



5406 Republic Drive
 Memphis, TN 38118
 Phone: 901-461-2608
 Fax: 901-461-2608

SUMMARY CUSTOMER BUSINESS REVIEW

April 07, 2017

Report Period: 03/01/2017 through 04/06/2017
 Customer Number:
 Customer Name:

Departments: All Locations

<u>Report Period</u>	<u>Purchase \$'s</u>	<u>Your Savings</u>	<u>% Saved</u>	<u>Report Period</u>	<u>Purchase \$'s</u>	<u>% of Purchases</u>
Purchase \$'s:	\$3,777.89	\$3,291.33	46.56%	Contract:	\$3,698.92	97.91%
Return/Credits:	\$0.00			Non-Contract:	\$78.97	2.09%
Net Purchases:	\$3,777.89			Totals:	\$3,777.89	100.00%

Report Period Monthly Sales Analysis

Year	Month	Purchase \$'s	Returns/Credits	Net Purchase \$'s	Your Savings	% Saved
2017	March	\$2,315.40	\$0.00	\$2,315.40	\$2,060.50	47.09%
2017	April	\$1,462.49	\$0.00	\$1,462.49	\$1,230.83	45.70%
TOTAL		\$3,777.89	\$0.00	\$3,777.89	\$3,291.33	46.56%

Fill Rate:
In Stock Fill Rate (Contract & Non Contract)
 Percent Fill: 100.00%
Contract Item Fill Rate
 Percent Fill: 100.00%

Returns/Credits:
 Purchase Return/Credit Amount: \$0.00
 Purchase Return/Credit % of Sales: 0.00%



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Report Period Order Summary Analysis

	<\$50.00	\$50-\$99.99	\$100.00 - \$149.99	\$150.00 - \$199.99	\$200.00 - \$249.99	\$250.00 - \$499.99	\$500 +
# of Orders	1	0	1	0	0	3	2
# of Lines	1	0	7	0	0	9	23
Ordered \$'s	\$34.00	\$0.00	\$121.52	\$0.00	\$0.00	\$1,104.24	\$2,518.13

Ordering Habit Summary

Total Orders	Total Order Lines	Avg. Lines per Order	Avg. Order Size (\$)
7	40	5.71	\$539.70

Listing Of Orders By Order Source

Order Source Description	Purchase \$'s	# of Orders	% of Orders
PHONE	\$369.98	2	9.79%
WEB	\$3,407.91	5	90.21%
TOTAL	\$3,777.89	7	100.00%



SUMMARY CUSTOMER BUSINESS REVIEW

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Report Period - Item Purchase Analysis

