

# Sample Reports

A few of the scores of reports included with Catapult





# Breakthrough REPORTING POWER

Make the right decisions at the right time with Catapult reports. Generate current reports on the critical areas of your business, such as inventory levels, current sales, and historic sales. Immediately determine what quantities you have on hand, on order, and sold. Ascertain your costs, profits, and all data critical to staying competitive and profitable.

# **Cutting Through the Clutter**

Even a library of reports isn't enough if you can't get the information you need. Catapult reports eliminate what you don't need so you can focus on the critical information you do need for day-to-day operations and making accurate projections. Catapult's unique data filtering system turbocharges reports with unmatched versatility, providing with one report what other systems do using several.

selected from a list of presets) for nearly every Catapult report to view results broken down to the hour, day, week, or month, for

Ranges can be specified (or

any or all cashiers, terminals, customers, salespersons, or transaction types.

At a glance identify which products are selling and which aren't. How well your stores are performing. What your net margins are down to the item or across brands or suppliers. Catapult will report up-to-the-minute stats, so you can make informed, worry-free business decisions

# **Fueled With Flexibility**

Catapult ships standard with the Seagate
Crystal Reports® print engine: the world's
number one, award-winning desktop reporting
and analysis tool. This built-in component lets
you print presentation-quality reports and
send those reports to your monitor or to a
printer. You'll also be able to export reports to
a variety of formats including Microsoft®
Excel, ASCII and HTML text, and distribute
them by e-mail or over the Internet.

Catapult includes the most popular reports and graphs for your business. When specialized reporting is required, you can arrange for ECRS or your local dealer to make these reports for you. For more hands-on report creation you can purchase Crystal Reports Professional® and edit many of the existing Catapult reports.

800-211-1172



# **Blazing Speed**

Catapult captures every detail to give you pinpoint accuracy and simultaneously summarizes data by the hour or day. We call this technology **Report Optimization** and it does exactly that, crunching data at breathtaking speed. For example, the Item Net Sales report for an 8-month period (which includes over 115,000 customer transactions) took less than 14 seconds\* to run. You can count on Catapult to provide the information you need accurately, efficiently, and quickly, when you need it. No other application even comes close.

# **Under the Hood**

For a retail management system to provide critical data in a timely manner, all transaction data must be stored as efficiently as possible utilizing state-of-the-art Database Management Systems (DBMS). Catapult's DBMS is Sybase® Adaptive Server Anywhere, a proven DBMS with over 4 million users. Adaptive Server Anywhere provides Catapult with a fully functional relational DBMS that is efficient, extensive, and reliable. You benefit from true client-server computing with transaction processing and referential integrity that ensures the consistency of your data and provides quick access to all the information your retail operation demands.

# **Sample Reports**

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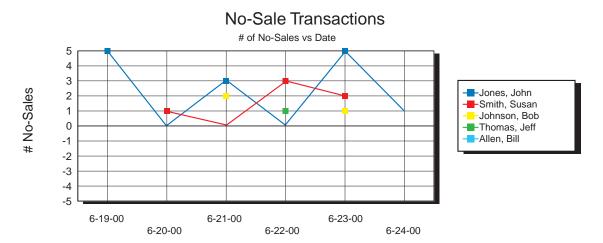
<sup>\*</sup> using a Pentium III® 600MHz processor with 128MB RAM

#### Cashier Comparison Report

Page 1 of 4

Print Date/Time: 06-26-2000 5:38PM

Reporting Range: Transaction End Time= 06/19/2000 12:00:00 AM - 06/25/2000 11:59:59 PM; Employee= + Allen



Employee Identity	# No-Sales	Variance from Average
Jones, John	14	
Smith, Susan	6	
Johnson, Bob	4	
Thomas, Jeff	2	
Allen, Bill	2	

Report Name : Cashier Comparison
Database : POS Transactions

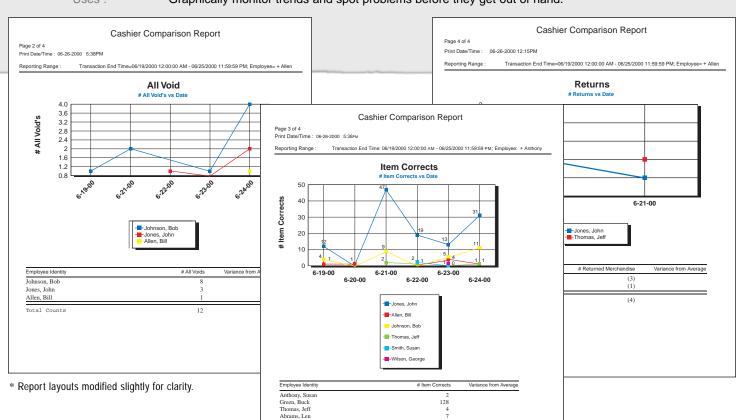
**Total Counts** 

Specifics: A picture is worth a thousand words. Spot negative trends quickly by Cashier: No Sales, All

28

Voids, Returns, and Item Corrects.

Uses: Graphically monitor trends and spot problems before they get out of hand.



# **Cashier Report**

Page 1 of 1

Date/Time Printed: 06-20-2000 5:49PM

Tenders In Di	rawer Repo	ort				
	Cash Tende	ered	\$1,0	67.74		
	Check Tend	lered	\$2,1	53.67	Quantity	48
	Credit Card	<u> </u>	\$1,3	54.32	Quantity	33
	Tenders In	Drawer Total	\$4,5	75.73 T	otal Countable Tenders	81
Drawer Safe I	Drops Rep	ort				
	Date	Time	Terminal	Receipt #	Tender Type	Amount
	06/19/2000	12:40:45 PM	POS Terminal 1	4593	Cash Tendered	\$400.00
	Safe Drop To	otal				\$400.00
Cashier Nega	tive Repo	rt				
	No Sales				Quantity	9
	Voids			\$0.00	Quantity	0
	Item Correc	ets		55.57	Quantity	18
	Returns		\$	16.81	Quantity	4
	Negative To	otal	\$5,2	72.38	Quantity	31
Cashier Disco	ount Repo	rt				
	\$ Store Cou	ipon	\$	11.94	Quantity	6
	% Discount		\$	15.40	Quantity	15
	% Store Co	upon		\$0.90	Quantity	1
	Consolidate	ed Total	\$1	77.22	Quantity	663
		E 10% DISCOUNT		\$5.25	Quantity	19
	PAC \$2.00	OFF		\$2.00	Quantity	1
	Discount To	otal	\$2	12.71	Quantity	705

Report Name : Cashier

Database : POS Transactions

Specifics: POS activity for selected POS terminal or cashier in specified date/time range.

