The integrated, interactive business solution for progressive retailers

Wang 2200
Data Terminal
Systems Model 515

SERIES 500

Data Terminal Systems

5 15

The integrated, interactive business solution for progressive retailers

Wang 2200
Data Terminal
Systems Model 515

SERIES 500

For progressive retailers, it's the only integrated, interactive business solution.

Two of the leading forces in the business systems industry have joined to create a revolution in responsive, reasonable retail control. Data Terminal Systems and Wang Laboratories introduce the DTS 515/Wang 2200—the first integrated system of its kind at a price attractive to small, medium and large sized retail establishments.

This new approach to total store management delivers all the stand-alone performance and flexibility of the DTS 515 ECR/POS terminal, perfectly matched with the benefits of Wang's powerful yet economical 2200 small business computing system. It enables the progressive retailer to go one step beyond the 515's comprehensive sales reporting—to complete processing, analysis, and storage of all sales data as well as general business information. And because both components of the system are fully intelligent, it allows a flexibility not found in conventional, computer-based networks:

• For example, with DTS' ANS-R-TRAN™ option, a Wang 2200 can be highly effective in servicing a cluster of retail locations, receiving information from Model 515's directly in-house or via telecommunication.

• Because the 2200 is fully interactive, manager's and courtesy booth terminals can be placed at each store with CRT, line printer, and keyboard to handle direct-to-store deliveries, credit authorization, localized file management, and much more.

• The 515's solid-state memory allows data to be collected, consolidated and reduced for transmission in batches to the Wang 2200 as desired, reducing phone line and central processing time.

• DTS/Wang communication is completely electronic, reducing paper work, entry-errors, and time before reports are available.

• Programs, ESF reports, and price files can be copied direct from the 515 to the Wang 2200 hard disk, for file management and protection.

The DTS 515, front-end component of this system, offers comprehensive sales control and reporting in a stand-alone ECR/POS register. Model 515 features include alphabetic prompting by a 20 character display, 2 or 3 station alphanumeric printing, OCR-A wand reading, battery operation, front-end communication, SKU item movement, and sales classification analysis—all right at the register. A flexible modular design can be field-programmed and expanded to grow with the application with options such as automatic coin dispensing, up to 16K of mass memory, and expanded keyboards.

The Wang 2200 system is ideally suited for use with the DTS 515, with an unusually wide selection of central processors, displays, input and output stations, printers, diskette and hard disk storage options of up to 180 megabytes, and a full range of other peripherals—at a reasonable cost. The 2200 can support up to 8 users and 16 jobs concurrently. And, a comprehensive variety of software including BASIC enables the 2200 to meet the varying needs of the retail environment with an easy-to-use, flexible operating system of modular program blocks.

DTS 515	Wang 2200
Productivity report	Log-on log-off record, payroll timekeeping, commission reports, employee performance
SKU item movement	Inventory updates, seasonal sales forecasting, open to buy reports
Customer account file, layaway/media reports	Accounts payable, accounts receivable, credit authorization, P & L statements

The DTS/Wang System means that retailers can now have effective, distributed processing right in their store—dedicated and optimized to their needs—saving time, saving costs, saving labor over alternative methods. DTS/Wang flexibility guarantees a system that can be tailored to individual requirements—and not vice-versa. And, this unique store management tool is backed by the combined organizations of both DTS and Wang—to assure you of fast and effective system and software support now and in the years to come. Grow with DTS and Wang—the intelligent way to manage your business.
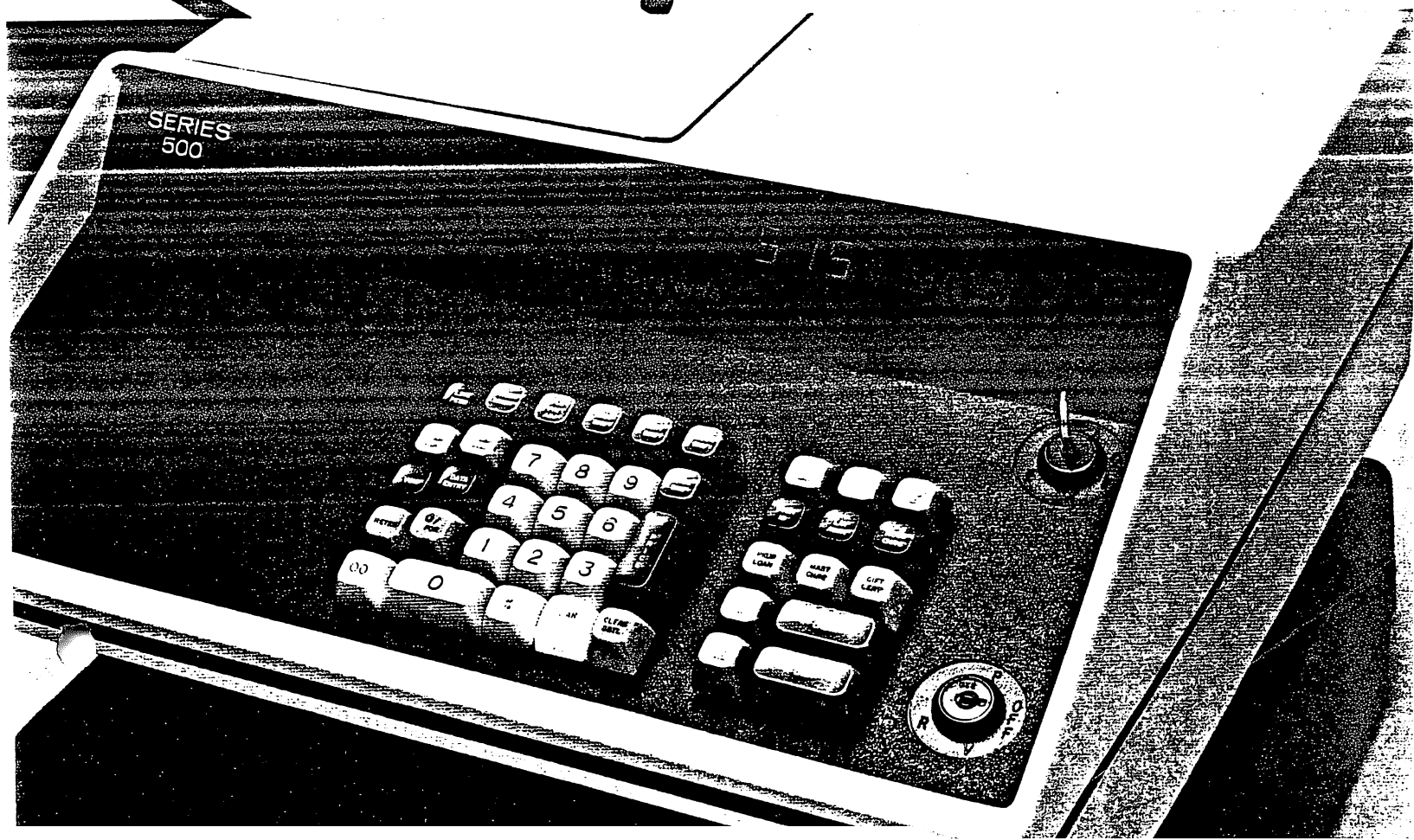
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Wang Labs, DTS allied on handshake

DTS cash register joins Wang computer

By Deborah de Peyster
CBN Staff

In an industry known for its fierce competition, it is unusual when two companies form a marketing alliance held together only by the strength of a handshake.

But that's what Data Terminal Systems in Maynard, Mass., and Wang Laboratories in Lowell, Mass., have done and both companies are pleased with the results.

"The response has been extremely positive," said William Morris, Wang's industrial marketing manager.

"We feel we both have something to gain with a product neither of us had until our joint effort," said William J. Hallahan, Data Terminal Systems' (DTS) marketing vice president.

The two products that have been combined into one system marketed by both Wang and DTS, are Wang's 2200 computer and DTS's Model 515 electronic cash register.

In the joint effort, the companies hope to reach the retailer in the $1-1/2 million to $5 million range. Such a retailer might already have a small business system and a separate point-of-sale system and seek the advantages of a combined system that allows the terminals to talk to the computer.

"This system offers the retailer something that hasn't been available in the retail market in the past," Hallahan said. Previously the point-of-sale system and small business system were purchased separately and then the software was worked out to allow them to communicate.

Or the computer and point-of-sale system remained separate and the computer received information from the point-of-sale system unit by tape.

Advantages of system

IBM recently announced the Model 3680 and the Model 5260 point-of-sale systems that can communicate with a host computer. But the systems will not be ready for delivery until February 1980 for the Model 3680 and September, 1979 for the Model 5260.

The advantage of the Wang and DTS alliance is that the system is ready now, Hallahan said. About 10 systems have been sold in the eight weeks since the program has been available, Morris said.

