				
DUNEX LTD.																
OAD	IN	131/97	97/04/25		DM-005/97	79868.03	79868.03				79868.03	718.81	CHQ			60
OAD	IN	135/97	97/04/29		DM-006/97	26151.47	26151.47				26151.47	196.13	CHQ			60
OAD	IN	189/97	97/06/19		DM-007/97	27186.69		27186.69			27186.69		CHQ			60
OAD	IN	197/97	97/06/27		DM-008/97	214466.40		214466.40			214466.40		CHQ			60
					Customer Total	347672.59	106019.50	241653.09			347672.59	914.94				
DUNKIN DONUTS																
OBA	IN	077/97	97/03/07		DD-001/97	52216.00				52216.00	52216.00	2193.07				30
OBA	IN	078/97	97/03/07		DD-002/97	49305.60				49305.60	49305.60	2070.83				30
OBA	IN	100/97	97/03/31		DD-003/97	94160.00			94160.00		94160.00	2966.04				30
OBA	IN	101/97	97/03/31		DD-004/97	85600.00			85600.00		85600.00	2696.40				30
OBA	IN	109/97	97/04/08		DD-006/97	145520.00			145520.00		145520.00	4147.32				30
OBA	IN	110/97	97/04/08		DD-007/97	85600.00			85600.00		85600.00	2439.60				30
OBA	IN	111/97	97/04/08		DD-008/97	191744.00			191744.00		191744.00	5464.70				30
OBA	IN	120/97	97/04/11		DD-009/97	38520.00			38520.00		38520.00	1040.04				30
OBA	IN	138/97	97/05/07		DD-010/97	2930.30		2930.30			2930.30	48.34				30
OBA	IN	147/97	97/05/15		DD-011/97	770.40		770.40			770.40	10.40				30
OBA	IN	148/97	97/05/15		DD-012/97	7062.00		7062.00			7062.00	95.33				30
					Customer Total	753428.30		10762.70	641144.00	101521.60	753428.30	23172.07				
JIRAPAPHA																
OBE	IN	169/97	97/06/02		003/97	35438.40	35438.40				35438.40		CHQ			60