Uses: Simplified cashier and cash drawer reconciliation.

I agree with the to	otals represented above.	Sign :	Date :
Cashier Notes :			
•			

Catapult Catalog ID : PO-01 Report Version 2.7.11

## **Hourly Sales Report**

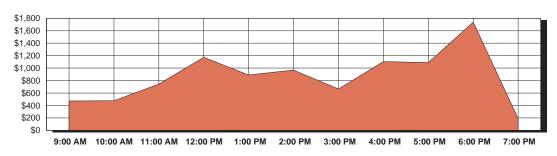
Page 1 of 1

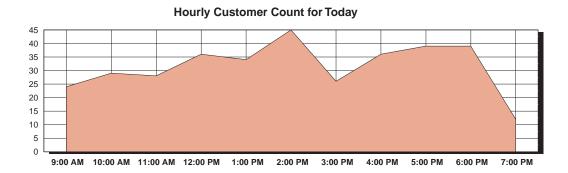
Date/Time Printed: 06-20-2000 05:28 PM

Reporting Range: Transaction End Time: 06/19/2000 12:00:00 AM - 06/19/2000 11:59:59 PM

Day Of Week	Date	Hour Of Day	Net Sales	Customer Count
Monday	06/19/2000			
·		9:00 AM	\$472.07	24
		10:00 AM	\$477.09	29
		11:00 AM	\$742.98	28
		12:00 PM	\$1,173.37	36
		1:00 PM	\$890.36	34
		2:00 PM	\$967.94	45
		3:00 PM	\$664.52	26
		4:00 PM	\$1,105.77	36
		5:00 PM	\$1,088.25	39
		6:00 PM	\$1,738.07	39
		7:00 PM	\$190.18	12
	Total		\$9,510.60	348

#### **Hourly Sales for Today**





Report Name : Hourly Sales Report
Database : POS Transactions

Specifics: Breaks down hourly sales and customer counts. Can be filtered by cashier and terminal.

Uses: Analyze your sales in relation to customer traffic to make precise employee scheduling

decisions.

\$4.24

#### **Transaction Detail**

Page 1 of 1

01155

Print Date/Time: 06-20-2000 10:19 AM

Reporting Range: Transaction End Time=06/19/2000 12:00:00 AM - 06/19/2000 11:59:59 PM; Line Item Type=All Void

GRAPES BLK ORG SDLES

All Void

Transaction Start Time: Invoice Number: Customer Number: Customer Name:	06/19/2000 09:27:34 AM 103002090	Termi Rece	$ \begin{array}{lll} \mbox{Transaction End Time:} & 06/19/2000 \\ \mbox{Terminal:} & 3: \mbox{POS Te} \\ \mbox{Receipt Number:} & 2090 \\ \mbox{Cashier:} & 9122: \mbox{Mat} \\ \end{array} $			
Item ID	Receipt Alias		Quantity Sold	Unit Price	Ext Price	
02	Misc Bulk		1.000	\$11.5600	\$11.56	
02	Removed >> Misc Bulk		(1.000)	\$11.5600	(\$11.56)	
01156	GRAPES GRE PERLETTE		1.050	\$2.0400	\$2.14	
01157	GRAPES RED FLAME SDS		0.880	\$1,9300	\$1.70	

1.600

\$2.6500

Transaction Start Time: 06/19/2000 10:56:57 AM Transaction End Time: 06/19/2000 10:57:37 AM Invoice Number: Terminal: 2: POS Terminal 2 102003630 Customer Number: Receipt Number: 3630 Customer Name: Cashier: 4299 : Sam Item ID Receipt Alias Quantity Sold Unit Price Ext Price 6 Misc Frozen & Refrig 1.000 \$1.0000 \$1.00 All Void

Invoice Number: Customer Number:	102003691 20stomer Number: 400000100154		nal: 2 ipt Number: 3	06/19/2000 02:47:09 PM 2 : POS Terminal 2 3691 1541 : Bob		
Item ID	Receipt Alias		Quantity Sold	Unit Price	Ext Price	
05	Misc Vit & Sup All Void		1.000	\$30.3500	\$30.35	

Report Name : Transaction Detail
Database : POS Transactions

Specifics: Details every transaction within a date/time range. Notice the header line which lists the

Customer Name and Number (for transactions with associated customers) as well as the date/

time stamp for the transaction.

Uses: Using the powerful filter system you can view only the transactions that meet specified criteria;

for example, list only the transactions that were voided by a specified cashier.

# **Sales Activity Summary Report**

Page 1 of 2

Date/Time Printed: 06-20-2000 10:16 AM

Reporting Range: T ansaction End Time = 06/19/2000 12:00:00 AM - 06/19/2000 11:59:59 PM

Cashier Negative Report				
No Sales			Quantity	16
Voids	\$50.99		Quantity	3
Item Corrects	\$5,431.03		Quantity	43
Returns	\$19.13		Quantity	5
Negative Totals	\$5,501.15		Quantity	67
line New Discount Deport		Report Name :	Sales Activi	ty Summary
Line Item Discount Report	Ф <b>77</b> 01	Database :	POS Transa	ctions
\$ Store Coupon % Discount	\$77.91 \$27.51	Specifics:	A combination	on of the
	\$9.55	·	Financial, Ca	ashier, and
% Store Coupon	\$9.55 \$0.15		Department	
EMPLOYEE 10% DISCOUNT			reports. Run	daily or for any
PAC \$2.00 OFF	\$6.00	_		ncluding week,
Line Item Discount Totals	\$121.12	Uses :	month, seas	on, or year. rt to close out the
			day with, pro	viding all the
Sub-Total Discount Report	<b>\$</b> < 00			formation in a
\$ Store Coupon	\$6.00 \$333.10		concise, eas	y-to-read format.
Consolidated Total EMPLOYEE 10% DISCOUNT	\$323.19 \$9.77		Waarility	
	·			Δ+
Sub-Total Discount Totals	\$338.96 59	,	Quantity	1,235
Collected Sales Tax Report				_
Food Tax	\$156.70	Taxab	le Sales	\$4,354.19
Non-Food Tax	\$327.16	Taxab	le Sales	\$4,957.42
Total Tax Collected	\$483.86			, ,,-
Total Tax Collected	φ+ο5.00			
Exempted Sales Tax Report				
Food Tax	\$1.87	Tax Exem	pt Sales	\$51.84
Total Tax Exempted	\$1.87	Page 2 of 2	Sales Activity Summ	ary Report
		Date/Time Printed: 06-20-2000 10:16 AM Reporting Range: Transaction End Tir	ne = 06/19/2000 12:00:00 AM - 06/1	9/2000 11:59:59 PM
Sales Totals Report		Tenders In DrawerTotal	\$8,790.11	Total Countable Tenders
Gross Sales	\$15,956.34	Department Net Sales Report Department Name	(Net Sales include Negative T	Total and Discount, without Tax)
- Negative Total	\$5,501.15	01 - Grocery 02 - Bulk		S S
- Item Discount Total	\$121.12	03 - Produce 04 - Personal Care 05 - Vit & Sup		s
- Sub Total Discount Total	\$338.96	06 - Frozen 07 - Non-Food		3
	***	08 - Juice 09 - Books & Mags 10 - General Merch		
= Net Sales With Tax	\$9,995.11	12 - PAC FEE 13 - DAIRY		
- Total Tax Collected	\$483.86	Net Sales for Departments	Listed	s
= Net Sales No Tax	\$9,511.25			
Tenders In Drawer Report		-		
Cash Tendered	\$2,359.58			
Check Tendered	\$4,165.15			
Credit Card	\$2,265.38			