The joint venture was publicly announced at the National Retailers' Association show in New York about two weeks ago.

The marketing agreement is "really a handshake agreement," Hallahan said. The agreement is not exclusive which means that both companies may team their product with other manufacturer's equipment. Advertising costs for the system — such as the brochure that carries both the Wang and DTS logo — are split and the agreement is for an indefinite period of time, Morris said.

"Right now, it appears that this could be very long term marketing program," he said.

Each company receives a separate check from the end user and each company is responsible for maintaining its own equipment in the field.

The marketing idea germinated from a spontaneous Wang computer and DTS point-of-sale alliance. A customer wanted a Wang computer with the DTS system, Hallahan said. The equipment was readily compatible and combining the two products for a joint marketing venture seemed like a good idea, he said.

Morris agrees. "My hope is to double our sales in that market area."

RETAIL
BUSINESS
SYSTEM
DEMO GUIDE

Release 1
August, 1979

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HOW TO USE THIS MANUAL

This manual aids the salesperson in running the Retail Business System Demo. Chapter 1 contains an overall introduction to both the Retail Business System Demo and DTS (Data Terminal System) with operational notes pertinent to the demo's operation. The procedure for starting system operation and selecting programs is found in Chapter 2. Chapter 3 outlines the two procedures for receiving data from the DTS register. Chapter 4 explains the menu and program descriptions of the Retail Business System Demo. The completion of the demo is described in Chapter 5. Appendices at the end of the manual include DTS ANS-R-TRAN information with instructions for setting up the DTS Series 500 register to send data, a list of DTS Series 500 reports, and Retail Business System Demo sample reports.

There is a recommended sequence of operations for running this demo along with recommended report programs to run for prospective customers. For more information on the majority of Retail Business System Demo programs, refer to the appropriate GBS MODS I, II, and IV user disk manuals and Inventory Management System User Manual (Interim). This manual assumes that the operator has a general knowledge of the operations and features of the computer system equipment. The appropriate Wang disk reference manual and appropriate printer manual should be referenced for any hardware and/or software questions that may arise. Before operation of the Retail Business System Demo is begun, it is mandatory to first read the entire manual.

```
                    HARDWARE CONFIGURATION

        .    2200T with 24K or VP with 32K

        .    2200MVP with a 25K partition

        .    2226B 80x24 U/L CRT, keyboard

        .    5- or 10-megabyte hard disk drive

        .    Any 132-column printer
```

If a modem is <u>not</u> used, the Wang 2200 Computer System requires the following hardware:

> .   Model 9046 DTS TC Interface Part #190-0241
>   Modified 2228B Controller Board
>
> .   Null Modem #2228N

If a Bell 201C Modem or equivalent is used, a standard 2228B Controller Board is required.

2270-1 Diskette Drive (optional) -- used for transaction and maintenance programs and reports.

A 2200VP or MVP Computer System is recommended because of the processing speed. However, for an MVP, the demo is not designed for multi-workstation use, and its software requires KFAM-3. Therefore, the other workstations on an MVP may be used for other functions (e.g., data collection from POS (point-of-sale) register). However, only one workstation should access master files.

```
        PACKAGE NUMBER
          195-3042-3
```

TABLE OF CONTENTS

CHAPTER 1
RETAIL BUSINESS SYSTEM DEMO: INTRODUCTION

1.1   OVERVIEW

The Retail Business System Demo has been assembled to demonstrate 1) that it is possible for the Wang 2200T, VP, or MVP Computer System to communicate with a POS (point-of-sale) device, the DTS (Data Terminal System) Series 500 register, and 2) that the Wang 2200 can be useful in a retail environment. The demo should not be construed as an announcement of an existing or planned application system. There are many areas covered in the GBS MODS I, II, and IV user disk manuals and Inventory Management System User Manual (Interim) that intentionally are not included in this demo (e.g., receivables and payables) so that the demo will not be any more overwhelming than it is already. Most of the demo is taken without change from the systems described in the manuals mentioned above. The entire Transaction Processing Menu and report programs for salesman productivity and OTB (open-to-buy) have been added for the demo only.

The Wang 2200/DTS is the first integrated system of its kind for total store management, allowing a responsive and reasonable new approach to retail control in small-, medium-, and large-sized retail businesses. The stand-alone performance and flexibility of the DTS register are well matched with the benefits of Wang's powerful yet economical 2200 Computer System in the following ways:

.   With the DTS ANS-R-TRAN option for setting up a DTS register to send data, a 2200 can be highly effective in servicing a cluster of retail locations, receiving information from DTS registers directly in-house or via telecommunications.

.   Manager and courtesy booth terminals can be placed at each store with a CRT, line printer, and keyboard to handle such functions as direct-to-store deliveries, credit authorization, and localized file management.

.   The DTS register's solid-state memory allows data to be collected, consolidated, and reduced for transmission in batches to the 2200 as desired, reducing telephone line and central processing time.

- The 2200 is ideally suited for use with the DTS register because of an unusually wide selection of Wang central processors, displays, printers, and other input and output devices. A comprehensive variety of software enables the 2200 to meet the varying needs of the retail environment with an easy-to-use, flexible operating system of modular program blocks.

- 2200/DTS communication is completely electronic, reducing paper work, entry errors, and time before reports are available.

- Programs, ESF (electronic store-and-forward) reports, and price files can be copied directly from the DTS register to the 2200 hard disk for file management and protection.

- The DTS registers generate the reports listed below in the first column, supplying information to generate the 2200 reports in the second column below:

DTS Series 500 Registers	Wang 2200
Log/on-log/off records	Salesman Productivity Report - payroll timekeeping, commission reports, employee performance reports
SKU (stock-keeping unit) - item sales movement report	Inventory updates, seasonal sales forecasting, and OTB reports
Customer account file, lay away/media	Accounts payable, accounts receivable, credit authorization, profit-and-loss general ledger statement reports

Some of the DTS register features are:

- Alphabetic prompting by a 20-character display.

- OCR-A (optical card character recognition) wand reading.

- Battery operation.

- Front-end communication.

- SKU item sales movement.

- Sales classification analysis which offers comprehensive sales control and reporting with complete processing analysis and storage of general business information.

- A flexible, modular design that can be programmed for such options as automatic coin dispensing and expanded keyboards.

The features and reporting capabilities mentioned above in this introduction on the 2200/DTS give retailers effective, distributed data processing that saves more in time, costs, and labor than alternative methods.

1.2   OPERATIONAL NOTES

To alleviate any questions or problems that may arise, the following operational notes should be read prior to performing any system operation instructions for this demo.

1.   Procedure to Reload System Program

If the start-up diskette is used for the Start-up Procedure, the following steps are used to reload the system program for the 2200T, VP, or MVP Computer System.

For a 2200T:

a.   Press the Reset Key.

b.   Enter:
     (1)   CLEAR (EXEC)
     (2)   SELECT DISK 310
     (3)   LOAD DCF "GBS" (EXEC)
     (4)   RUN (EXEC)

For a 2200VP or MVP:

a. Press the Reset Key.

b. Enter:
     (1)   CLEAR (EXEC)
     (2)   SELECT DISK 310
     (3)   LOAD RUN (EXEC)

If the start-up diskette is not used, the following steps are used to reload the system program for the 2200T, VP, or MVP.

For a 2200T:

a.   Press the Reset Key.

b.   Enter:
     (1)   CLEAR (EXEC)
     (2)   LOAD DCR "GBS" (EXEC)
     (3)   RUN (EXEC)

For a 2200VP or MVP:

a. Press the Reset Key.

b. Enter:
     (1)   CLEAR (EXEC)
     (2)   LOAD RUN (EXEC)

After the system date is entered and verified, the System Menu is displayed (refer to Chapter 2, Section 2.2). Depress the desired SFK (Special Function Key).

2.   (EXEC) in this manual refers to the RETURN(EXEC) Key on the 2200T and VP, and the RETURN Key on the MVP.

3. Many of the maintenance and transaction programs in the Retail Business System Demo require a diskette drive. Before using these programs, be sure that a scratch diskette is inserted at address 310 in Unit 1 of the diskette drive. Whenever the screen displays a message to mount a diskette, enter X (EXEC). The same diskette can be used to accumulate many files from different maintenance and transaction programs.

    Also, if an Inventory Maintenance Report (SFK 10) or an Inventory Transaction Report (SFK 11) is printed from the Inventory Menu, the appropriate files must first be created via the Inventory File Maintenance program (SFK 1) and Inventory Transaction Entry program (SFK 2) of that same menu.

4. The <u>Application Menu</u> (SFK 14 -- Inventory Menu) should not be used; it contains redundant functions.

5. The <u>Payroll/Personnel Menu</u> (SFK 14) can be accessed directly from the Special Payroll Menu without first returning to the System Menu. SFK 14 is displayed on the Special Payroll Menu as Standard Payroll Menu.