UNIVERSITY OF THAILAND ASSUMPTION SINCE1969 BROTHERS OF ST GABRIEL LABOR OMNIA VINCIT

Run Date : 97/07/17
Territory : RAMESH
Currency : BAHT

ROYAL INDUSTRIES(THAILAND) CO. LTD.
OUTSTANDING STATEMENT FOR THE PERIOD 9706

Cust Code	Entry Type	Reference No.	Doc. Date	XXX XXXX	Narration	Balance Amount (Cur)	0 - 30 Days	30 - 60 Days	60 - 90 Days	> 90 Days	Balance Amount (Baht)	Int @15% on Over due days	Mode Pymt	Mode Inv	Mode Tran	Terms No.Days
DIETHELM CO;LTD.																
OAB	IN	088/97	97/03/27		DCL-047/97	1371.31		1371.31			1371.31	26.79	CHQ			60
OAB	IN	089/97	97/03/27		DCL-048/97	121818.22		121818.22			121818.22	2558.18	CHQ			60
OAB	IN	090/97	97/03/27		DCL-049/97	29711.76		29711.76			29711.76	623.94	CHQ			60
OAB	IN	091/97	97/03/27		DCL-050/97	79831.12		79831.12			79831.12	1676.45	CHQ			60
OAB	IN	092/97	97/03/27		DCL-051/97	116473.91		116473.91			116473.91	2445.95	CHQ			60
OAB	IN	093/97	97/03/27		DCL-052/97	21571.20		21571.20			21571.20	452.99	CHQ			60
OAB	IN	103/97	97/04/04		DCL-053/97	2742.62		2742.62			2742.62	49.36	CHQ			60
OAB	IN	104/97	97/04/04		DCL-054/97	103610.24		103610.24			103610.24	1864.98	CHQ			60
OAB	IN	105/97	97/04/04		DCL-055/97	99650.58		99650.58			99650.58	1793.71	CHQ			60
OAB	IN	106/97	97/04/04		DCL-056/97	42853.50		42853.50			42853.50	771.36	CHQ			60
OAB	IN	116/97	97/04/10		DCL-057/97	148915.91		148915.91			148915.91	2233.73	CHQ			60
OAB	IN	117/97	97/04/10		DCL-058/97	175974.37		175974.37			175974.37	2639.61	CHQ			60
OAB	IN	118/97	97/04/10		DCL-059/97	86284.80		86284.80			86284.80	1294.27	CHQ			60
OAB	IN	119/97	97/04/10		DCL-060/97	83460.00		83460.00			83460.00	1251.90	CHQ			60
OAB	IN	121/97	97/04/18		DCL-061/97	77366.00	77366.00				77366.00	928.39	CHQ			60
OAB	IN	122/97	97/04/18		DCL-062/97	58290.76	58290.76				58290.76	699.36	CHQ			60
OAB	IN	123/97	97/04/18		DCL-063/97	40766.82	40766.82				40766.82	489.20	CHQ			60
OAB	IN	132/97	97/04/25		DCL-064/97	20386.94	20386.94				20386.94	183.48	CHQ			60
OAB	IN	133/97	97/04/25		DCL-065/97	157891.34	157891.34				157891.34	1421.02	CHQ			60
OAB	IN	134/97	97/04/25		DCL-066/97	249064.54	249064.54				249064.54	2241.58	CHQ			60
OAB	IN	136/97	97/04/29		DCL-067/97	224617.10	224617.10				224617.10	1684.62	CHQ			60
OAB	IN	137/97	97/04/29		DCL-068/97	35425.56	35425.56				35425.56	265.69	CHQ			60
OAB	IN	143/97	97/05/13		DCL-069/97	71736.76	71736.76				71736.76	107.60	CHQ			60
OAB	IN	144/97	97/05/13		DCL-070/97	259200.82	259200.82				259200.82	388.80	CHQ			60
OAB	IN	145/97	97/05/13		DCL-071/97	315758.87	315758.87				315758.87	473.63	CHQ			60
OAB	IN	156/97	97/05/16		DCL-072/97	25917.80	25917.80				25917.80		CHQ			60
OAB	IN	157/97	97/05/16		DCL-073/97	58669.30	58669.30				58669.30		CHQ			60
OAB	IN	159/97	97/05/23		DCL-074/97	77993.37	77993.37				77993.37		CHQ			60
OAB	IN	160/97	97/05/23		DCL-075/97	137225.48	137225.48				137225.48		CHQ			60
OAB	IN	161/97	97/05/23		DCL-076/97	57892.22	57892.22				57892.22		CHQ			60
OAB	IN	162/97	97/05/23		DCL-077/97	167114.37	167114.37				167114.37		CHQ			60
OAB	IN	163/97	97/05/23		DCL-078/97	66254.40	66254.40				66254.40		CHQ			60
OAB	IN	164/97	97/05/23		DCL-079/97	70299.00	70299.00				70299.00		CHQ			60
OAB	IN	166/97	97/05/29		DCL-080/97	49832.91	49832.91				49832.91		CHQ			60
OAB	IN	167/97	97/05/29		DCL-081/97	28569.00	28569.00				28569.00		CHQ			60
OAB	IN	168/97	97/05/29		DCL-082/97	229114.42	229114.42				229114.42		CHQ			60
OAB	IN	173/97	97/06/06		DCL-083/97	61756.66	61756.66				61756.66		CHQ			60
OAB	IN	174/97	97/06/06		DCL-084/97	49752.91	49752.91				49752.91		CHQ			60
OAB	IN	175/97	97/06/06		DCL-085/97	86178.39	86178.39				86178.39		CHQ			60
OAB	IN	176/97	97/06/06		DCL-086/97	99177.28	99177.28				99177.28		CHQ			60
OAB	IN	177/97	97/06/06		DCL-087/97	74472.00	74472.00				74472.00		CHQ			60
OAB	IN	182/97	97/06/13		DCL-088/97	25483.55	25483.55				25483.55		CHQ			60
OAB	IN	183/97	97/06/13		DCL-089/97	30305.04	30305.04				30305.04		CHQ			60
OAB	IN	184/97	97/06/13		DCL-090/97	116695.79	116695.79				116695.79		CHQ			60
OAB	IN	185/97	97/06/13		DCL-091/97	240170.06	240170.06				240170.06		CHQ			60
OAB	IN	186/97	97/06/13		DCL-092/97	174147.57	174147.57				174147.57		CHQ			60
OAB	IN	190/97	97/06/20		DCL-093/97	16989.03		16989.03			16989.03		CHQ			60