#### Salesperson Item Sales Detail Report

Page 1 of 1

Print Date/Time: 12-11-00 10:46AM

Note: Net Quantity Sold, Extended Cost and Net Sales include Returned Items.

Reporting Range: DEPT= + 04 Vit &Min Transaction End Time=12/08/2000 12:00:00 AM - 12/08/2000 11:59:59 PM

Salesperson:	84: Green, Thomas				
Item ID	Receipt Alias	Net Qty Sold	Extended Cost	Net % Margin	Net Sales
000011112013	WOMEN WILD YAM CREAM	4.000	\$55.0000	28.57 %	\$77.0000
000011112020	MENS WILD YAM CREAM	5.000	\$65.0000	33.33 %	\$97.5000
Salesperson	Totals	9.000	\$120.0000	31.23 %	\$174.5000

Salesperson: 93	: Hill, Anthony				
Item ID	Receipt Alias	Net Qty Sold	Extended Cost	Net % Margin	Net Sales
000011112013	WOMEN WILD YAM CREAM	11.000	\$151.2500	28.57 %	\$211.7500
000011112020	MENS WILD YAM CREAM	17.000	\$221.0000	33.33 %	\$331.5000
002110507509	MGN 3 LANE	6.000	\$250.2000	25.92 %	\$337.7400
Salesperson Total	s	34.000	\$622.4500	29.35 %	\$880.9900

Salesperson:	75 : Abrams, Lenny					
Item ID	Receipt Alias	Net	Qty Sold	Extended Cost	Net % Margin	Net Sales
701619100159	CHAMOMILE CALM	59	2.000	\$17.5200	26.08 %	\$23.7000
Salesperson	Totals		2.000	\$17.5200	26.08 %	\$23.7000

Report Name: Salesperson Detail and Summary

Database: POS Transactions

Specifics: A detailed report of items sold that were associated with the specified Salesperson(s)

subtotaling retail price. The Summary report lists retail sales totals by Salesperson.

Uses: Track item sales by Salesperson for commission calculations and sales performance analysis.

#### Salesperson Item Sales Summary

Page 1 of 1

Print Date/Time: 12-11-00 10:50AM

Note: Net Quantity Sold, Extended Cost and Net Sales include Returned Items.

Reporting Range: DEPT= + 04 Vit &Min Transaction End Time=12/08/2000 12:00:00 AM - 12/08/2000 11:59:59 PM

Employee Number	Employee Name	Net Qty Sold	Extended Cost	Net % Margin	Net Sales
84	Green, Thomas	9.000	\$120.0000	31.23 %	\$174.5000
93	Hill, Anthony	34.000	\$622.4500	29.35 %	\$880.9900
75	Abrams, Lenny	2.000	\$17.5200	26.08 %	\$23.7000
		45.000	\$759.9700	29.58 %	\$1,079,1900

#### Time Clock Detail Report

Page 1 of 1

Print Date/Time: 12-12-2000 05:19PM

Reporting Range : Clock In Time= $12/10/2000\ 12:00:00\ AM - 12/11/2000\ 11:59:59\ PM$ 

Emplo 22	oyee Number	Employee Name White, Penny					
	Clock In	Clock Out	Hours				
	12-10-2000 11:13 AM	12-10-2000 11:24 AM	0.18				
	12-10-2000 07:59 AM	12-10-2000 10:58 AM	2.98				
	12-10-2000 02:04 PM	12-10-2000 05:01 PM	2.95				
	12-10-2000 12:00 PM	12-10-2000 01:49 PM	1.82				
	12-11-2000 08:00 AM	12-11-2000 11:40 AM	3.67	D (N	The Ober Details		
	12-11-2000 12:30 PM	12-11-2000 02:28 PM	1.97	Report Name :	Time Clock Detail and Summary		
	12-11-2000 02:43 PM	12-11-2000 05:08 PM	2.42	Database :	Time Clock		
	12-10-2000 11:13 AM	12-11-2000 05:08 PM	15.98	Specifics :	The Time Clock feature records clock-in and clock-		
Employee Number	yee Number	Employee Name Jones, John			out times for employees. The Detail report includes all time clock records for		
	Clock In	k In Clock Out			the specified employee(s);		
	12-10-2000 10:45 AM	12-10-2000 01:05 PM	2.33		the Summary report lists only the total hours for		
	12-10-2000 01:55 PM	12-10-2000 04:00 PM	2.08		each specified employee		
	12-10-2000 04:15 PM	12-10-2000 05:33 PM	1.30		during the date/time range.		
	12-11-2000 11:14 AM	12-11-2000 11:59 AM	0.75		No hours are reported		
	12-11-2000 12:46 PM				when the time clock record is incomplete.		
	12-10-2000 10:45 AM	12-11-2000 11:59 AM	6.47		The record and the hour totals are outlined when ar		
Employee Nun	yee Number	Employee Name Johnson, Bob			unusually long period of time is recorded, since it is likely the employee forgot		
	Clock In	Clock Out	Hours		to clock out; the hours are corrected by hand.		
	12-10-2000 02:01 PM	12-11-2000 10:44 AM	10.72	Uses :	Report hours worked for		
	12-11-2000 11:00 AM	12-11-2000 12:32 AM	1.53		payroll.		
	12-11-2000 12:46 PM	12-11-2000 02:29 PM	1.72				
	12-11-2000 02:44 PM	12-11-2000 05:20 PM	2.60				
	12-10-2000 02:01 PM	12-11-2000 05:20 PM	16.57				

# Time Clock Summary Report

Page 1 of 1

Print Date/Time: 12/12/2000 04:09 PM

Reporting Range : Clock In Time: 12/10/2000 12:00:00 AM - 12/11/2000 11:59:5 PM

Employee Number	EmployeeName	Total Hours
22	White, Penny	15.98
1291	Jones, John	9.42
1541	Johnson, Bob	16.57