6. The <u>Special Payroll Menu</u> (SFK 14) can be accessed directly from the Payroll/Personnel Menu without first returning to the System Menu.

7. <u>Personalization of Files</u> -- Before running the demo, it is recommended that the information in the Salesperson and Inventory files of the Retail Business System Demo be changed, if appropriate, to reflect the specific sales personnel and inventory data of a prospect's company.

    Prior to changing any information, it is necessary to run two programs: Salesman Inquiry/List (SFK 18 -- Payroll/Personnel Menu) and Inventory Inquiry/List (SFK 5 -- Inventory Menu). The two reports generated by these programs list the information that is currently in the Salesperson and Inventory files. Study these reports before making any changes to the files. If it is desired to change any information, access either or both the Salesperson and Inventory File Maintenance programs.

8. The Retail Business System Demo is designed to be run from hard disk (at address 320/B20). In case only the diskette version of the system is available, the procedure for copying diskette to hard disk is explained below:

    a. The four diskettes labeled Data Disk should be copied to one removable hard disk. (Use the ALL option of the ISS COPY/VERIFY utility.)

    b. The five diskettes labeled System Disk should be copied to another removable hard disk.

4

1.3 SEQUENCE OF OPERATIONS

The following outline specifies the recommended order for demonstrating the menus and programs of the Retail Business System Demo:

I. Transaction Processing Menu

   a. Receive Data from Register program
       Procedures for Receiving Data from DTS Register to Printer and/or Disk.

   b. Create Register Transaction File program
       If data has been sent to disk, the following posting programs should be run:

       (1) Post to Salesperson and Inventory Files
       (2) Create Payroll Transaction File
       (3) Update Payroll Transaction File
       (4) Post to Payroll File

II. Inventory Menu

   a. Inventory Inquiry/List program

III. Inventory Management Menu

   a. Sales Projection Report program
   b. OTB Report program

IV. Payroll/Personnel Menu

   a. Post to Payroll File program (Transaction Processing Menu)
   b. Calculate Earnings program
   c. Earnings Register program
   d. Clear Files program
   e. Salesman Productivity Report program

V. Special Payroll Processing Menu

The programs listed above under the Inventory, Inventory Management, Payroll/Personnel, and Special Payroll Processing menus are recommended to be run for a quick demo; however, other programs may also be run.

CHAPTER 2
START-UP PROCEDURE

2.1   INTRODUCTION

Before the demo is presented, the removable hard disk used as the Data
Disk must be copied to the fixed disk drive. This procedure can be executed
on the 2200T, VP, or MVP Computer System with or without a start-up diskette.

2.2   WITH START-UP DISKETTE

Before beginning the Start-Up Procedure, verify that the system's CRT
and disk drive are on.   Then, insert the start-up diskette into Unit 1 of the
diskette drive and execute the procedures below:

For a 2200T, enter:

1.   CLEAR (EXEC)
2.   SELECT DISK 310 (EXEC)
3.   LOAD DCF "GBS" (EXEC)
4.   RUN (EXEC)

For a 2200VP or MVP, enter:

1.   CLEAR (EXEC)
2.   SELECT DISK 310 (EXEC)
3.   LOAD RUN (EXEC)

After the system date is entered and verified, the System Menu is displayed:

RETAIL BUSINESS SYSTEM

SYSTEM MENU
```
----------------------------------------------------
     FN KEY        MENU SELECTION
_____


             (01)   BEGINNING OF APPLICATION

             (02)   REGULAR PAYROLL/PERSONNEL MENU

             (03)   MENU FOR SPECIAL PAYROLL RUNS

             (04)   MENU FOR INVENTORY FUNCTIONS

             (05)   MENU FOR TRANSACTION PROCESSING

             (14)   END OF APPLICATION

             (15)   END OF RUN


          ------------------------------------------------
```

DEPRESS FUNCTION KEY _

Depress SFK 1 (Beginning of Application). Prompts are displayed on the screen, instructing the user to mount the Data Disk on the removable drive, and, after copying the Data Disk to the fixed disk, replace the Data Disk with the System Disk.

```
+----------------------------------------------------------+
|                          NOTE:                           |
|                                                          |
| Be  sure  to  copy  the  removable  disk  to  the  fixed  disk. |
| Failure  to  do  so  will  cause  the  demo  to  malfunction.   |
+----------------------------------------------------------+
```

The System Menu is displayed on the screen again. Depress SFK 5 (Menu for Transaction Processing), and refer to Chapter 3 for further instructions.

2.3   WITHOUT START-UP DISKETTE

Verify that the system's CRT and disk drive are on, and mount the System Disk on the removable drive. The following procedures are executed without a start-up diskette:

For a 2200T, enter:

1. CLEAR (EXEC)
2. SELECT DISK 320 (EXEC)
3. LOAD DCR "GBS" (EXEC)
4. RUN (EXEC)

For a 2200VP or MVP, enter:

1. CLEAR (EXEC)
2. SELECT DISK B20 (EXEC)
3. LOAD RUN (EXEC)

After the system date is entered and verified, the System Menu is displayed. Depress SFK 1 (Beginning of Application). Prompts are displayed on the screen, instructing the user to replace the System Disk on the removable drive with the Data Disk. After copying the Data Disk to the fixed disk, replace the Data Disk with the System Disk. The System Menu is then displayed on the screen again. Depress SFK 5 (Menu for Transaction Processing), and refer to Chapter 3 for further instructions. (For the screen display of the Transaction Processing Menu, refer to Chapter 4, Section 4.2.)

NOTE:

Be sure to copy the removable disk to the fixed disk. Failure to do so will cause the demo to malfunction.

CHAPTER 3
PROCEDURES FOR RECEIVING DATA FROM DTS REGISTER

3.1   INTRODUCTION

This chapter explains the two procedures for sending data from the DTS register to the Wang 2200 disk and printer. When data is sent to disk, DTS Series 500 reports (refer to Appendix B) are not printed; however, the data is saved on disk. This data can be used to update the Retail Business System Demo master files. When data from the DTS register is sent to the printer, the data is not saved. The Receive Data from Register program (SFK 1 -- Transaction Processing Menu) is used to transfer data from the DTS register to disk or printer. This program is explained in Section 3.2. The two procedures for sending data from the DTS register to disk and printer are described in Sections 3.3 and 3.4.

3.2   RECEIVE DATA FROM REGISTER PROGRAM

The Receive Data from Register program (SFK 1 -- Transaction Processing Menu) is a slightly modified version of the standard 3780 TC (telecommunications) emulator. The program receives raw data from the DTS register and creates a data file to store this data on disk or sends the data to the printer. A sample copy of a data file is included as part of the demo software and is provided on the Data Disk (address 320), under the name DTS _ _ _ 01 (the underscores represent three blank spaces).

When the program is accessed, three options are displayed on the screen. Only the second and third options are used for the procedures to receive data from the DTS register. Depress SFK 2 (DTS Printout Multi/Rec), the second option, to receive data from the DTS register and direct it to the system printer (address 215). This procedure provides the most visible means of demonstrating the transfer of data from the DTS register to the printer and is the recommended option for the demo. Depress SFK 3 (DTS Diskout Multi/ Rec), the third option, to direct data sent from the DTS register to disk and to create a file for this data.

In a normal, everyday processing situation, the third option to send data to disk is used to create a file for the data received from the DTS register. This data can then be sent ,to the printer if desired. However, since sample data file, DTS _ _ _01 is already provided on disk for the demo, it is only necessary to enter the second option, which allows the sample data file on disk to be sent to the printer.

3.3 PROCEDURE FOR RECEIVING DATA FROM DTS REGISTER TO PRINTER**

Steps 1-6 below accomplish a sign-on between the Wang 2200 Computer System and the DTS register. Steps 7-10 allow DTS reports to be printed.

1. Before starting the procedure, be sure that the printer is turned on. Then depress SFK 5 (Menu for Transaction Processing) from the System Menu. When the Transaction Processing Menu is displayed, depress SFK 1 (Receive Data from Register). Three choices are displayed on the screen. Depress SFK 2 (Load-DTS Printout Multi/Rec).

2. After the microcode loads, the bottom of the screen displays:

    - - - MODEM SIGNALS - - -   BLOCKS BLOCKS

    DTR   DSR   RTS   CTS CAR   SENT   RECD   - - MODE - -
    *   *

                                                         CONTROL

    The lower right-hand corner of the screen should indicate that the system is in Control Mode. If the screen displays BID MODE, reload the system program and return to step 1.

NOTE:

(1) Do not pause more than 15 seconds when the system is in Control Mode, because the DTS register may disconnect automatically. Asterisks below DTR and DSR on the bottom left of the screen will disappear. If these asterisks disappear, depress SFK 15 to return to the System Menu. Whenever the system is in Control Mode, SFK 15 may be depressed to return to the System Menu.