97/07/17 OUTSTANDING REPORT FOR THE PERIOD 9706 - SUMMARY 1

Cur. Cd	Territory	Cust. Code	Cust Name	O/s Amount (Cur)	O/s Amount (Baht)	0-30	30 - 60	60 - 90	> 90
						<----------AGE ANALYSIS IN DAYS---------->			
BAHT	RAMESH	0AB	DIETHELM CO;LTD.	4854946.41	4854946.41	3437516.93	1417429.48		
		0AC	DIETHELM-PD	376685.53	376685.53	376685.53			
		0AD	DUMEX LTD.	347672.59	347672.59	106019.50	241653.09		
		0BA	DUNKIN DONUTS	753428.30	753428.30		10762.70	641144.00	101521.60
		0BE	JIRAPAPHA	35438.40	35438.40	35438.40			
		0ML	MALA INTERTRADE CO.,LTD.	4046071.79	4046071.79	3485097.00	560974.79		
			Salesman Total	10414243.02	10414243.02	7440757.36	2230820.06	641144.00	101521.60
	41	0AM	PRESIDENT TOY CO.,LTD	50557.50	50557.50	50557.50			
			Salesman Total	50557.50	50557.50	50557.50			
			Currency Total	10464800.52	10464800.52	7491314.86	2230820.06	641144.00	101521.60
US$	VENU	1AA	PLAYTEX FAMILY PRODUCTS CORPOR	481644.44	12058330.46	271785.20	113805.50	67606.40	28447.34
		1AB	ANSA BOTTLE PRODUCTS INC.	100602.96	2521267.70	44674.84	37381.62		18646.50
		1AD	MICHAEL FRIEDMAN CORPORATION	1005367.60	25085074.17	116137.57	238831.55	64069.91	586628.57
		1AF	PLAYSCHOOL BABY INC.,	5649.37	141360.20	4371.84			1277.53
		1AM	ROYAL AMERICAN INDUSTRIES INC.	2520.00-	63803.38-				2520.00-
		1AT	26 UNITED ENTERPRISES	5000.00	125650.00				5000.00
		1AU	SAFETY 1ST	6936.08	173521.04	6526.08			400.00
		1AV	EVENFLO COMPANY,INC.	41050.36	1030616.94	37319.04			3739.32
		1AW	ASIA GLOBAL(HOLDINGS) CO.,LTD.	37226.58	934409.64	37226.88			
		1AZ	THE FIRST YEARS INC.	34560.28	860505.61	22207.72			12352.56
		1BG	D AND M SALES CO.	10000.70	237467.26				10000.70
		1BH	NATIONAL DISTRIBUTORS,INC.(USA	124873.36	3134241.62	78240.00	35314.20	10000.00	1319.16
		1BK	DANARA INTERNATIONAL,LTD.	284.00	7100.00				284.00
		1BN	BAG BAZAAR LTD	23018.55	575463.75	24624.00			1605.45-
		1BO	BABIES'BEST INC.,	25354.08	654642.35	25354.08			
		1BP	QUESTECH INTERNATIONAL INC.	2625.54	65652.56		1219.44		1406.10
		1BQ	APOTHECARY PRODUCTS	6177.60	154503.61	6177.60			
		1BS	KLEINE KINDER	125518.33	3137958.00	25035.84		44958.24	55524.24
		1DD	PLAYTEX LTD.	53352.41	1334635.05	36421.70	10077.00		6853.71
		4CN	WOLTEC INDUSTRIES LTD.	2812.00	70223.35		3060.00		248.00-
		4GA	EVENFLO (PHILIPPINES)INC.	1430.21	35838.85				1430.21
		4GB	ECHELON INTERNATIONAL ENTERPRI	81413.55	2046781.49	57256.14	1502.40	27719.16	5064.15-
		4GC	SARA LEE PHILIPPINES,INC.	7776.20	195185.75	7776.20			
		4GE	PHILUSA CORPORATION	190136.96	4753545.45	188327.36	1209.60		
			Salesman Total	2370289.45	59270835.48	980962.03	442101.31	214353.71	723872.34
	RAMESH	1BR	KONAY GRIPTIGHT INC.	4129.95	102719.03				4129.95
		1BT	ALDAN I'TL INC.	36430.92	913694.43	10536.00	10977.76	14917.16	
		2AG	PRODUCTS MARKETING MAYBORN LTD	67336.10	1689827.15		23952.30	14297.40	29136.40
		2AH	LEWIS WOOLF GRIPTIGHT LIMITED	32051.30	802870.20	21987.65	9875.52		188.13
		2AJ	BABY PURE LTD.	305848.80	7663616.22	38581.92	29567.52	64526.40	173172.96
		2AL	PAUL MURRAY PLC.	1774.83-	45693.00-	1774.83-			
		2DC	CASTLES INTERNATIONAL	2528.26	62819.80		2528.26		
		2TA	ELF EAST	2403.50-	62611.17-			11087.98-	8684.48