41 97

Worksheet Name :	March Beverage Sale	Started Date/Time :	03/22/2001 12:00:00 AM
Committed Status :	Yes	Change Type :	Temporary
Date/Time Committed :	03/13/2001 11:01:40 AM	End Date/Time :	03/25/2001 11:59:59 PM

## Price Change Performance Summary Report

Page 1 of 1

Print Date/Time: 3/27/01 11:18 AM

Prior Sales Period - Start : Thursday	3/15/01	Price Change Period - Start: Thursday	3/22/01
End: Sunday	3/18/01	End : Sunday	3/25/01

		Price Level 1		Prior Sales Period		Promotional Sales Period		Net Change	
Item ID	Description	Old Price	New Price	Net Qty Sold	Net Margin	Net Qty Sold	Net Margin	Between	Periods
07800001080	7 UP 12 PAK	\$5.4900	\$4.9900	22.000	\$22.4400	62.000	\$32.2400	43.67 %	\$9.8000
07020210103	A&W 12 PAK	\$5.4900	\$4.9900	14.000	\$14.2800	43.000	\$22.3600	56.58 %	\$8.0800
07800001168	DIET 7 UP 12 PAK	\$5.4900	\$4.9900	14.000	\$14.2800	49.000	\$25.4800	78.43 %	\$11.2000
0121900	DIET PEPSI 12 PACK	\$5.4900	\$4.9900	26.000	\$26.5200	45.000	\$23.4000	(11.76%)	(\$3.1200)
05490003007	DR PEPPER 12 PK	\$5.4900	\$4.9900	51.000	\$69.2172	97.000	\$83.1484	20.13 %	\$13.9312
0122250	MOUNTAIN DEW 12 P	\$5.4900	\$4.9900	56.000	\$57.1200	106.000	\$55.1200	(3.50%)	(\$2.0000)
0120160	PEPSI 12 PACK	\$5.4900	\$4.9900	72.000	\$73.4400	137.000	\$71.2400	(3.00%)	(\$2.2000)
05020000130	SUNNY DELIGHT 12 P	\$5.2000	\$4.8900	41.000	\$69.7328	117.000	\$162.7236	133.35 %	\$92.9908

Report Name: Price Change Performance Summary

Database: Inventory - Transactions

Specifics: Net Margin is calculated for items included

in a Temporary Price Change worksheet (for a Promotional Sale) and compared to the corresponding time period prior to the sale. A Detail report shows data for all four

Price Levels.

Uses: Analyze the performance of items put on

sale.

Report Name : Cashier Reconciliation
Database : POS Transactions

Specifics : Count and totals

Count and totals for tenders with the Reconcile option turned on. Cashier enters Actual amounts in the Cashier Reconciliation worksheet, which can show Expected amounts or hide if Blind Reconciliation is turned on in the Transaction Security profile.

#### Cashier Reconciliation

Date/Time Printed: 03-08-2001 09:17 PM

Cashier : White, Penny Cashier Number : 22

Reporting Range: Start Period= 03-08-2001 00:00 AM End Period= 03-08-2001 11:59 PM

Reconciled Tenders In Drawer

	Expe	Expected		Actual		Over / Under	
	Amount	Count	Amount	Count	Amount	Count	
Cash	\$ 1,211.99		\$ 1,210.99		-\$ 1.00		
Check	\$ 379.68	18	\$ 379.68	18			
Gift Certificate	\$ 50.00	2	\$ 50.00	2			
Total	\$ 1641.67	20	1640.67	20	-\$ 1.00	0	

I agree with the t	otals represented above.	Signature	Penny White	Date March 8, 01
Cashier Notes				

# Customer Net Margin Ranking

Page 1 of 1

Print Date/Time: 12-12-2000 11:21 AM

Reporting Range: Transaction End Time: 06-01-2000 12:00:00 AM - 12-12-2000 11:59:59 PM

Customer ID	Customer Name	Qty Sold	Net Margin	Net % Margin	Net Sales	Number of Transactions	Net Sales % of Total	Average Purchase
400000100555	Johnson, John J.	86	\$592.15	37.5400	\$1,577.39	19	33.41%	\$ 83.02
400000100158	Thomas, Tom	127	\$364.41	40.2500	\$ 905.37	24	19.18%	\$ 37.72
400000100208	George, G. G.	33	\$208.11	29.8420	\$ 697.38	14	14.77%	\$ 49.81
400000100161	Richards, Dick	94	\$230.15	41.2687	\$ 557.69	17	11.81%	\$ 32.81
400000100274	Roberts, Bob	19	\$197.86	39.8500	\$ 496.51	9	10.52%	\$ 55.17
400000100154	Stephens, Steve	16	\$81.40	36.2894	\$ 224.30	10	4.75%	\$ 22.43
400000100316	Samuels, Sam S.	4	\$50.07	37.5820	\$ 133.23	4	2.82%	\$ 33.31
400000100142	Carrin, Karen	3	\$37.13	42.0000	\$ 88.40	1	1.87%	\$ 88.40
400000100230	Marrion, Mary	4	\$13.74	33.3333	\$ 41.22	1	0.87%	\$ 41.22
Totals 11			\$1,775.02	37.5900	\$4,721.49	99		\$ 44.39

## **Customer Transaction Detail Report**

Page 1 of 1

Print Date/Time: 01-04-200:149AM

Net Sales as % of Grand Total

Reporting Range: Transaction End Time: 12/01/2000 12:00:00 AM - 12/31/2000 11:59:59 PM

