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# SAI105 Sales Analysis Inquiry – Item by Cust

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*Overview* This inquiry displays the year to date sales, returns, net and returns percentage for each ISBN within the selected sales level, currency and current period.

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## Examples

This section illustrates examples concerning:

[Example 1: To Inquire on Sales Analysis for Item](#)

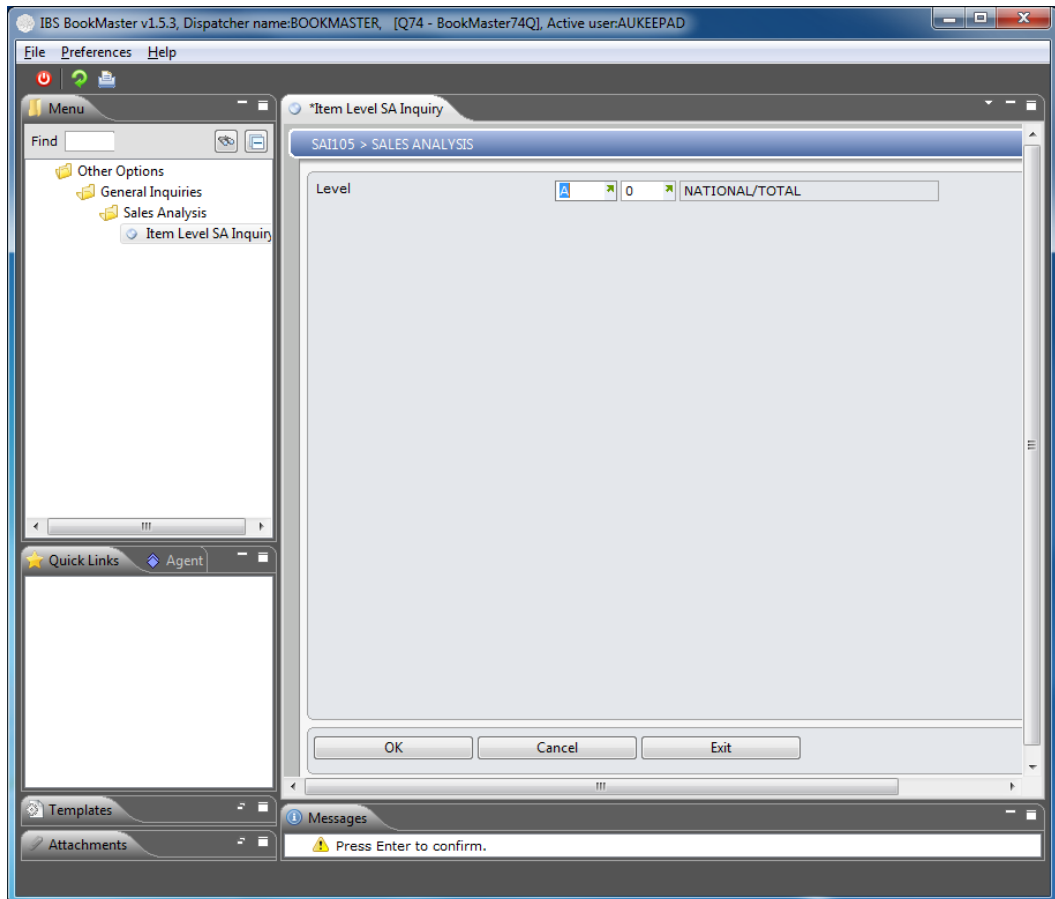
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### Example 1: To Inquire on Sales Analysis for Item