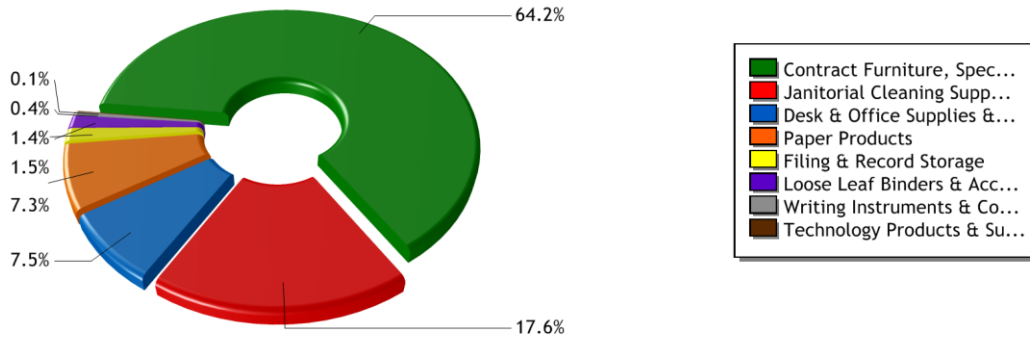
Top 15 Items By Quantity

Rank	Item #	Item Description	Contract	UOM	Qty	Purchase \$'s
1	HIG60CFC130V	BULB,60W,CANDELABRA FLAME,CLEAR		EA	50	\$34.00
2	UNV86920	BOOK,STENO,GREGG,80SH,GN	*	EA	30	\$41.70
3	HAM104604	PAPER,LASERPRINT,WHT,LTR	*	RM	25	\$202.50
4	SAU00516	CLIPBOARD,6" X 9",CLR	*	EA	12	\$43.92
5	UNV95000	CLIP,JMBO VNYL,250/PK,AST	*	PK	10	\$34.90
6	PITTI39475	LINER,40-45GAL,XX-HVY,SV	*	CT	9	\$237.96
7	GPC89430	Enmotion Rec. Towel, Roll, Wh, 8 1/4 x 700 ft	*	CS	9	\$774.90
8	GPC19378	TISSUE,CORELESS,WHT	*	CT	7	\$433.93
9	MMM62210SSCY	PAD,POST-IT,1 7/8 X 1 7/8	*	PK	6	\$56.88
10	GPC42816	Enmotion hnd soap,antimic,refill,1200ml,(2)	*	CS	6	\$371.94
11	GPC27300	TOWEL,RL,PERF,2PLY,KITCHN	*	CT	4	\$186.32
12	AVE5979	LABEL,LSR,450/PK,FLAST	*	PK	4	\$65.96
13	AVE5168	LABEL,LASR,3.5X5,4/SH,WHT	*	BX	4	\$151.96
14	SAF9419GR	ORGANIZER,DSK,ADJ,GY	*	EA	4	\$239.96
15	CLO15949CT	CLEANER,DSNFCT,WIPES,FRSH	*	CT	3	\$132.30

Top 15 Items By Sales

Rank	Item #	Item Description	Contract	UOM	Qty	Purchase \$'s
1	GPC89430	Enmotion Rec. Towel, Roll, Wh, 8 1/4 x 700 ft	*	CS	9	\$774.90
2	GPC19378	TISSUE,CORELESS,WHT	*	CT	7	\$433.93
3	GPC42816	Enmotion hnd soap,antimic,refill,1200ml,(2)	*	CS	6	\$371.94
4	HEWCE260A	TONER,F/HP CP4025/4525,BK	*	EA	2	\$335.98
5	SAF9419GR	ORGANIZER,DSK,ADJ,GY	*	EA	4	\$239.96
6	PITTI39475	LINER,40-45GAL,XX-HVY,SV	*	CT	9	\$237.96
7	HAM104604	PAPER,LASERPRINT,WHT,LTR	*	RM	25	\$202.50
8	GPC27300	TOWEL,RL,PERF,2PLY,KITCHN	*	CT	4	\$186.32
9	KCC21270CT	TISSUE,FACL,BOUTQUE,36CTN	*	CT	2	\$168.20
10	AVE5168	LABEL,LASR,3.5X5,4/SH,WHT	*	BX	4	\$151.96
11	CLO15949CT	CLEANER,DSNFCT,WIPES,FRSH	*	CT	3	\$132.30
12	AVE5979	LABEL,LSR,450/PK,FLAST	*	PK	4	\$65.96
13	MMM62210SSCY	PAD,POST-IT,1 7/8 X 1 7/8	*	PK	6	\$56.88
14	BWK516	LINER,33X39,1.2MIL,4/25	*	CT	2	\$46.44
15	UNV10630	PAD,LGL RULED,PERF,LTR,CA		DZ	3	\$44.97

Item Groups Purchase Analysis



Item Groups Purchase Analysis		
Item Groups	Period Purchases	% of Spend
Contract Furniture, Special Order & Uncataloged Products	\$2,424.63	64.20%
Desk & Office Supplies & Accessories	\$283.61	7.50%
Filing & Record Storage	\$55.06	1.50%
Janitorial Cleaning Supplies & Equipment	\$666.69	17.60%
Loose Leaf Binders & Accessories	\$52.58	1.40%
Paper Products	\$275.45	7.30%
Technology Products & Supplies	\$4.38	0.10%
Writing Instruments & Correction	\$15.49	0.40%
TOTAL	\$3,777.89	100.00%

Prepared by Highbar Trading LLC
Thank You for Your Business!