37.39 %

Customer ID: 4	0001020132 Cust	omer Name: Thomas,	Tom					
Item ID	Receipt Alias	Department	Quantity Sold	Net Margin N	et % Margin	Net Sales		
074333384885	AHM ALL PURP MIX WF	01 - Grocery	1.000	\$0.790	21.07 %	\$3.750		
074333371106	AMARANTH FLOUR ORG	01 - Grocery	2.000	\$1.032	21.96 %	\$4.700		
1112	BEE POLLEN BULK	02 - Bulk	1.150	\$3.567	31.04 %	\$11.490		
010043010119	BEE POLLEN EXTRACT	05 - Vit & Sup	2.000	\$4 160	25.04.0/	\$16,100		
002110307437	BENEJOINT ANALGESIC	05 - Vit & Sup	Report Name	: Custom	er Transac	tion Sumn	nary Ranked	
0009	BULK BAKING SODA	02 - Bulk		by Net N			,	
0100	BULK BLKEYED PEAS OR	02 - Bulk		Dy Net II	nargin			
0004	BULK COCOA POWDER	02 - Bulk		Custom	er Transac	tion Detail		
078354636046	CABOT BUTTR 1/4# STI	13 - DAIRY						
000974910015	CARDIO NUTRITION RX	05 - Vit & Sup	Database :	Custom	ers and Po	OS Transac	tions	
070734054068	CEL GRN ECHINACEA OG	01 - Grocery		Oustoni	ci 3 and F	o mansac	,110113	
070734053573	GINGEREASE HERB TEA	01 - Grocery	Specifics:	Summar	y of transa	ction totals	associated	
003367414312	GINKGOLD BOGO TWNPK	05 - Vit & Sup			•	own above		
046352004488	YERBA STJOHNS WORT 3	05 - Vit & Sup				by Net Mar		
	-			another	Customer [	Detail repor	•	
Total Num	ber of Transactions	6		by Custo	mer ID.			
Average P	Purchase \$	24.12		Custome	r Transact	ion Detail re	eports items	
Net Sales	as % of Grand Total 62	2.61 %						
Total Quar	ntity Sold 2	2.498				during date	ume range	
Total Net S	•	44.70		specified	i.			
i otal Net S	Sales \$1	44.70	Uses:	Discover	Discover which Customers are the most			
Customer ID: 4	0001020015 Cust	tomer Name: Lott, Sp			profitable. Analyze purchasing trends of			
tem ID	Receipt Alias	Department		your bes	t Custome	rs.		
015794080305	ADULT'S MULTI CHEW	05 - Vit & Sup	2.000	\$2.380	Iv	V		
010043053420	HFS ULTRA DHA 50	05 - Vit & Sup	2.000	\$16.160	35.61 %	\$45.380		
030000216422	MOTHERS BARLY QUICK	01 - Grocery	1.000	\$0.250	20.00 %	\$1.250		
757645010443	NMAN CUPS PNUT BTR D	01 - Grocery	6.000	\$0.960	23.19 %	\$4.140		
040647001763	VIT C 500 MG	05 - Vit & Sup	1.000	\$4.520	33.51 %	\$13.490		
			12.000	\$24.2700	28.08 %	\$86.4200		
Total Num	ber of Transactions	4						
Average P	urchase \$	21.61						

#### **STATEMENT**

Remit to: Healthy Market 890 West King St Boone, NC 28607 Page 1 of 1 Print Date: 3-5-01

Phone: 828-265-2907

To: Steve Stephens Account Number: 400000100154 Account Terms: Net 30

5000 Billings Way Boone, NC 28608

Note: Previous Unpaid Balance is the sum of all invoices prior to the date: 2-1-01

Date	Invoice #	Due Date	Amount	Туре	Running Balance
2-1-01	Previous Unpaid Balar	nce	\$ 27.15		\$ 27.15
2-2-01	000101000004	3-4-01	\$ 17.82	Charge	\$ 44.97
2-15-01	000101001027	3-17-01	\$ 86.76	Charge	\$ 131.73
2-21-01	000101001438	3-23-01	\$ 38.84	Charge	\$ 170.57
2-26-01	000101002019	3-28-01	\$ 32.84	Charge	\$ 203.41

<u>Current</u>	0-30 Days Past Due	31-60 Days Past Due	61-90 Days Past Due	Over 90 Days Past Due	
\$ 158.44	\$ 44.97	\$ 0.00	\$ 0.00	\$ 0.00	

Account Balance

\$ 203.41

#### **Total Due Now**

\$ 44.97

STATEMENT	
STATEMENT	

Remit to: Healthy Market 890 West King St Boone, NC 28607 Phone: 828-265-2907 Fax: 828-265-0097 Page 1 of 1 Print Date: 3-5-01

): () 1

Steve Stephens 5000 Billings Way Boone, NC 28608 Account Number: 400000100154 Account Terms: Net 30

Note: Previous Unpaid Balance is the sum of all invoices prior to the statement date 2-1-01

Date	Invoice #	Due Date		Amount	Туре	Running Balance
2-1-01	Previous Unpaid Balance			\$ 27.15		\$ 27.15
2-2-01	000101000004	3-4-01		\$ 17.82	Charge	\$ 44.97
	GH CAKE MIX GER C	1.000	\$ 2.19			
	PRO SHMPO 48OZ	1.000	\$ 6.49			
	APPLE RED DEL	2.400	\$ 0.49			
	HLDAY PAIN RLV 1	1.000	\$ 3.98			
	HLDAY PAIN RLV 1	1.000	\$ 3.98			
	SUBTOTAL		\$ 17.82			
	TOTAL		\$ 17.82			
2-15-01	000101001027	3-17-01		\$ 86.76	Charge	\$ 131.73
	Produce	1.000	\$ 11.37			
	Grocery	1.000	\$ 49.86			
	General Merch	1.000	\$ 22.47			
	State Tax		\$ 3.06			
	SUBTOTAL		\$ 83.70			
	TOTAL		\$ 86.76			
2-21-01	000101001438	3-23-01		\$ 38.84	Charge	\$ 170.57
	Grocery	1.000	\$ 32.42			
	General Merch	1.000	\$ 1.69			
	Produce	1.000	\$ 2.96			
	State Tax		\$ 1.77			
	SUBTOTAL		\$ 37.07			
	TOTAL		\$ 38.84			
2-26-01	000101002019	3-28-01		\$ 32.84	Charge	\$ 203.41
	Grocery	1.000	\$ 31.28			
	State Tax		\$ 1.56			
	SUBTOTAL		\$ 31.28			
	TOTAL		\$ 32.84			
Cur	rent 0-30 Days Past	Due 31-60	Days Past Du	ue 61-90	Days Past Due	Over 90 Days Past Due
\$ 15	8.44 \$ 44.97		0.00		\$ 0.00	\$ 0.00

Account Balance

Total Due Now \$44.97

\$ 203.41

Report Name : Customer Statement

**Summary** 

**Customer Statement Detail** 

Database : Customers and

**POS Transactions** 

Specifics : Summarize or detail

transactions by customer for the specified date range. Transactions are considered due based on the settings in the Terms profile selected for

the customer.

Uses: Bill customers for in-house

charge accounts.