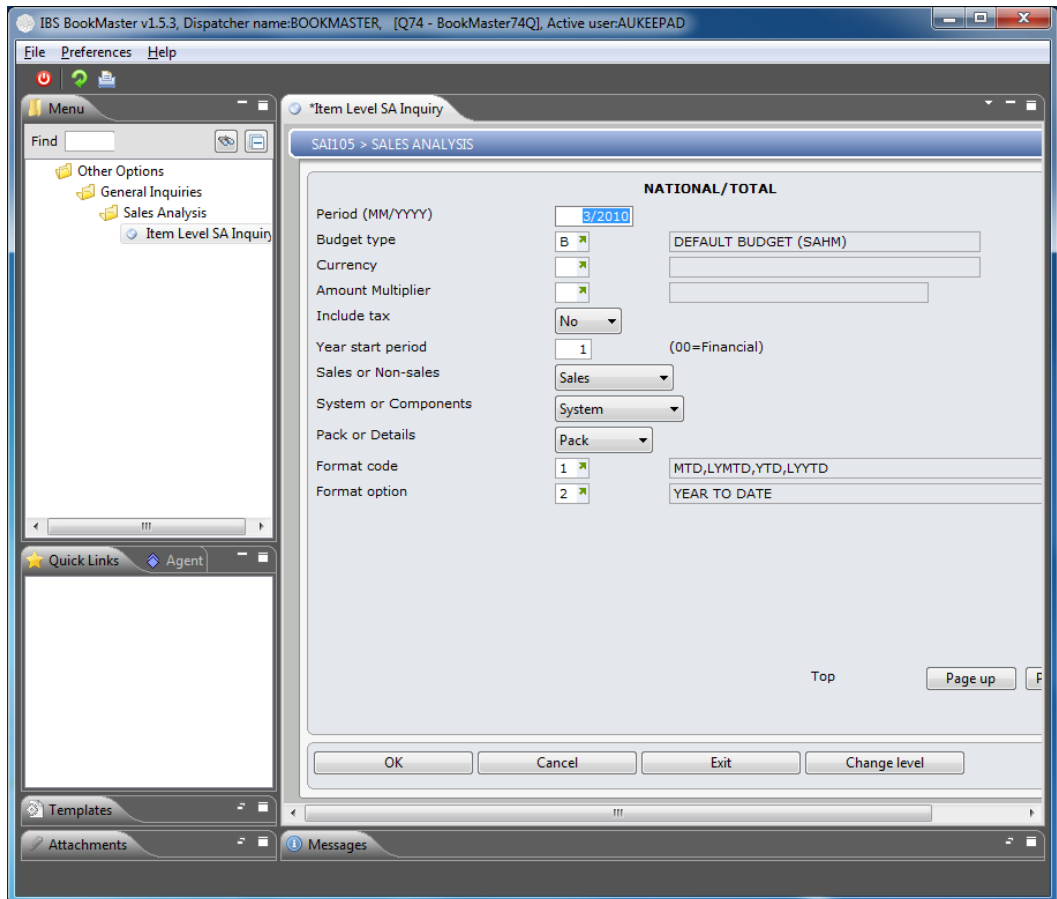
This example describes how to get sales analysis for item.

1. Select option **Item Level SA Inquiry** from Other Options> General Inquiries> Sales Analysis menu.

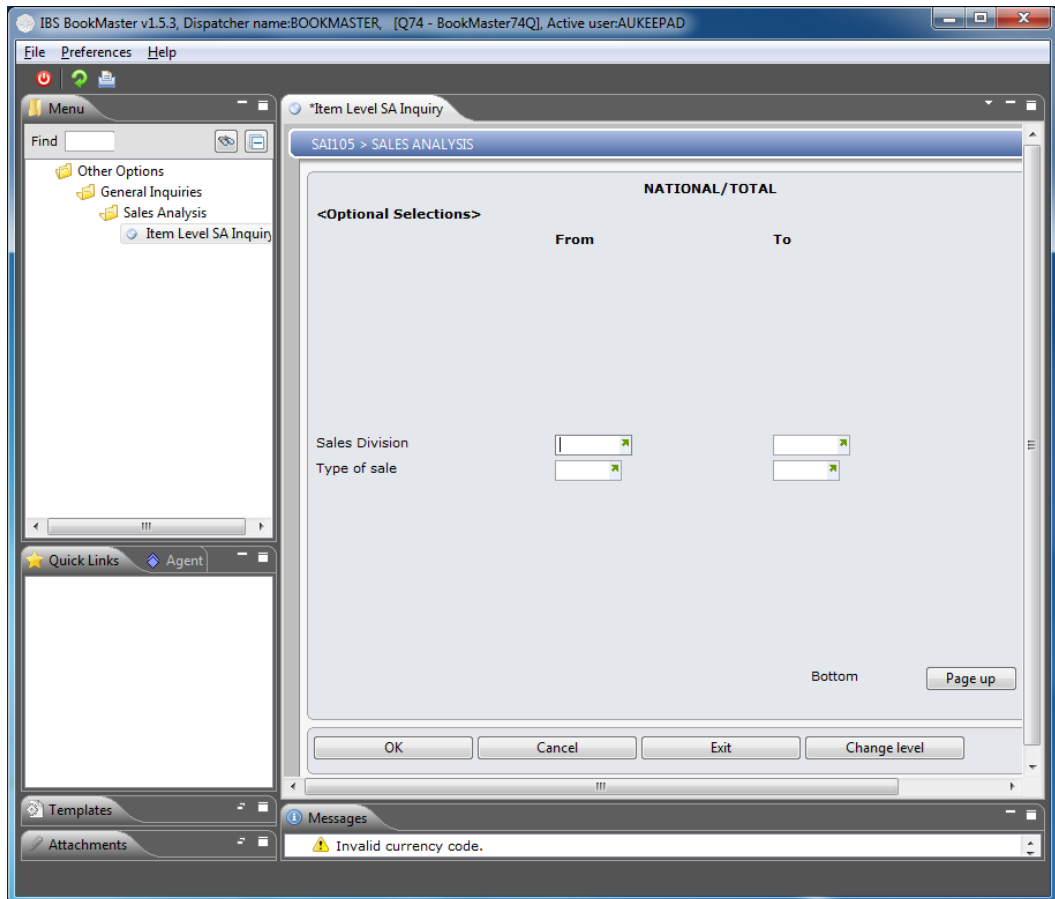
**SAI105 SALES ANALYSIS** panel is displayed.



