

## Sales Prjctn vs. Actual Sales

**PROGRAM NAME:** FOPROD

**MENU OPTION TITLE:** Sales Prjctn vs. Actual Sales

**MAIN MODULE:** MRP PLANNING FUNCTIONS

**HELP KEY ACTIVE:** Yes

### PROGRAM OVERVIEW

This report provides a financial comparison broken down by part number, of your sales projection to the actual sales for the user selected time period. It is intended to be run for the current period you are operating within, and act as an operating guide line for sales/production management. You will use it to compare the projected sales to the actual sales and backorders. Items on the report are the part number and description, the month you are reporting, the detail of all entries into the Master Sales projection with a total of projected sales, the gross sales dollars, the current orders shipped, current unshipped or backordered items, any future unshipped orders such as orders with an extended date wanted, and the quantity and gross dollars of the balance left to be sold. This is per inventory item.

### PROGRAM OPERATION

**BEGINNING DATE FOR REPORT:** It is recommended that you always use today's date as a starting date, unless you do not have backorders. Please be aware that if you choose a starting time frame other than today's date and you have back ordered inventory, then you will falsely state the items left to sell in that time frame. This is because this report does not make any attempt to schedule release of backorders.

**ENDING DATE FOR REPORT:** The program will automatically load the ending month date that corresponds with the beginning date of the month.

**PRESS RETURN TO START REPORT**