(2) •Refer to Chapter 1, Section 1.2, Operational Note 1 for instructions on reloading the system program.

---

3. Touch (EXEC). The mask /*$ is displayed on the fourth line of the screen. The system is in Control Mode.

4. Backspace twice; the cursor moves to *. Then depress the space bar twice. The mask *$ is erased.

5. Touch (EXEC). This signs on the Host ID (1234) of the host computer (the 2200) to the DTS· register. The messages SEND and .then TRANSMISSION COMPLETED are displayed on the third line of the screen. Be sure that the printer is on, because a coded message is printed at the completion of this sign-on. Go to step 9.

** If necessary, before starting this procedure, refer to Appendix A for instructions on setting up the DTS register to send data.

6. If a sign-on does not occur, the screen displays BID MODE. When the system is in this mode, allow 10 to 15 seconds for the DTS register to respond. After the specified time period, if the system is still in Bid Mode, reload the system program. Then return to step 1 to begin the same procedure again.

```
                              NOTE:

If there is difficulty in accomplishing a sign-on (steps
1-6), it is sometimes helpful to go through step 1 with
the cable from the 9046 Controller Board disconnected from
the null modem. Reconnect the board to the null modem
during step 2.
```

7. Touch (EXEC). The mask /*$ is displayed on the fourth line of the screen. The system is in Control Mode.

8. Backspace three times (screen appears as /*$).

9. DTS reports may now be printed. Enter 0201 (02 = the host computer, the 2200; 01 = the DTS register number) and depress the space bar (the space is required as a synchronous character). Then enter the report number, and touch (EXEC) to print the desired DTS report. Refer to Appendix B for a list of the DTS report titles and their numbers. It is always necessary to enter two digits for report numbers. After all the numbers have been entered, the entry should appear on the screen as 0201 nn (where nn = the desired report number).

   A recommended report to print is the ESF (electronic store-and-forward) File (report number 74). The ESF File consists of transactions of SKU (stock-keeping unit) numbers, quantities, and amounts. This file is used to collect data for posting to the Retail Business System Demo master files.

10. During data collection, when a DTS register report is being printed and the system is in Receive Mode, the DTS screen displays a check (√) mark. When the system returns to Control Mode, repeat steps 7-9 if other reports are desired or go to step 11 to end the procedure. If more than 10 seconds elapse between the completion of printing one report and a request for the next, the DTS register disconnects. If disconnection occurs, the screen displays BID MODE. Reload the system program and return to step 1 to begin the entire procedure again.

11. After all the desired reports are printed and if the system is in Control Mode, depress SFK 15 to return to the System Menu.

3.4 PROCEDURE FOR RECEIVING DATA FROM DTS REGISTER TO DISK**

Steps 1-9 below accomplish a sign-on between the 2200 Computer System and the DTS register. Steps 10-13 allow DTS reports to be sent to disk.

1. Depress SFK 5 (Menu for Transaction Processing). When the Transaction Processing Menu is displayed, depress SFK 1 (Receive Data from Register) from the System Menu. Three choices are displayed on the screen, depress SFK 3 (Load-DTS Diskout Multi/Rec).

2. The screen displays RECEIVE DISK FILE NOT OPENED.

3. Depress SFK 1 (Attn) from the choices displayed at the top of the screen, then depress SFK 1 (Open Receive File) from the next screen display.

4. Enter 3 (EXEC); the receive address is 320.

5. The screen displays the number of sectors available on disk. Enter any six-alphanumeric-character file ID, and touch (EXEC) to represent the file on disk which receives data from the DTS register. The system automatically adds the two-digit number 01 to the end of the file ID previously entered. For example, if file ID DTS002 were entered, the screen would display RECEIVE FILE DTS00201 OPENED on the screen. The number 01 represents the file in which the DTS register's confirmation of the data file opening would be placed.

NOTE:

The file ID, DTS _ _ _ (the underscores represent three blank spaces), is used for the sample data file of the Retail Business System Demo. This file is included as part of the demo software; therefore, this file ID cannot be entered for a data file, because it is already on file on disk. The system automatically adds 01 to any file ID entered; therefore, file ID DTS _ _ _ is filed on disk as DTS _ _ _ 01.

---

6. Touch (EXEC). The mask displayed on the fourth line of the screen is /*$. The screen displays CONTROL MODE in the lower right-hand corner of the screen.

** If necessary, before starting this procedure, refer to Appendix A for instructions on setting up the DTS register to send data.

```
┌─────────────────────────────────────────────────────────────┐
│                                                             │
│                          NOTE:                              │
│                                                             │
│  Do not pause more than 15 seconds when the system is in    │
│  Control Mode, because the DTS register may disconnect      │
│  automatically.  Asterisks below DTR and DSR on the bottom  │
│  left of the screen will disappear.  If these asterisks     │
│  disappear, depress SFK 15 to return to the System Menu.    │
│  Whenever the system is in Control Mode, SFK 15 may be      │
│  depressed to return to the System Menu.                    │
│                                                             │
└─────────────────────────────────────────────────────────────┘
```

7. Backspace twice; the cursor moves to *. Then depress the space bar twice. The mask *$ is erased.

8. Touch (EXEC). This signs on the host ID (1234) to the DTS register. The messages SEND and then TRANSMISSION COMPLETED are displayed on the third line of the screen. Make sure the printer is on because it will print a coded message at the completion of this sign-on. Go to step 10.

9. If a sign-on does not occur, the screen displays BID MODE. When the system is in this mode, allow 10 to 15 seconds for the DTS register to respond. After the specified time period, if the system is still in Bid Mode, reload the system program. Then return to steps 1 and 2, and then follow step 9a-c on the next page:

```
┌─────────────────────────────────────────────────────────────┐
│                                                             │
│                    '      NOTE:                             │
│                                                             │
│  (1) Refer to Chapter 1, Section 1.2, Operational Note 1    │
│   ·     for instructions on reloading the system program.   │
│                                                             │
│  (2) If the system program is reloaded, it is mandatory to  │
│       erase the previous file ID entered in the system      │
│       before retrying the sign-on procedure.  All eight     │
│       alphanumeric characters of the previously entered file│
│       ID must be entered to erase the file.  This procedure │
│       is necessary because the system forces the file to be │
│       opened and the data to be received on the same pass.  │
│      .The sample data file ID, DTS _ _ _01, already on disk │
│       should never be erased.                               │
│                                                             │
│  (3) If there is difficulty accomplishing a sign-on (steps  │
│       1-9), it is sometimes helpful to go through step 1    │
│       with the cable from the 9046 Controller Board         │
│       disconnected from the null modem.  Reconnect the board│
│       to the null modem during step 2.                      │
│                                                             │
└─────────────────────────────────────────────────────────────┘
```

a.   Select SFK 1 (Attn) from the choices displayed at the top of the screen; then select SFK 2 (Erase File).

b.   Enter 3 (EXEC); the receive address is 320.

c.   The screen displays ERASE FILE OR?__ .   To erase a file, enter the file's complete, eight-alphanumeric-character file ID (EXEC) (e.g., DTS00201).   If it is necessary to erase more files, return to step 9a.

d.   After the desired file(s) has been erased and the system program reloaded, return to step 1 if it is necessary to begin the sign-on procedure again.

10.   Touch (EXEC).   The mask /*$ is now displayed on the fourth line of the screen.   The screen displays CONTROL MODE.

11.   Backspace three times (screen appears as /*$).

12.   DTS reports may now be sent to disk.   Enter 0201 (02 = the host computer, the 2200; 01 = the DTS register number) and depress the space bar (the space is required as a synchronous character).   Then enter the DTS report number, and touch (EXEC) to send the desired report to disk.   Refer to Appendix B for a list of the DTS report titles and their numbers.   It is always necessary to enter two digits for report numbers.

During data collection, when a DTS register report is being sent to disk and the system is in Receive Mode, the DTS screen displays a check (√) mark.

As data is collected from the DTS register to disk, additional data files for receiving the DTS reports are opened as the files are needed.   Each report requested from the register requires one file. For each data file opened on disk, the system automatically adds a consecutive two-digit number beginning with 02 to the previously entered file ID.   For example, if file ID DTS002 were entered in the system, when the first data file is opened, the file ID would be displayed on the screen as DTS00202.   Any other additional files for that file ID would be displayed on the screen as DTS00203, DTS00204, etc.

The contents of the data files containing the DTS reports can be listed, if desired, using either the Data Entry or List/Dump program in TC Support Utilities User Manual.   For more information on the process of receiving data to disk, refer to Binary Synchronous 1 (BSC 1) Communications Software User Manual.