2. Select sales analysis levels by customer hierarchy/item hierarchy and click **OK** to confirm the selection and following panel is displayed.



3. Page Down

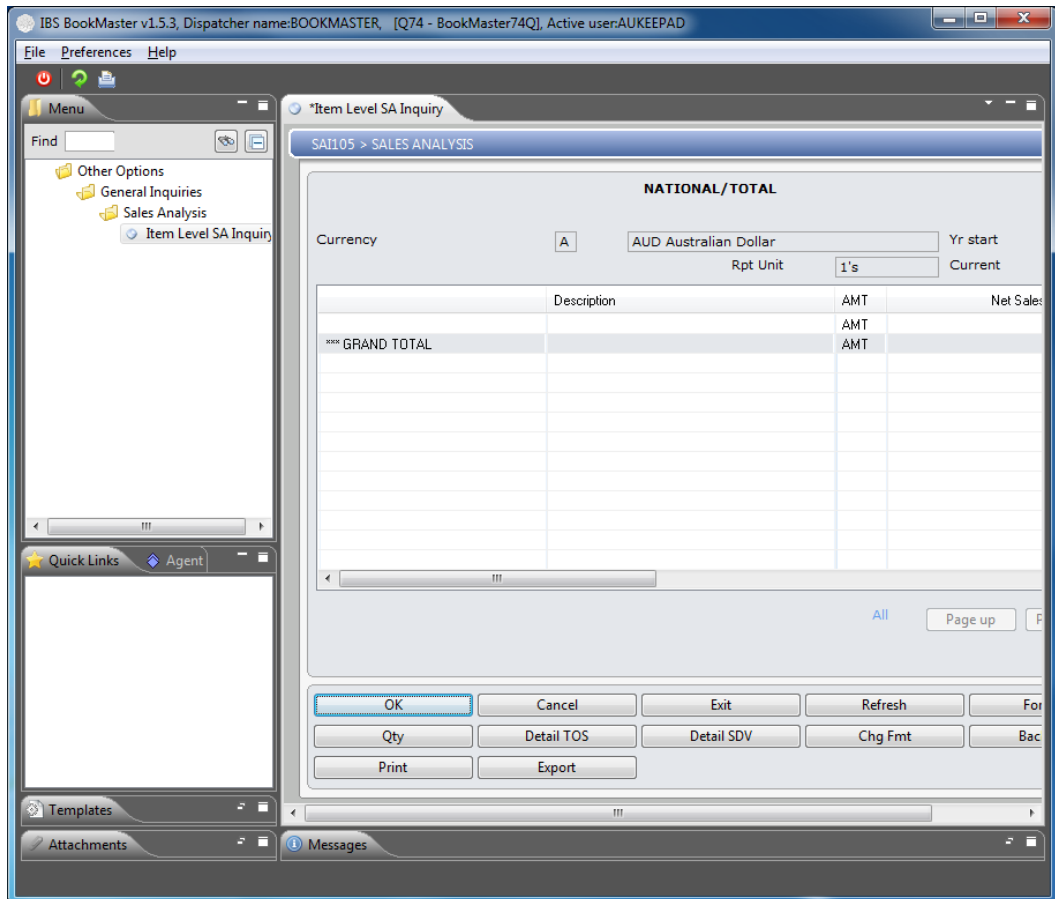


## Functions

### Change level

Access initial selection panel to re-enter the level.

4. Fields displayed on above panel (bottom half) are relevant only to sales level selected. The fields that are displayed on this panel are differed depending on the customer/item level hierarchy selected on the previous panel. Key in all required fields and click **OK** to confirm. Following screen is displayed.



## Functions

- Forward** This function displays sales analysis for next period.
- Show details** This function displays ISBN details including the item, quantity and gross profit percentage.
- Qty/Amt** This function allows switching between displaying amount and quantity.
- Detail TOS/Conslid TOS** This function allows switching between displaying consolidated type of sale and detail type of sale.
- Detail SDV/Conslid SDV** This function allows switching between displaying consolidated sales division and detailed sales division.
- Code/Desc** This function allows switching between displaying item and ISBN.
- Chg Fmt** This function is used to switch the columns to show information in Sales/Returns/Net/Budget or Sales/Returns/Net/Returns% or Sales/Rebate/Net-net/Rebate% or Net sales MTD/LY MTD/YTD/LY YTD.
- Backward** This function displays sales analysis for previous period.
- Print** This function is used to print sales analysis figures.
- Export** This function is used to export sales analysis to another software application.

## Options

### Details

Access sales analysis inquiry to display selected item sales details.

5. Select record and click option **Details**. Following panel is displayed. This panel displays figures as either a quantity total or a dollar amount depending on the selection of **Qty**, which switches between displaying dollar amounts and quantity totals.

Period	SALES QTY	SALES AMT	GP%	BUD QTY	BUD AMT
4/2009					
5/2009					
6/2009					
7/2009					
8/2009					
9/2009					
10/2009					
11/2009					
12/2009	367	140	89		
1/2010	102	3,678	100		
2/2010	6,264	39,583	121		