Worksheet Name :	Dept 7 Non-Food
Started By :	2 / Manning
Assigned To:	6872 / Stephens

Committed Status :	No
Committed By :	(None)
Date/Time Committed :	(None)

#### **Inventory Onhand Count Sheet**

Page 1 of 2

Print Date/Time: 11-29-00 4:45PM

Item ID	Brand	Receipt Alias	Size	Location	Department	System Qty.	Count
012344021146	NATURAL LIFE	ADULT CAN DOG FO	12/14 OZ		07 - Non-Food	58.000	57
012344020200	NATURAL LIFE	ADULT DOG FOOD 2	20#		07 - Non-Food	32.000	V
012344020408	NATURAL LIFE	ADULT DOG FOOD 4	40#		07 - Non-Food	15.000	V
012344020088	NATURAL LIFE	ADULT DOG FOOD 8	8#		07 - Non-Food	7.000	9
099999557800	BIOPAC	BIOPAC DISH LIQ 5G	5 GL		07 - Non-Food	19.000	19
099999557725	BIOPAC	BIOPAC LDRY LIQ 5G	5 GL		07 - Non-Food	21.000	<b>V</b>
093189114002	ENVIRORITE	CARPET CLEANER	1/64 OZ		07 - Non-Food	37.000	V
026851107002	ONE EARTH	CAT CRUNCHIES	5 OZ		07 - Non-Food	67.000	
072705013616	FROMMS	CAT FOOD 5LB	5#		07 - Non-Food	35.000	
072705105649	FROMMS	CAT FOOD 6.6LB	6.6#		07 - Non-Food	17.000	
012344052140	NATURAL LIFE	CHICKEN FELINE FO	12/14 OZ		07 - Non-Food	24.000	
093189453002	ENVIRORITE	CLEAN GLASS CLEA	1/32 OZ		07 - Non-Food	85.000	
017500040306	BON AMI	CLEANING POWDER	1/12 OZ		07 - Non-Food	31.000	
749174094766	EARTH FRIENDL	CLEANING TOWELS	40 CT		07 - Non-Food	127.000	
031984100202	BIO PAC	CONC DISH LIQ 44LB	44#		07 - Non-Food	13.000	
031984100103	BIO PAC	CONC LNDRY LIQ 4	44#		07 - Non-Food	15.000	
					27 - Non-Food	6 000	

Report Name: Inventory Onhand Count Sheet (Physical Inventory)

**Inventory Onhand Variance** 

Database: Inventory

Specifics: Physical Inventory checks can be made by Department, Brand, or any other segment of

inventory using a hand-held terminal or manually using the Physical Inventory Count

Worksheet, shown here with optional onhand quantities included. Once the tally is entered into the electronic worksheet, adjustments to inventory are calculated and shown on the Inventory

Onhand Variance report.

Uses: Turn Physical Inventory maintenance into a manageable job by breaking it up into smaller

tasks. Make periodic spot checks to lower shrinkage.

Worksheet Name :	Dept 7 Non-Food
Started By :	2 / Manning
Assigned To:	6872 / Stephens

Committed Status :	Yes
Commited By :	2 / Manning
Date/Time Commited :	11-29-2000 12:53 PM

#### **Inventory Onhand Variance Report**

Page 1 of 1

Print Date/Time: 11-29-00 12:53 PM

Note: This report will list only items from the Worksheet that have a non-zero Variance Quantity.

Item ID	Receipt Alias	Size	Old Qty	New Qty	Var Qty	% Var	Cost Var	Retail Var
012344021146	ADULT CAN DOG FOOD	12/14 OZ	58.000	57.000	(1.000)	(1.72%)	(\$ 0.81)	(\$1.05)
012344020088	ADULT DOG FOOD 8LB	8#	7.000	9.000	2.000	28.57%	\$ 13.26	\$16.90
026851107002	CAT CRUNCHIES	5 OZ	67.000	65.000	(2.000)	(2.99%)	(\$ 2.66)	(\$2,38)
012344070045	KITTEN DRY 4LB	4#	54.000	53.000	(1.000)	(1.85%)	(\$ 5.01)	35)
012344060206	LAMADERM DOG FD 20LB	20#	20.000	21.000	1.000	5.00%	\$ 14.96	

**Executive Report Summary** 

Number of Item Records Counted: 5

Average % of Variance: 5.40 %

Average Variance Quantity: (0.20)

Total Variance Cost: \$19.74

Total Variance at Retail: \$25.11

A hand-held terminal can be worth its weight in gold by cutting down data collection time.

Worksheet Name :	Dept 7 Non-Food
Started By :	2 / Manning
Assigned To:	1291 / Jones

Committed Status :	No
Commited By :	(None)
Date/Time Committed :	(None)

#### Shelf Price Manual Verification Checksheet Price Level 1

Page 1 of 3

Print Date/Time: 12-1-00 10:00AM

Item Number	Receipt Alias	Size	Location	Base Price	Shelf Price
012344021146	ADULT CAN DOG FOOD	12/14 OZ		\$1.0500	1.03
012344020200	ADULT DOG FOOD 20LB	20#		\$18.6500	18.69
012344020408	ADULT DOG FOOD 40LB	40#		\$32.3900	<b>V</b>
012344020088	ADULT DOG FOOD 8LB	8#		\$8.4500	V
099999557800	BIOPAC DISH LIQ 5GAL	5 GL		\$65.5500	<b>V</b>
099999557725	BIOPAC LDRY LIQ 5GAL	5 GL		\$65.5500	<b>V</b>
017500040306	BON AMI CLN PWD 12OZ	1/12 OZ		\$1.3500	\$1.29
093189114002	CARPET CLEANER	1/64 OZ		\$12.7500	<b>~</b>
026851107002	CAT CRUNCHIES	5 OZ		\$1.6900	V
072705013616	CAT FOOD 5LB	5#		\$5.9500	
072705105649	CAT FOOD 6.6LB	6.6#		\$11.4900	

Report Name: Shelf Price Verification Checksheet

**Shelf vs System Price Variance** 

Database: Inventory

Specifics: Shelf price checks can be made by Department, Brand, or any other segment of inventory using

a hand-held terminal or manually using the Price Verification Worksheet, shown here with optional system prices included. Once the adjustments are entered into the electronic worksheet, Price Variance between the system price and the shelf price can be reported.

Uses: Verify shelf prices with what's ringing up at the register.

Worksheet Name :	Dept 7 Non-Food
Started By :	2 / Manning
Assigned To:	1291 / Jones

Committed Status :	Yes
Commited By :	2 / Manning
Date/Time Commited :	12-01-2000 10:04 AM

# Shelf Price Variance Report

Page 1 of 1

Print Date/Time: 12-1-00 10:04 AM

Note: This report will list only items from the Worksheet that have a non-zero Variance Quantity.