13. After a DTS report is received to disk, the screen displays TRANSMISSION COMPLETED and appears as follows:

```
_ _ _ MODEM SIGNALS _ _ _           BLOCKS   BLOCKS

DTS  DSR  RTS  CTS   CAR            SENT     RECD     ¯ ¯ MODE ¯ ¯
                                                     _ _      _ _

                                   XXXX     XXXX       ·CONTROL
```

X = the number of sectors used on
     disk to receive a DTS report.

If other reports are desired to send to disk, make sure the screen displays CONTROL MODE and then repeat steps 10-12. If more than ten seconds elapse between the completion of sending a DTS report to disk and a request for the next report, the DTS register disconnects. If disconnection occurs, the screen displays BID MODE. Reload the system program and return to step 1 to begin the entire procedure again.

The last file opened on disk to receive data from the DTS register will not have an end-of-file because the last file reserves the remainder of the disk. It is recommended that the file ID of the last file opened by the system be recorded. This file does not contain any data, and has been opened only in preparation to receive more data; therefore, it is recommended that the file be deleted. Return to step 9 to erase the file ID for this file.

14. After all the desired reports are sent to disk and if the system is in Control Mode, depress SFK 15 to return to the System Menu.

15

CHAPTER 4
MENU AND PROGRAM DESCRIPTIONS

4.1 INTRODUCTION

This chapter describes the menus and recommended programs used for the Retail Business System Demo. The Transaction Processing, Inventory, Inventory Management, Payroll/Personnel, and Special Payroll Processing menus and their programs are explained in the following sections.

4.2 TRANSACTION PROCESSING MENU INTRODUCTION

The Transaction Processing Menu programs transfer data received from the DTS registers first to disk and then to the Retail Business System Demo master files. When data is sent to disk, the Receive Data from Register program (SFK 1) uses this data to create a data file which is then read by the Create Register Transaction program (SFK 2) to build a Register Transaction File. The transactions from the Register Transaction File can then be posted to update the Salesperson, Inventory, and Payroll files of the Retail Business System Demo via the appropriate posting programs in the Transaction Processing Menu.

Programs recommended to be run for the demo from the Transaction Processing Menu are the Create Register Transaction File (SFK 2) and, if data has been sent from the DTS register to disk, the posting programs (SFK 4-7).

When SFK 5 from the System Menu is depressed, the Transaction Processing Menu is displayed:

```
                    TRANSACTION PROCESSING ·MENU
           ----------------------------------------------
              FN KEY          PROGRAM NAME
           _____

              (01)    RECEIVE DATA FROM REGISTER

              (02)    CREATE REGISTER TRANSACTION FILE

              (03)    CONSOLIDATED SYSTEM AUDIT REPORT

              (04)    POST TO SALESPERSON & INVENTORY FILES

              (05),   CREATE PAYROLL TRANSACTION FILE

              (06)    UPDATE PAYROLL TRANSACTION FILE

              (07)    POST TO PAYROLL FILE

              (15)    SYSTEM MENU


           ----------------------------------------------


              DEPRESS FUNCTION KEY _
```

4.3   TRANSACTION PROCESSING PROGRAM DESCRIPTIONS

4.3.1 Register Transaction File Programs

Two programs in the Transaction Processing Menu print identical reports of the Register Transaction File. These programs are explained below:

Create Register Transaction File Program: The files in the Retail Business System Demo can only be updated by posting to them information from the DTS register that has been sent to disk. Any data from the DTS register which has been sent to the printer and not saved on disk cannot be posted to update° the Retail Business System Demo master files.

When data from the DTS register has been saved on disk, the Create Register Transaction File program (SFK 2) must first be run before the Retail Business System Demo master files can be updated. This program reads raw data from a file generated by the Receive Data from Register program (refer to Chapter 3, Section 3.2) and builds transaction records — in a standard format — that are then written to the Register Transaction File. In the process, meaningless records, SKU's, and salesperson numbers are ignored; unrecognized records are flagged; and the audit report is generated (if requested).

The first prompt in this program requests the ID of the file containing the data received on disk from the DTS register. The file ID, DTS_ _ _01 (DTS 01), which is the name of a sample data file already provided in the demo software, can be used as a default if a DTS register is unavailable, or if the data received from the DTS register was directed to the printer. The next prompt to appear on the screen allows the option of printing the audit report. The last prompt, which allows the option of saving existing records, refers to the records used as data in the Register Transaction File, not the records in the TC File. The recommended responses for these prompts are displayed as defaults (Yes or No).

The Create Register Transaction File program is the only area in the system that depends on the format of the raw data coming from the DTS register. The program format provides additional flexibility in receiving data from different models of DTS registers and reduces the dependence on how a DTS register is programmed.

NOTE:

During the Create Register Transaction File program, it is possible that the original file opened on disk (e.g., DTS00201) cannot be entered as a file ID to generate Register Transaction File records because the sample data file (DTS00201) contains only control information, no data. To correct this situation, rerun the program and enter the next file ID in sequence (e.g., DTS00202). The next file will contain the actual report data to print the audit report and build Register Transaction File records.

Consolidated System Audit Report: This generates a report identical to the one generated by the Create Register Transaction File program, except that it is taken from an existing Register Transaction File that may contain several transmissions of data. It is not necessary to run this program for a demo.

4.3.2 Posting Programs

Four posting programs in the Transaction Processing Menu may be run to update the Retail Business System Demo master files with new data sent from the DTS register to disk. If data has been sent to the printer, it is not necessary to run the programs to update the Retail Business System Demo master files. The four posting programs are explained below and listed in the order that they should be run.

- **Post to Salesperson and Inventory Files (SFK 4):** This sorts the Register Transaction File records by salesman and SKU number and then posts the sales data to the Salesperson and Inventory files. A report is generated, detailing inventory and/or salesperson records not found. No changes are made to the Register Transaction File.

- **Create Payroll Transaction File (SFK 5):** This locates the log/on and log/off records in the Register Transaction File, correlates them, and adds this information to the Payroll Transaction File. In the process, the program checks for unmatched log/ons and log/offs from the DTS register. Any mismatches are noted on the Log/On-Log/Off Exception Report generated at the end of the program.

- **Update Payroll Transaction File (SFK 6):** This allows the operator to correct any errors, such as unmatched log/ons and log/offs, in the Payroll Transaction File. Enter the employee number (salesperson ID) and transaction date to locate the records which need updating. If log/off time periods do not exist, it is necessary to add these time periods via this program before running the last posting program, Post to Payroll File. If time periods are not added, the Post to Payroll File program (SFK 7) will not run. If there are no errors to correct, it is not necessary to run the Update Payroll Transaction File program. This program does not print a report.

- **Post to Payroll File (SFK 7):** This posts the hours worked by employees to the Payroll and Salesperson files. Payroll transaction records are deleted as they are posted, therefore, making it unnecessary to clear the Payroll Transaction File after posting. The original register transaction records are not deleted by any of the posting processes, only by the process of adding new records to the Register Transaction File. This program does not print a report.

4.4   INVENTORY MENU INTRODUCTION

For more information on the Inventory Menu, refer to the appropriate GBS MODS I and II user disk manuals. A recommended program to be run for the demo from this menu is the Inventory Inquiry/List program (SFK 5). When SFK 4 of the System Menu is depressed, the Inventory Menu is displayed:

FN KEY	PROGRAM NAME	FN KEY	PROGRAM NAME

---

(01)	INVENTORY FILE MAINT.	(10)	INVENTORY MAINT. REPORT
(02)	INVENTORY TRANS ENTRY	(11)	INVENTORY TRANS REPORT
(03)	STOCK STATUS REPORT	(12)	RECOMMENDED P.O. REP/INQ
(04)	LOW STK/INACTIVE ITEMS RPT	(13)	P.O. ACTIVITY REORG
(05)	INVENTORY INQUIRY/LIST	(14)	APPLICATION MENU
(06)	PHYSICAL INVENTORY SHEETS	(15)	GBS SYSTEM MENU
(07)	PHYSICAL INVENTORY ENTRY	(16)	DESEASONALIZED DEMAND ADJ.
(08)	SORT PHYSICAL TRANS FILE.	(17)	ORDER POINT ADJUSTMENT
(09)	PHYSICAL INVENTORY VAR RPT		

DEPRESS FUNCTION KEY

OR KEY RETURN(EXEC) FOR MANAGEMENT SUB-MENU_

4.5   INVENTORY MANAGEMENT SUB-MENU INTRODUCTION

For more information on the Inventory Management Sub-menu, refer to Inventory Management System User Manual (Interim). Recommended programs to be run for a demo from this sub-menu are the two report programs, sales projection (SFK 2) and OTB (open-to-buy) (SFK 6).

The OTB Report program has been provided for the demo only. This program is generated from a separate file that contains a full year's worth of weekly figures for planned and actual sales of inventory and purchases. The OTB File has records corresponding to the Inventory File records. The OTB File contains planned and actual figures for July 1978 to December 1978 but only planned figures for January 1979 to June 1979. The following information is requested to run the OTB Report program: the starting and ending dates of the report, sort sequence (by vendor number or department), and detail or summary information for each SKU (by category/department or category/vendor totals).

