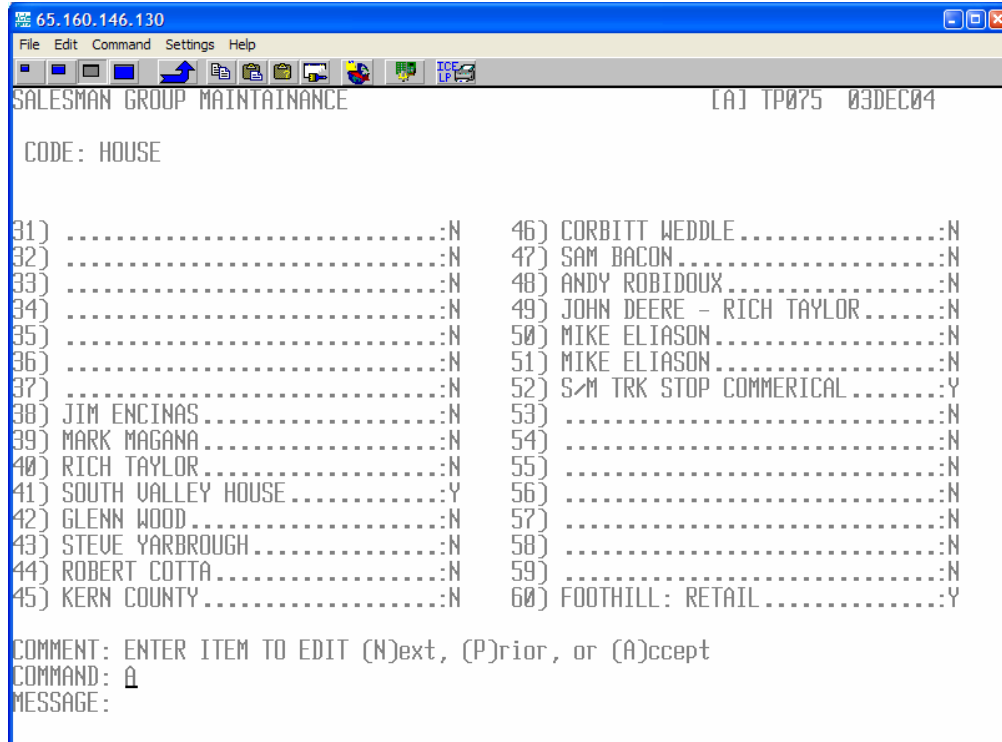


### Accounting & Technical Support For Petroleum Marketers!

Salesman groups are a means of collecting salesman numbers for easy recall and use. It was developed for an account that regularly prints the Customer A/R Report by salesman for sales supervisors, one of whom has 20+ salesmen reporting to him. This required either, A) running for ALL and discarding dozens of reps not wanted, or B) running 20+ individual reports.



```
65.160.146.130
File Edit Command Settings Help
SALESMAN GROUP MAINTAINANCE [A] TP075 03DEC04
CODE: HOUSE
31) .....:N      46) CORBITT WEDDLE.....:N
32) .....:N      47) SAM BACON.....:N
33) .....:N      48) ANDY ROBIDOUX.....:N
34) .....:N      49) JOHN DEERE - RICH TAYLOR.....:N
35) .....:N      50) MIKE ELIASON.....:N
36) .....:N      51) MIKE ELIASON.....:N
37) .....:N      52) S/M TRK STOP COMMERCIAL.....:Y
38) JIM ENCINAS.....:N      53) .....:N
39) MARK MAGANA.....:N      54) .....:N
40) RICH TAYLOR.....:N      55) .....:N
41) SOUTH VALLEY HOUSE.....:Y      56) .....:N
42) GLENN WOOD.....:N      57) .....:N
43) STEVE YARBROUGH.....:N      58) .....:N
44) ROBERT COTTA.....:N      59) .....:N
45) KERN COUNTY.....:N      60) FOOTHILL: RETAIL.....:Y
COMMENT: ENTER ITEM TO EDIT (N)ext, (P)rior, or (A)cept
COMMAND: A
MESSAGE:
```

Salesman Maintenance (3, 30, 20) now has a G screen, for Groups. Here, one can define groups, using a name up to 8 bytes (above is HOUSE). In this program one edits the Y/N flags to define which reps are in the group.

We then modified the Customer A/R Report (3,30,2,11) to accept the group name at the prompt "Enter Salesman Number, or ALL". By entering HOUSE, or SOUTH, or some such group name, the report will run in ALL mode, but filters out those reps not contained in the specified group.

Other reports will be modified on an as-needed basis.

Cost to install Groups screen and latest A/R Report: 1 hour.