Item Number	Receipt Alias	Old Price	New Price	\$ Variance	% Variance
012344021146	ADULT CAN DOG FOOD	\$ 1.05	\$ 1.03	(\$ 0.02)	(1.94%)
012344020200	ADULT DOG FOOD 20LB	\$ 18.65	\$ 18.69	\$ 0.04	0.21%
017500040306	BON AMI CLN PWD 12OZ	\$ 1.35	\$ 1.29	(\$ 0.06)	(4.65%)

**Executive Report Summary** 

Number of Item Reporting a Variance : 3

Average % Variance : (2.13%)

Average Dollar Variance : (\$ 0.01)

# Financial Summary Report

Page 1 of 1

Date/Time Printed: 06-20-2000 10:20AM

Reporting Range: Transaction End Time: 06/19/2000 12:00:00 AM - 06/19/2000 11:59:59 PM

Cashier N	legative Report			
	No Sales		Quantity	16
	Voids	\$50.99	Quantity	3
	Item Corrects	\$5,431.03	Quantity	43
	Returns	\$19.13	Quantity	5
	Negative Totals	\$5,501.15	Quantity	67
Line Item	Discount Report			
	\$ Store Coupon	\$77.91	Quantity	10
	% Discount	\$27.51	Quantity	23
	% Store Coupon	\$9.55	Quantity	9
	EMPLOYEE 10% DISCOUNT	\$0.15	Quantity	1
	PAC \$2.00 OFF	\$6.00	Quantity	3
	Line Item Discount Totals	\$121.12	Quantity	46
Sub-Total	I Discount Report			
	\$ Store Coupon	\$6.00	Quantity	13
	Consolidated Total	\$323.19	Quantity	1,198
	EMPLOYEE 10% DISCOUNT	\$9.77	Quantity	24
	Sub-Total Discount Totals	\$338.96	Quantity	1,235
Collected	Sales Tax Report			
	Food Tax	\$156.70	Taxable Sales	\$4,354.19
	Non-Food Tax	\$327.16	Taxable Sales	\$4,957.42
	Total Tax Collected	\$483.86		
Exempted	d Sales Tax Report			
	Food Tax	\$1.87	Tax Exempt Sales	\$51.84
	Total Tax Exempted	\$1.87		
Sales Tot	als Report			
	Gross Sales	\$15,956.34	Customer Count	349
	- Negative Total	\$5,501.15	Quantity	67
	- Item Discount Total	\$121.12	Quantity	46
	- Sub Total Discount Total	\$338.96	Quantity	1,235
	= Net Sales With Tax	\$9,995.11		
	<sup>-</sup> Total Tax Collected	\$483.86		

Report Name : Financial Summary

Database : POS Transactions

Specifics: A quick summary of transactions within a date/time range. Like the other reports in the system,

the structure is dynamic, displaying totals for generated features such as Discounts, Taxes and

Tender Types.

Uses: Get a daily (weekly or other specified time period) summary of key data.

## Departmental Net Sales, Profit and Volume Report

Page 1 of 1

Print Date/Time: 03/14/2001 03:20:56PM

Note: Net Sales and Margins include Sales Returns.

Reporting Range: Transaction End Time=03/13/2001 12:00:00 AM - 03/13/2001 11:59:59 PM

Department Name	No. Items in Dept.	Unit Volume	Net Sales	Net Margin	Net % Margin
Beer	270	745.00	\$ 514.05	\$ 96.85	18.84%
Dairy	165	352.00	\$ 753.28	\$ 165.44	21.96%
Deli	198	256.00	\$ 294.40	\$ 181.76	61.74%
Frozen Food	221	352.00	\$ 834.24	\$ 133.76	16.03%
Grocery	302	456.00	\$ 606.48	\$ 209.76	34.59%
Totals for Departments Listed	1156	2161.00	\$ 3,002.45	\$ 787.57	

#### **Executive Report Summary**

\$514.05

\$606.48

Number of Departments Listed :	5
Avg. Unit Volume Per Dept. Listed :	432.20
Avg. Net Profit Per Dept. Listed :	\$ 157.51
Avg. Net Sale Per Dept. Listed :	\$ 600.49
Avg. Net Profit Percentage Per Dept. Listed :	26.23
Total Number of Items For Depts. Listed :	1156
Total Net Profit For Depts. Listed :	\$ 787.57
Total Net Sale For Depts. Listed :	\$ 3,002.45

25.1%

9.8%

27.8%

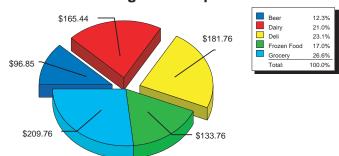
20.2%

100.0%

#### **Net Sales Per Department** Beer Dairy Deli Grocery



%



Report Name: Department Net Sales, Margin and Volume

\$834.24

Database: **POS Transactions** 

Specifics: This versatile report is three reports in one. Ranks your Department by unit volume and

provides Net Sales and Net Margin totals by Department. Note the easy-to-read Executive Summary and concise pie charts. Can be filtered by the hour, day, week, month, year or just

about any date/time range.

Uses: Analyze profitability by Department. Identify problem areas.

#### Inventory Recommended Reorder Report

Page 1 of 1

Print Date/Time: 11-30-00 11:10 AM

Reporting Range: (All)

			Quantity	/ On Hand		By S	upplier Unit		
Supplier Item ID	Item ID	Description	Base Unit	Supplier Unit	OnOrder	Need	Last Cost	Ext Cost	Chk
Supplier: AB	C DIST	ABC Distributors Inc.							
ABC-040306	017500040306	BON AMI CLN PWD 12OZ	11.000	0.458	0.000	4	\$24.9600	\$99.8400	
ABC-100103	031984100103	CONC LNDRY LIQ 44LB	2.000	0.667	0.000	9	\$134.9700	\$1,214.7300	
		<u> </u>	13.000	1.125	0.000	13		\$1,314.5700	

Report Name: Recommended Reorder, Purchase Order, Purchase Order Items Received

Database: Inventory

Specifics: Recommended Reorder can be run to get a perspective on your current inventory. Settings for the items

> on the Ordering page of the Inventory record (next page) indicate when the item is eligible for reordering and how much to order. These results can be sent directly to a Purchase Order worksheet: after a Supplier is selected for the PO, Auto Reorder fills in the PO based on the settings. The amounts can be

adjusted before submitting the PO to the Supplier (below).

The PO Items Received report (next page) is run after checking in the items on a Purchase Order.

Items not received can be flagged as Back Ordered to be converted into a PO with the remaining items.

Uses: You can streamline the reorder process with Catapult to automate your purchasing.

#### Purchase Order

Page 1 of 1

Healthy Market 890 West King Street Accounts Payable Boone, NC 28607

828-265-2907 solutions@ecrsoft.com

PO Number :	13
Account Number :	(None)
Authorized :	2 / Manning
Ship Via:	see remarks
FOB:	(None)
Supplier ID Code :	ABC DIST

Terms :	Net 30
Order Submitted :	11-30-2000
Needed By :	12-06-2000
Cancel By :	(None)
Ship On or After :	(None)

Fax: 828-265-0097

To:

ABC Distributors Inc.