UNIVERSITY OF THAI CHAMBER OF COMMERCE SINCE1969 ASSUMPTION COLLEGE BROTHERS OF ST. GABRIEL

ABAC
GRADUATE SCHOOL LIBRARY

Date_: 97/10/11 PRODUCT COSTING REPORT 97/10/10 TO 97/10/10 1

Item Code	Item Description	Uom	Qty/Per	Unit Cost	Total Material Cost
Item : L40AB417308	JUB NIPPLE (STANDARD)		PC	Qty/Carton :	240.000
L30AB084000	CTN OUTER JUB FEEDING 20 DOZ	PC	1.000	8.5000	8.500
L2630500010	N5 JUB 'M'	GS	1.666	384.3100	640.260
L30AB03308	PCS BOX JUB STANDARD N5	PC	240.000	.4200	100.800
L30AB04301	PE JUB WHITE	PC	240.000	.0710	17.040
P30AB06417308	PVC 6.5*10 JUB 6 PCS 417308 316 324	KG	.125	72.0000	9.000
L30AB03308/2	DOZ BOX JUB STANDARD N5	PC	10.000	3.1800	31.800
L30AB09417308	STICKER BARCODE FOR PCS BOX #417308	PC	240.000	.0001	.024
	Total Material Cost				807.424
	A. Assembly Charge			.7870	
	B. Total Unit Cost/Ctn			3.3642	
	TOTAL COST (A+B)			4.1512	
Item : L40AB417316	JUB MINI NIPPLE		PC	Qty/Carton :	240.000
L30AB08406	CTN OUTER JUB MINI FEEDING 20 DOZ	PC	1.000	8.5000	8.500
L2630500011	N5 MINI JUB 'M'	GS	1.666	384.3100	640.260
L30AB04301	PE JUB WHITE	PC	240.000	.0710	17.040
L30AB03326	PCS BOX JUB MINI	PC	240.000	.4200	100.800
P30AB06417308	PVC 6.5*10 JUB 6 PCS 417308 316 324	KG	.125	72.0000	9.000
L30AB03326/2	DOZ BOX JUB MINI	PC	10.000	4.2400	42.400
L30AB09417316	STICKER BARCODE FOR PCS BOX #417316	PC	240.000	.0001	.024
	Total Material Cost				818.024
	A. Assembly Charge			.7870	
	B. Total Unit Cost/Ctn			3.4084	
	TOTAL COST (A+B)			4.1954	
Item : L40AB417324	JUB EXERCISER		PC	Qty/Carton :	240.000
L30AB08100/20	CTN OUTER JUB EXERCISER 20 DOZ	PC	1.000	9.7000	9.700
L2652200135	E2 SOOTHER JUB EXERCISE PINK NUK	PC	120.000	2.3480	281.760
L2652200136	E2 SOOTHER JUB EXERCISE BLUE NUK	PC	120.000	2.3480	281.760
L30AB03324	PCS BOX JUB EXERCISER	PC	240.000	.4200	100.800
P30AB06417308	PVC 6.5*10 JUB 6 PCS 417308 316 324	KG	.775	72.0000	55.800
L30AB03324/2	DOZ BOX JUB EXERCISER	PC	10.000	3.1800	31.800
L30AB09417324	STICKER BARCODE FOR PCS BOX #417324	PC	240.000	.0001	.024
	Total Material Cost				761.644
	A. Assembly Charge			.7870	
	B. Total Unit Cost/Ctn			3.1735	
	TOTAL COST (A+B)			3.9605	
Item : P40AB416807	PUR BOTTLE BRUSH (DELUXE) AND NIPPLE		CD	Qty/Carton :	60.000
N34NR0800011	CTN OUTER EXPORT UNPRINTED NO 2	PC	1.000	18.0000	18.000
P34NR032978	PCS BOX 6 CARD DT 2978	PC	10.000	4.2400	42.400
P2501609001	BOTTLE BRUSH PUR WHITE	PC	60.000	3.3200	199.200
S2840100004	NIPPLE CLEANING BRUSH	GS	.417	476.5000	198.700
P2590100002	PVC BOTTLE BRUSH (KT)(25*20)	PC	60.000	.3852	23.112
P34NR012978	CARD PUR BRUSH 2978	PC	60.000	1.2700	76.200
	Total Material Cost				557.612
	A. Assembly Charge			1.6570	
	B. Total Unit Cost/Ctn			9.2935	
	TOTAL COST (A+B)			10.9505	