When SFK 4 from the System Menu is depressed, the Inventory Menu is displayed. Touch (EXEC) and the Inventory Management Sub-menu is displayed:

INVENTORY MANAGEMENT SUB-MENU

FN KEY   PROGRAM NAME
----

(01)   PROFILE MAINTENANCE

(02)   SALES PROJECTION REPORT

(03)   LEVEL OF SERVICE REPORT

(04)   DEMAND SIMULATOR

(05)   REORDER SIMULATOR

(06)   OPEN TO BUY REPORT

DEPRESS FUNCTION KEY

OR KEY RETURN(EXEC) FOR INVENTORY MENU_

4.6   PAYROLL/PERSONNEL MENU INTRODUCTION

For more information on the payroll function of the Payroll/Personnel Menu, refer to the appropriate GBS MOD IV user disk manual. Because the payroll system operates in a fairly rigid cycle, only certain programs from this menu are recommended to be run for a demo. These recommended programs should be run in the following order: Post to Payroll File program* (SFK 7 -- Transaction Processing Menu), Calculate Earnings program (SFK 3 -- Payroll/Personnel Menu), Earnings Register program (SFK 5 -- Payroll/Personnel Menu), and Master File Clean-up program (SFK 7 -- Special Payroll Processing Menu). It is necessary to run Master File Clean-up last to reset the pointers, so that the programs from the Payroll/Personnel Menu can be run again.

For more information on the salesperson functions of the Payroll/Personnel Menu refer to the appropriate GBS MOD I user disk manual. Salesman Productivity Report (SFK 16 -- Payroll/Personnel Menu) is a recommended program to be run for a demo. This program is provided for the demo only. The Clear Files program (SFK 19 -- Payroll/Personnel Menu) can be run each month to clear current figures for the Salesperson and/or Inventory files. This program posts these figures as either month-to-date or year-to-date when appropriate.

---

*Payroll data entry is performed by this program in the demo only.

21

When SFK 2 from the System Menu is depressed, the Payroll/Personnel Menu is displayed:

PAYROLL/PERSONNEL MENU

  FN KEY   PROGRAM NAME   FN KEY   PROGRAM NAME

FN KEY	PROGRAM NAME	FN KEY	PROGRAM NAME
(01)	DATA ENTRY	(09)	PRINT CHECKS
(02)	TRANSACTION LIST	(10)	CHECK RECONCILIATION
(03)	CALC EARNINGS	(11)	PRINT MEMOS
(04)	CALC TAXES & DEDUCTIONS	(12)	PRINT BANK DEPOSITS
(05)	EARNINGS REGISTER	(13)	CASH BREAKDOWN
(06)	TAX & DEDUCTION REGISTER	(14)	SPECIAL PAYROLL MENU
(07)	EMPLOYEE REGISTER	(15)	SYSTEM MENU
(08)	PAY FILE EXTRACTS		

      (16)   SALESMAN PRODUCTIVITY REPORT

      (17)   SALESMAN FILE MAINTENANCE

      (18)   SALESMAN INQUIRY LIST

      (19)   CLEAR FILES

DEPRESS FUNCTION KEY_

4.7 SPECIAL PAYROLL PROCESSING MENU INTRODUCTION

With the exception of the Master File Clean-up program (refer to Section 4.6), the Special Payroll Processing Menu programs are not necessary to be run for a demo. Refer to the appropriate GBS MOD IV user disk manual for more information on the programs. When SFK 3 of the System Menu is depressed, the Special Payroll Processing Menu is displayed:

SPECIAL PAYROLL PROCESSING
```
-------------------------------------------------------------------
   FN KEY     PROGRAM NAME          FN KEY     PROGRAM NAME
-------------------------------------------------------------------

   (01)  CONTROL FILE MAINTENANCE    (09)  PRINT W-2'S

   (02)  CONTROL FILE INQUIRY        (10)  DAILY FILE INQUIRY

   (03)  MASTER FILE MAINTENANCE     (11)  DAILY FILE CLEAN-UP

   (04)  MASTER FILE INQUIRY         (12)  ADJUSTMENT ENTRY

   (05)  BANK FILE MAINTENANCE

   (06)  BANK FILE INQUIRY           (14)  STANDARD PAYROLL MENU

   (07)  MASTER FILE CLEAN-UP        (15)  SYSTEM MENU

   (08)  PRINT 941A'S

-------------------------------------------------------------------

   DEPRESS FUNCTION KEY_
```

CHAPTER 5
COMPLETION OF DEMO

5.1   INTRODUCTION

If data has been collected from the DTS register to disk, all the files opened on disk must be erased <u>except</u> for the sample data file, DTS _ _ _ 01 (refer to Chapter 3, Section 3.3), before beginning the Backup Procedure.

5.2   BACKUP PROCEDURE

The Backup Procedure should always be performed at the end of a demo, because the KFAM data files and key files are on different disk packs. To access the program for the Backup Procedure, refer to the System Menu screen display and depress SFK 14 (End of Application). Prompts are displayed on the screen, instructing the user to remove the System Disk from the removable drive, and replace the System Disk with the Data (Scratch) Disk <u>before</u> copying the fixed disk to the removable disk.

NOTE:

Be sure to copy the fixed disk to the removable disk. Failure to do so will result in the loss of data for the Retail Business System Demo.

After the fixed disk has been copied to the Data Disk, a prompt is displayed that allows the user to make a backup of the System Disk. If a backup disk is not needed, remove the Data Disk from the removable drive.

INFORMATION ON DTS ANS-R-TRAN FOR DATA COLLECTION
BY WANG 2200 SYSTEMS

RECEIPT TAPE

VALIDATION PRINTER

CASHIER DISPLAY

RESERVE POWER INDICATOR

JOURNAL TAPE

AXZ KEYLOCK

PVR KEYLOCK

KEYBOARD

CASH DRAWER
(DETACHABLE)
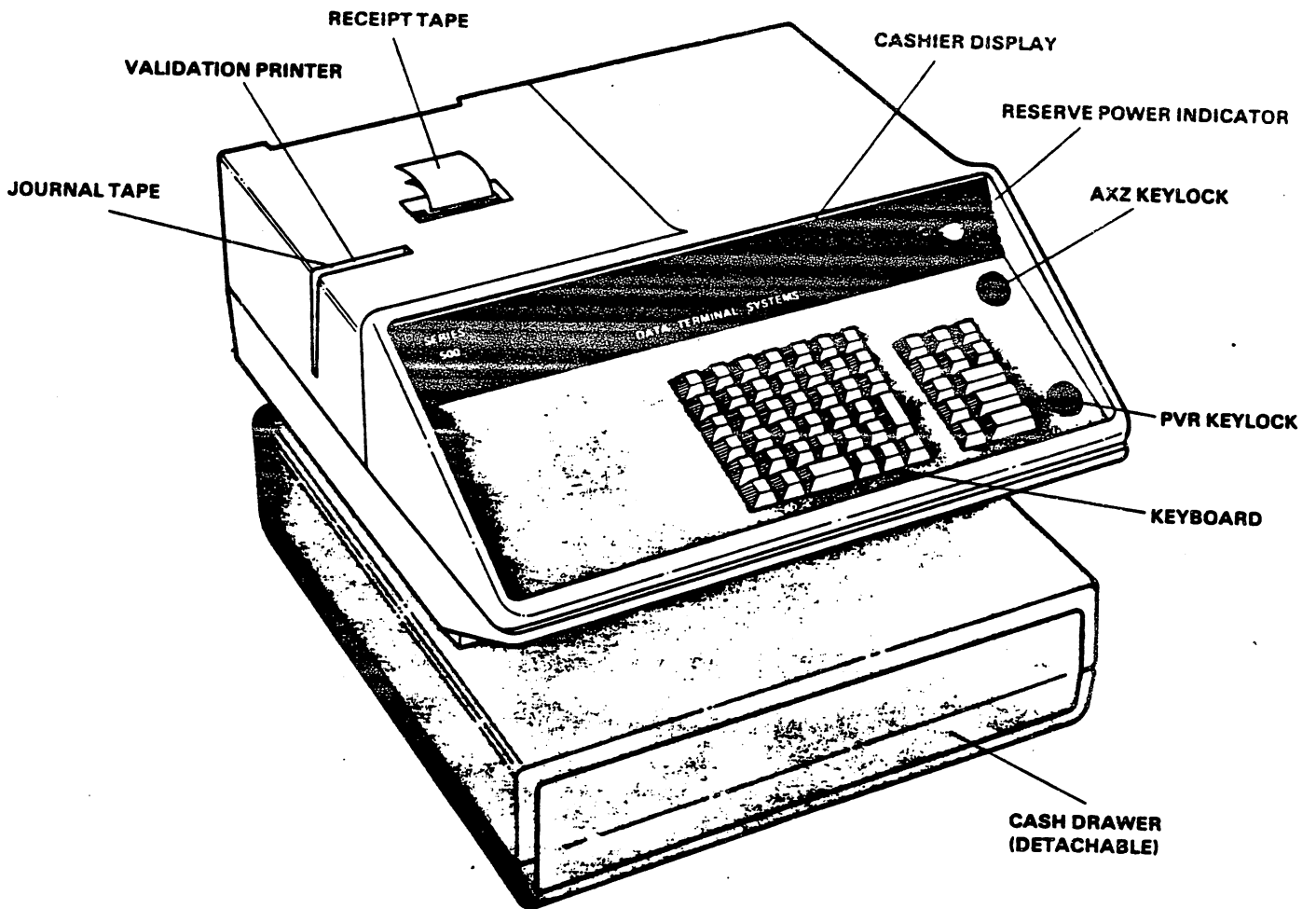
INTERFACE CONNECTION