POB 4321 Order Dept. IOWA CITY, CA 52240

Phone: 800-555-1212

inquiry@abcdist.xyz

Fax: 555-555-1212

Ship To:

Healthy Market 890 West King Street Loading Dock Boone, NC 28607

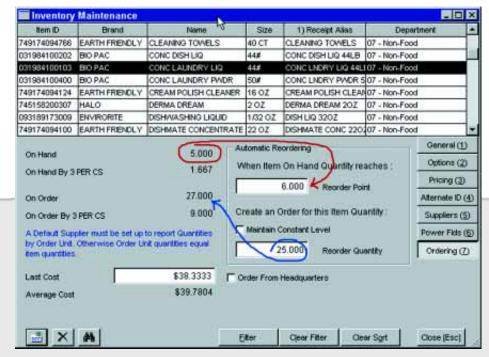
Phone: 828-265-2907

solutions@ecrsoft.com

Supplier Order ID	Item ID	Description	Unit	Order Qty	Unit Cost	Ext Cost
ABC-100103	031984100103	CONC LNDRY LIQ 44LB	3 PER CS	9.000	\$115.0000	\$1,035.0000
ABC-040306	017500040306	BON AMI CLN PWD 12OZ	Case 24	4.000	\$24.9600	\$99.8400
Number of Items		2		Total	Cost	\$1,134.8400

Number of Units 13.000

Remarks: Should qualify for free shipping offer. -GW



Ordering page for Inventory item after Purchase Order 13 (previous page) has been Submitted to Supplier. When Automatic Reorder was run, the Onhand Quantity of 5 (1 below the Reorder Point) triggered the reorder. Note that since the order unit is defined as a case of 3, only whole order units are ordered: 9 cases are ordered to meet the Reorder Quantity of 25. Automatic reordering can be set up to maintain the onhand quantity at a constant level.

#### Purchase Order Items Received

Page 1 of 1

#### Healthy Market

ABC Distributors Inc. POB 4321 IOWA CITY, IA 52240 800-555-1212 inquiry@abcdist.xyz Committed: 12-05-2000 Committed By: 7145 / Hamilton

PO Number:	13
Account Number:	1677
Authorized:	2 / Manning
Ship Via:	see remarks
FOB:	(None)
Terms:	(None)
Supplier ID Code :	ABC DIST

Invoice Reference	(None)
Reference Number	(None)
Order Submitted:	11-30-2000
Needed By:	12-06-2000
Cancel By:	(None)
Ship On or After:	(None)

Supplier ID	Item ID	Description	Unit	Order Qty	Rec'd Qty	BO Qty Unit Cost	Ext Cost
031984100103	031984100103	CONC LNDRY LIQ 44LB	3 PER CS	9.000	6.000	3.000 \$115.0000	\$690.0000
017500040306	017500040306	BON AMI CLN PWD 12OZ	Case 24	4.000	4.000	0.000 \$24.9600	\$99.8400
Remarks: Shou	ld qualify for free	e shipping offerGW					

#### **Executive Report Summary**

Percent of Items Reporting Cost Variance	50.00 %
Unique Items Received	2
Total Quantity Received	10.000
Total Retail Value Received	\$1,158.3000
Cost of Items Received	\$789.8400
Total Quantity Marked for Back Order	3.000
Freight Charges	\$0.0000
Tax Amount	\$0.0000
Miscellaneous Charges	\$0.0000
Total Cost and Charges	\$789.8400

#### Item Net Sales Optimized

Page 1 of 40

Date/Time Printed: 3/9/01 09:37 AM

Reporting Range: DateTime Range= 01/01/2000 12:00:00 AM - 12/31/2000 11:59:59 PM

Report Sorted By: Net Margin, Receipt Alias

Item Net Sales Item ID	Summary Receipt Alias	Net Qty Sold	% Qty Sold	Ext Cost	Net Sales	Net Margin	Net % Margin
00000000600	MARLBORO	50,420.000	18.64 %	\$ 732,761.00	\$ 992,654.00	\$ 259,893.00	26.18 %
00000000598	MARLBORO LT BOX I	17,097.000	6.32 %	\$ 267,066.50	\$ 352,970.25	\$ 85,903.75	24.34 %
00000000628	WINSTON BOX IMPO	4,244.000	1.57 %	\$ 35,013.00	\$ 84,619.80	\$ 49,606.80	58.62 %
00000000599	MARLBORO LT KING	7,756.000	2.87 %	\$ 112,715.68	\$ 160,847.00	\$ 48,131.32	29.92 %
00000000636	CAMEL REG IMPORT	5,188.000	1.92 %	\$ 50,899.47	\$ 91,194.27	\$ 40,294.80	44.19 %
00000000692	CAMEL LT BOX IMP	2,615.000	0.97 %	\$ 34,648.75	\$ 52,130.25	\$ 17,481.50	33.53 %
00000000691	CAMEL KING BX IM	1,840.000	0.68 %	\$ 24,380.00	\$ 36,663.00	\$ 12,283.00	33.50 %
00000000518	KOOL KING IMPORT	1,406.000	0.52 %	\$ 16,520.50	\$ 28,718.30	\$ 12,197.80	42.47 %
00000000594	MARLBORO 100 RED I	1,917.000	0.71 %	\$ 29,713.50	\$ 39,666.75	\$ 9,953.25	25.09 %
00000000645	SALEM KING BOX I	876.000	0.32 %	\$ 8,760.00	\$ 17,458.20	\$ 8,698.20	49.82 %
00000000642	MARLBORO MED KG	1,910.000	0.71 %	\$ 29,339.40	\$ 38,023.50	\$ 8,684.10	22.84 %
01100084808	YOURS FF 100S	1,974.000	0.73 %	\$ 13,108.26	\$ 21,611.76	\$ 8,503.50	39.35 %
04330006518	PALL MALL NON FI	1,250.000	0.46 %	\$ 27,562.50	\$ 34,910.50	\$ 7,348.00	21.05 %

Report Name : Item Net Sales Optimized
Database : Inventory—Transaction

Specifics: Ranks inventory by Net Margin (shown here), Net Margin Percent, Sales Amount, or Sales

Quantity for a specified date range.

Uses: Quickly find your best and worst inventory items.

ECR SOFTWARE CORPORATION



# Boosting Your Business PERFORMANCE

The Catapult Library of Reports is expanding constantly. New reports are created and alternate versions of existing reports are added as the Catapult application evolves into the most comprehensive Retail Enterprise Automation system on the market. These are just a few examples of the powerful information tools you can have working for you and your retail business.

Contact ECR Software Corporation or your Authorized Catapult Dealer to find out more.

890 West King Street Boone, NC 28607 USA **800-211-1172** 

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