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10/11/97 ROYAL INDUSTRIES (THAILAND) PUBLIC CO.LTD 0001

VOLUME-PRICE-VALUE SALES COMPARISON REPORT

Last Year : 9608 9608

Territory: 11 VENU

This Year : 9708 9708

Customer : 1AA PLAYTEX FAMILY PRODUCTS CORPOR

VALUE IN US$

Item code	Item Description	Quantity This Year	Quantity Last Year	Price This Year	Price Last Year	Value This Year	Value Last Year
L41AAC9920100/1	OVAL REGULAR PACIFIER ROSEBUD	21600	0	.23100	.00000	4989.60	.00
L41AAC9920105/1	OVAL REGULAR PACIFIER ABC	12000	0	.23100	.00000	2772.00	.00
L41AAC9920106/1	OVAL REGULAR PACIFIER TRAVEL	37200	0	.23100	.00000	8593.20	.00
L41AAC9920109/1	OVAL REGULAR PACIFIER DOTS STRIPES	36000	0	.23100	.00000	8316.00	.00
L41AAC9920174/1	ORTHO PACIFIER TRAVEL	4800	0	.23100	.00000	1108.80	.00
L41AAC9920177/1	ORTHO PACIFIER DOTS STRIPES	0	0	.00000	.00000	.00	.00
L41AAC9920180/1	ORTHO PACIFIER ROSEBUD	4800	0	.23100	.00000	1108.80	.00
L41AAC9920183/1	ORTHO PACIFIER PARTY BEAR	0	0	.00000	.00000	.00	.00
L41AAC9920213/1	OVAL REGULAR PACIFIER FLOWER GIRL	3600	0	.23100	.00000	831.60	.00
L41AAFD-1000	LATEX FLOW DISCS	30000	0	.14000	.00000	4200.00	.00
L41AAF9910600	FLEXIBLE PACIFIER P5 PINK	22800	27000	.31800	.31800	7250.40	8586.00
L41AAF9910700	FLEXIBLE PACIFIER P5 BLUE	21600	16800	.31800	.31800	6868.80	5342.40
L41AAF9910800	FLEXIBLE PACIFIER P5 TEAL	31200	31800	.31800	.31800	9921.60	10112.40
L41AAF9910900	FLEXIBLE PACIFIER E4 PINK	7200	5400	.31800	.31800	2289.60	1717.20
L41AAF9911000	FLEXIBLE PACIFIER E4 BLUE	4800	3000	.31800	.31800	1526.40	954.00
L41AAF9911100	FLEXIBLE PACIFIER E4 TEAL	5400	18000	.31800	.31800	1717.20	5724.00
L41AAF9911400	FLEXIBLE PACIFIER P5 YELLOW	24600	21000	.31800	.31800	7822.80	6678.00
L41AAF9911500	FLEXIBLE PACIFIER P5 PURPLE	42000	15000	.31800	.31800	13356.00	4770.00
L41AAF9911700	FLEXIBLE PACIFIER E4 YELLOW	7200	6000	.31800	.31800	2289.60	1908.00
L41AAF9911800	FLEXIBLE PACIFIER E4 PURPLE	7200	6600	.31800	.31800	2289.60	2098.80
L41AAN99915	ORTHODONTIC NIPPLE	252000	50400	.20900	.20900	52668.00	10533.60
		0	0	.00000	.00000	.00	.00
	CUSTOMER TOTAL	0	0	.00000	.00000	139920.00	58424.40
		0	0	.00000	.00000	.00	.00
	TERRITORY TOTAL	0	0	.00000	.00000	139920.00	58424.40

