

PARTNERSHIP IN PRODUCTIVITY
QUARTERLY CUSTOMER REPORT
PERIOD ENDING 08/89

CUST # 51129241 CUST NAME: CITY OF HOPE MEDICAL CNTR
SALES REP 32 IND CODE: 27 TERMS: NET 30 DAYS

BILL TO:

SALES HRS/MO 20.0	TOTAL ORDERS 141	TOTAL ORDERS 262	TOTAL ORDERS 134
	TOTAL LINES 284	TOTAL LINES 460	TOTAL LINES 235
	LINES/ORDER 2.0	LINES/ORDER 1.8	LINES/ORDER 1.8
	SALES/ORDER 202	SALES/ORDER 220	SALES/ORDER 128
	SALES/LINE 100	SALES/LINE 125	SALES/LINE 73
	AR-DAYS 39	AR-DAYS 32	AR-DAYS 161

PROFITABILITY DETAIL	CURRENT QUARTER TOTAL	%SALES	YEAR-TO-DATE TOTAL	%SALES	PRIOR-YTD TOTAL	%SALES	CHANGE %SALES
ADJ SALES	28,617.82	100.0	57,857.49	100.0	17,211.58	100.0	
COGS	23,807.87	83.2	48,105.01	83.1	12,728.67	74.0	12.2
GM	4,809.95	16.8	9,752.48	16.9	4,482.91	26.0	35.0-
REFINEMENTS							
VENDOR PROMPT PAY DISC							
VENDOR REBATE	132.52	.5	707.88	1.2	84.19	.5	
TOTAL	132.52	.5	707.88	1.2	84.19	.5	
REFINED GM	4,942.47	17.3	10,460.36	18.1	4,567.10	26.5	31.7-
DIRECT PRODUCT COSTS							
WHSE LABOR	1,601.68	5.6	2,590.35	4.5	1,312.68	7.6	
INV CARRY COST	142.84	.5	288.63	.5	76.37	.4	
INBOUND FRT	452.35	1.6	913.99	1.6	241.84	1.4	
PURCH/AP LABOR	134.97	.5	218.17	.4	110.40	.6	
TOT DIRECT PRODUCT COST	2,331.86	8.1	4,011.16	6.9	1,741.30	10.1	31.7-
DIRECT PRODUCT PROFIT	2,610.60	9.1	6,449.19	11.1	2,825.80	16.4	32.4-
DIRECT CUSTOMER COST							
O/S LABOR	1,609.80	5.6	3,710.91	6.4	4,221.94	24.5	
T/S-CS LABOR	537.28	1.9	880.38	1.5	146.00	.8	
TELEMRKTG							
VIPS/EDI	41.25	.1	88.55	.2	103.40	.6	
FRT OUT							
A/R LABOR	78.53	.3	145.93	.3	74.63	.4	
A/R CARRY COST	227.01	.8	337.39	.6	554.21	3.2	
CUST PROMPT PAY DISC							
TOT DIRECT CUSTOMER COST	2,493.89	8.7	5,163.17	8.9	5,100.19	29.6	70.0-
DIRECT CUSTOMER PROFIT	116.71	.4	1,286.02	2.2	2,274.38-	13.2-	83.4-