The Wang Null Modem switches the control and data lines between the two users such that each user thinks he s talking to a modem. For example, the 2200 System's RTS (Request To Send) is tied to the 2200's CTS (Clear To 5end) and is tied to DTS Terminal's CD (Carrier Detect).

DTS	NULL MODEM 2228N	2200
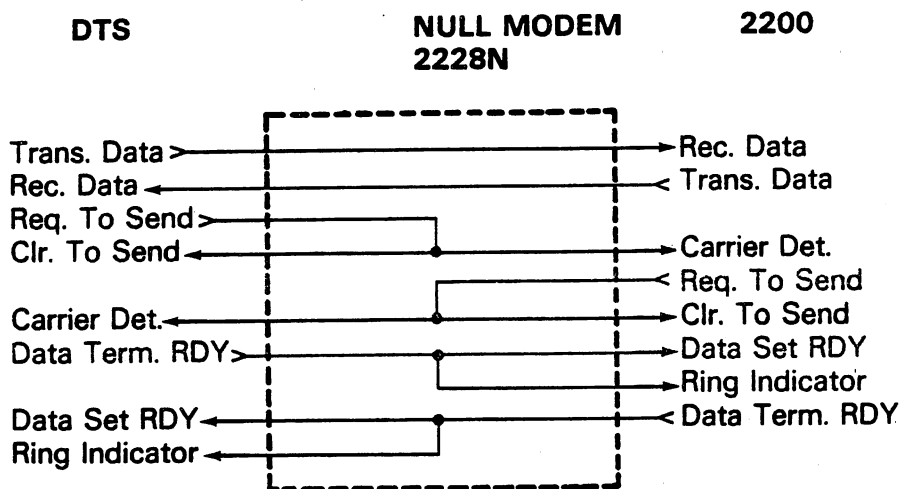
Null Modem Connections
Wang/DTS Interface

ANS-R-TRAN BOARD -DTS-

JUMPER CONFIGURATION		
WIRE	FUNCTION	MODE
WI	CLOCK	IN NORMAL OUT WITH EXTERNAL CLOCK
W5	TEST	IN NORMAL OUT FOR BOARD TEST
W21	START	IN ON 500 OUT ON 400
MEMORY		
ROM W4 W6 W7		PROM W4
TRANS. MODE		
ASYNC W9 W14		SYNC W8 W13
BAND RATES		
1200 2400 4800		W10 W11 W13
CHECK SUM		
EBCDIC USASC II CCITT		W15, W17, W19 W16, W18, W19 W16, W18, W20
ASYNC.		**SYNC.**
W22		W22

INSTRUCTIONS FOR DTS DEALER TO SET ANS-R-TRAN IN DTS 510

The following instructions for setting up the DTS register to send data should be done with the cable from the 9046 Controller Board disconnected from the null modem:

1. Move XYZ Key to Z position.

2. Enter 1, press Line Feed Key (manager log/on).

3. Enter 70, press Line Feed Key (manager "70-V").

4. Enter 47, press Line Feed Key (DTS screen displays P 47 1).

5. Enter 0909, press @ Key.

6. Enter 12306, press @ Key (123 is store ID).

7. Enter 12340007, press @ Key (123400 is host ID).

8. Enter 14, press @ Key. (The register prints "COM ENABLED" on the register tape).

9. Turn XYZ Key from Z back to OFF position.

APPENDIX B
LIST OF DTS SERIES 500 REPORTS

Report #	Report Title
01	Department Total
02	Control Total Report
03	Media Report
04	Expanded Department Report (Auxiliary Totals)
05	PLU (Price Look-up) Report
06	PLU with Activity Report
07	Subdepartment Report
08	Subdepartment with Activity Report
09	Cashier Report
10	Clerk Report
11	Cashier List
12	Clerk List
14	Productivity Report
74	ESF Report

APPENDIX C
RETAIL BUSINESS SYSTEM DEMO SAMPLE REPORTS

Below is a summary of the Retail Business System Demo sample reports listed according to menu and SFK number. The sample reports in this appendix are arranged in the order of the sequence of operations suggested in this manual for running the demo.

I. Transaction Processing Menu Reports

    a. Consolidated System Audit Report -- SFK 2 or 3 (recommended report).

    b. Error Report-Salesman File Update -- SFK 4 (optional report).

    c. Log/On-Log/Off Exception Report — SFK 5 (optional report).

II. Inventory Menu Reports

    a. Inventory Master File Report -- SFK 5 for the following reports:

        Option A -- Full Print (recommended report); Option C -- Sales Analysis (optional report); and Option D -- Forecasting Parameters (optional report).

    b. Recommended Purchase Order Report -- SFK 12 (optional report).

III. Inventory Management Sub-menu Reports

    a. Sales Projection Report -- SFK 2 Option by Vendor (recommended report).

    b. Demand Simulation/Projection Report -- SFK 4 (optional report).

    c. OTB (open-to-buy) Report — SFK 6 Option by Vendor (recommended report).

IV. Payroll/Personnel Menu Reports

    a. Calculate Earnings Report -- SFK 3 Option - Units (optional report).

    b. Earnings Register Report -- SFK 5 (optional report).

    c. Productivity Report — SFK 16 (recommended report).

V. Special Payroll Menu Reports

    Master File Clean-up Report — SFK 7 (optional report).

WANG DTS DEVELOPMENT CO.
CONSOLIDATED SYSTEM AUDIT REPORT   DATED 02/06/79

TRANSACTION TYPE	SKU NUMBER	ACCOUNT NUMBER	SALESPERSON ID	DATE	TIME	NUMBER	PRICE/ AMOUNT	TAX AMOUNT	TYPE OF PAYMENT	DEPARTMENT NUMBER	ERROR CODE
* UNRECOGNIZED RECORD: 1											
LOG ON			1								
SALE	0000000000100		1	02/06/79	0945	1	25.00	0.00			
SALE	0000000000200		1	02/06/79	0945	1	36.54	0.00			
SALE	0000000000250		1	02/06/79	0945	1	15.64	0.00			
SALE	0000000000400		1	02/06/79	0945	1	36.54	0.00			
SALE	0000000000450		1	02/06/79	0945	1	38.74	0.00			
SALE	0000000000600		1	02/06/79	0945	1	36.98	0.00			
SALE	0000000000650		1	02/06/79	0945	1	9.87	0.00			
SALE	0000000000800		1	02/06/79	0945	1	65.87	0.00			PROD.NOT FOUND
SALE	0000000000950		1	02/06/79	0945	1	98.52	0.00			PROD.NOT FOUND
SALE	0000000001000		1	02/06/79	0945	1	9.63	0.00			PROD.NOT FOUND
SALE	0000000001111		1	02/06/79	0945	1	96.58	0.00			PROD.NOT FOUND
SALE	0000000002222		1	02/06/79	0945	1	9.87	0.00			
TAX			1	02/06/79	0945	0	0.00	26.99			
TOTAL			1	02/06/79	0945	0	566.77	0.00			
PART PYMT			1	02/06/79	0945	0	600.00	0.00			
LOG ON			2								
SALE	0000000000100		2	02/06/79	1043	4	106.32	0.00			
TAX			2	02/06/79	1043	0	0.00	5.32			
TOTAL			2	02/06/79	1043	0	111.64	0.00			
PART PYMT			2	02/06/79	1043	0	250.00	0.00			
SALE	0000000000650		2	02/06/79	1043	5	180.00	0.00			
TAX			2	02/06/79	1043	0	0.00	9.00			
TOTAL			2	02/06/79	1043	0	189.00	0.00			
PART PYMT			2	02/06/79	1043	0	190.00	0.00			
SALE	0000000001000		2	02/06/79	1043	1	96.54	0.00			PROD.NOT FOUND
TAX			2	02/06/79	1043	0	0.00	4.83			
TOTAL			2	02/06/79	1043	0	101.37	0.00			
PART PYMT			2	02/06/79	1043	0	108.00	0.00			
SALE	0000000000800		2	02/06/79	1043	99	555.39	0.00			
TAX			2	02/06/79	1043	0	0.00	27.77			
TOTAL			2	02/06/79	1043	0	583.16	0.00			
PART PYMT			2	02/06/79	1043	0	600.00	0.00			
LOG OFF			1	02/06/79	1456						
LOG OFF			2	02/06/79	1512						

```
* UNRECOGNIZED RECORD: 1        T H A N K   Y O U
* UNRECOGNIZED RECORD: 1 #00021 COO1 RO1 T15:21
* * END OF REPORT * *
```

ERROR REPORT -- SALESMAN FILE UPDATE

PRODUCT 0000000000350 could not be found
PRODUCT 0000000001000 could not be found
PRODUCT 0000000001111 could not be found
PRODUCT 0000000002222 could not be found
PRODUCT 0000000001000 could not be found

5 PROBLEMS OCCURRED

33

LOG/ON - LOG/OFF EXCEPTION REPORT

WANG DTS DEVELOPMENT CO.