ASSUMPTION UNIVERSITY OF THAILAND
BROTHERS OF ST. GABRIEL
OMNIA

Date : 97/10/11 ROYAL INDUSTRIES (THAILAND) CO LTD. P.No. 1

CUSTOMER SALES FOR THE YEAR 97

Salesman Code : 11 Name : VENU

CUSTOMER CODE	CUSTOMER NAME	JANUARY / JULY	FEBRARY / AUGUST	MARCH / SEPTEMBER	APRIL / OCTOBER	MAY / NOVEMBER	JUNE / DECEMBER	YTD
1AA	PLAYTEX FAMILY PRODUCTS CORPORATION	2.037	1.818	4.055	3.456	2.696	4.374	
		3.076	3.462	4.623				29.597
1AB	AMSA BOTTLE PRODUCTS INC.	1.613	2.240	.522	.938	.367	.744	
		2.399	2.338	2.053				13.208
1AD	MICHAEL FRIEDMAN FAR EAST LTD.	5.255	3.824	2.542	1.854	3.270	3.950	
		9.748	15.825	13.061				59.369
1AF	PLAYSKOOL BABY INC.,						.109	
		.016						.125
1AH	SANITOY, USA.	.123	.227	1.503	.769	.270		
		.266	.709	1.954				5.821
1AL	ROYAL AMERICAN INDUSTRIES, INC.							
		.224		.519				.743
1AM	ROYAL AMERICAN INDUSTRIES INC.,	.449		.517				
		.432						1.398
1AU	SAFETY 1ST	.338		.247	.041		.162	
		.535		.173				1.496
1AV	EVENFLO COMPANY, INC.,	.521	.329		.329	.486	.935	
		1.968	.909	1.826				7.303
1AW	ASIA GLOBAL(HOLDINGS) CO.,LTD.		.440			.556	.932	
		1.172	1.714					4.814
1BH	NATIONAL DISTRIBUTORS, INC.(USA)	.485		.525	.384	1.239	1.209	
		.600	.601	1.771				6.878
1BK	DAKARA INTERNATIONAL, LTD.	.428	1.308	.907	1.661			
				.197				4.501
1BN	CUDLIE				1.170	.273	.615	
		.011	.226					2.295
1BO	BABIES' BEST INC.,				.636	.134	.075	
			.557	.675				2.077
1BP	QUESTECH INTERNATIONAL INC.	.360	.276	.402		.029		
								1.067
1BQ	APOTHECARY PRODUCTS				.123		.153	
								.276
1BS	KLEINE KINDER	.622		.898	1.123		.624	
		.506						3.773
1BU	SWEET SURPRISES INC.				.424	1.045		
		.968	.504	.946				3.887
1BX	HAMCO INC	.159						
			.500					.659
1BZ	MEIJER, INC.	.073	.321			.489		
		.683						1.566
1DD	PLAYTEX LTD.	.865	.745	.419	.705	.375	.513	
		.294	.274	.382				4.498
1DF	HASIKO CANADA INC	.186	.122	.250	.320	.123	.503	
		.428		.316				2.288
1DK	1218516 ONTARIO LIMITED							
			.644	.685				1.330
4CH	ELUNG INDUSTRIAL COMPANY			.065	.065			
								.130

CUSTOMER SALES FOR THE YEAR 97

Salesman Code : 11 Name : VENU

CUSTOMER CODE	CUSTOMER NAME	JANUARY / JULY	FEBRAURY / AUGUST	MARCH / SEPTEMBER	APRIL / OCTOBER	MAY / NOVEMBER	JUNE / DECEMBER	YTD
4GE	PHILLUSA CORPORATION			1.060	2.015	1.170	4.716	
		4.663	3.658	.236				17.518
	TERRITORY TOTAL	14.035	11.816	14.800	16.612	12.956	20.646	
		30.091	34.469	31.801				187.256
	GRAND TOTAL	14.035	11.816	14.800	16.612	12.956	20.646	
		30.091	34.469	31.801				187.256

ABAC GRADUATE SCHOOL LIBRARY