<b>Total</b>	<b>6,795</b>	<b>46,145</b>	<b>118</b>		

## Relevant Fields

### Period

This field displays sales analysis details by period, starting from the period selected on the header screen.

### New sales

Displays the quantity/dollar amount of new sales for the item.

### Stock sales

Displays the quantity/dollar amount of stock sales for the item.

### Gross

Displays the quantity/dollar amount of gross sales for the item.

### Returns

Displays the quantity/dollar amount of returns for the item.

### Returns %

This field displays the total returns percentage of the item calculated by comparing the total number of sales with the total number of returns.

### Sales qty

The total number of sales for the item.

### Sales amount

The total value of sales for the item.

GP%	Displays the gross profit percentage for the item.
Budget qty	Shows the budgeted quantity of items for the specific period. This is the number of sales required for the item and period to achieve the sales target. A minus figure indicates the number of items sold over the budgeted quantity.
Budget amt	Shows the budgeted amount of the item for the specific period. This is the value of sales required for the item and period to achieve the sales target. A minus figure indicates the value of sales over the budgeted amount.
Bud %	This field displays the budget percentage, which is calculated by the sales amount divided by the budget amount (Sales Amount ÷ Budget Amount = Budget %).
New budget	This field displays the new budgeted quantity of items for the specified period.
Stock budget	This field displays the stock budgeted quantity of items for the specified period.
New bud %	Displays the new budget percentage.
Stk bud %	Displays the stock budget percentage, which is calculated by the stock sales divided by the stock budget (Stock Sales ÷ Stock Budget = Stock Budget %).
Net	Displays the quantity of net sales.

Default company is based on user for currency. This process is subject to User Access Restrictions. Please refer to **User Access/Restrictions** for further information.

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## Cross Reference

- DSE152 PSI simulation - main program
- DSI086A New item subscription inquiry