EMPLOYEE   DATE   LOG/ON   LOG/OFF
NUMBER

END OF REPORT

34

LL OPTION

Field	Value	Field	Value	Field	Value
PRODUCT #	0000000000100				
DESCRIPTION	MEN'S SUITS				
ALTERNATE ID		ON HAND	30	MINIMUM	12	PRICE 1	130.?5
PREFIX	MEN'S WEAR	BACKORDER		MAXIMUM	17	PRICE 2	140.00
U/M	DZ	ON ORDER		LAST COST	124.63	PRICE 3	165.50
		QTY ALLOCATED	11111	AVERAGE COST	130.88	LAST ACTIVITY	01/02/73
		VENDOR NO.		TOTAL COST	3,926.40	LOC CODE	A3

PRODUCT # 0000000000100
DESCRIPTION MEN'S SUITS
ALTERNATE ID
PREFIX MEN'S WEAR
U/M DZ

ON HAND 30
BACKORDER
ON ORDER
QTY ALLOCATED 11111
VENDOR NO.

MINIMUM 12
MAXIMUM 17
LAST COST 124.63
AVERAGE COST 130.88
TOTAL COST 3,926.40

PRICE 1 130.?5
PRICE 2 140.00
PRICE 3 165.50
LAST ACTIVITY 01/02/73
LOC CODE A3

PRODUCT # 0000000000200
DESCRIPTION WOMEN'S OVERCOATS
ALTERNATE ID
PREFIX WOMEN'S WEAR
U/M EA

ON HAND 10
BACKORDER 1
ON ORDER
QTY ALLOCATED 12121
VENDOR NO.

MINIMUM 20
MAXIMUM 30
LAST COST 86.72
AVERAGE COST 92.92
TOTAL COST 929.20

PRICE 1 85.90
PRICE 2 110.60
PRICE 3 95.00
LAST ACTIVITY 01/02/73
LOC CODE A3

PRODUCT # 0000000000250
DESCRIPTION WOMEN'S SLACKS
ALTERNATE ID
PREFIX WOMEN'S WEAR
U/M EA

ON HAND 24
BACKORDER 5
ON ORDER 60
QTY ALLOCATED 22222
VENDOR NO.

MINIMUM 337
MAXIMUM 500
LAST COST 12.00
AVERAGE COST 13.33
TOTAL COST 465.36

PRICE 1 13.00
PRICE 2 15.00
PRICE 3 18.00
LAST ACTIVITY 01/02/73
LOC CODE A3

PRODUCT # 0000000000400
DESCRIPTION SHOES
ALTERNATE ID
PREFIX BOY'S WEAR
U/M PK

ON HAND 6
BACKORDER 5
ON ORDER
QTY ALLOCATED 12121
VENDOR NO.

MINIMUM 15
MAXIMUM 32
LAST COST 8.43
AVERAGE COST 8.80
TOTAL COST 52.80

PRICE 1 8.99
PRICE 2 11.99
PRICE 3 20.00
LAST ACTIVITY 01/02/73
LOC CODE A3

PRODUCT # 0000000000450
DESCRIPTION SWEATERS
ALTERNATE ID
PREFIX BOY'S WEAR
U/M PK

ON HAND 9-
BACKORDER 15-
ON ORDER
QTY ALLOCATED 11111
VENDOR NO.

MINIMUM 21
MAXIMUM 36
LAST COST 9.50
AVERAGE COST 9.99
TOTAL COST 89.91-

PRICE 1 10.99
PRICE 2 11.50
PRICE 3 12.00
LAST ACTIVITY 10/10/78
LOC CODE A3

PRODUCT # 0000000000600
DESCRIPTION DRESSES
ALTERNATE ID
PREFIX GIRL'S WEAR
U/M DZ

ON HAND 1
BACKORDER 20
ON ORDER
QTY ALLOCATED 22222
VENDOR NO.

MINIMUM 102
MAXIMUM 179
LAST COST 33.99
AVERAGE COST 37.99
TOTAL COST 37.99

PRICE 1 36.00
PRICE 2 47.50
PRICE 3 41.99
LAST ACTIVITY 01/02/73
LOC CODE A3

PRODUCT # 0000000000650
DESCRIPTION PAJAMAS
ALTERNATE ID
PREFIX GIRL'S WEAR
U/M DZ

ON HAND 10
BACKORDER
ON ORDER 20
QTY ALLOCATED 11111
VENDOR NO.

MINIMUM 84
MAXIMUM 144
LAST COST 8.15
AVERAGE COST 9.38
TOTAL COST 93.80

PRICE 1 7.99
PRICE 2 11.99
PRICE 3 12.99
LAST ACTIVITY 01/02/73
LOC CODE A3

PRODUCT # 0000000000600
DESCRIPTION LINGERIE
ALTERNATE ID
PREFIX WOMEN'S WEAR
U/M EA

ON HAND 265-
BACKORDER
ON ORDER
QTY ALLOCATED 22222
VENDOR NO.

MINIMUM 15
MAXIMUM 28
LAST COST 5.03
AVERAGE COST 15.89
TOTAL COST 4,210.85

PRICE 1 3.99
PRICE 2 11.99
PRICE 3 15.00
LAST ACTIVITY 01/02/73
LOC CODE A3

NO. OF RECORDS PROCESSED = 8

PRODUCT #	00000000800	SAFETY FACTOR	3.6	DEMAND FILTER HIST	3.6	LEAD TIME	00000000	30
DESCRIPTION	LINGERIE	MEAN ABS DEV	3.6	TRACKING SIGNAL HIST	3.6	SERVICE PERIOD	00000000	6.0
PROFILE ID	SPRING	MEAN SIGN DEV	0.0	VARIABLE TREND HIST	0.0	COUNTER STOCK	00000000	0
PROF DESC	SPRING PEAK	VARIABLE TREND	0.0	REORDER STRATEGY	0.0	FIXED ORDER QTY	00000001	12
SALES STABILITY	M	TREND PERCENT	0.0			LEVEL OF SERVICE	F	.050
DESEAS DEMAND	10.0	LAST PER PROC	10	REVIEW TIME			1	

NO. OF RECORDS PROCESSED = 8

INVENTORY MASTER FILE

PRODUCT # / DESCRIPTION	CURRENT MONTH					YEAR TO DATE				
	LOST UNITS	UNITS SOLD	SALES	COST	MARGIN	LOST UNITS	UNITS SOLD	SALES	COST	MARGIN
0000000000100 MEN'S SUITS		94	9,236.79	11,597.25	20.35-		1,927	14,298.26	16,375.06	12.68-
0000000000200 WOMEN'S OVERCOATS		35	2,588.80	2,838.76	8.81-		1,400	16,775.52	7,862.95	113.35
0000000000250 WOMEN'S SLACKS		130	1,703.20	1,391.67	22.39	12	686	1,918.67	1,501.67	27.77
0000000000400 SHOES		5	182.70	42.30	331.91		1,065	4,892.35	3,093.00	58.17
0000000000450 SWEATERS		5	433.70	49.95	888.39		241	933.61	401.85	132.33
0000000000600 DRESSES		5	184.90	177.95	3.91	18	1,368	1,978.67	2,109.89	6.22-
0000000000650 PAJAMAS		30	949.35	258.84	266.77		1,178	4,278.60	2,804.72	52.55
0000000000800 LINGERIE		500	3,106.30	3,577.00-	136.84-		1,711	3,518.32	3,191.97-	210.22-
FINAL TOTAL		804	18,445.74	12,779.72	44.34	30	9,576	48,534.00	30,957.17	56.97

NO. OF RECORDS PROCESSED = 8

37

ALL OPTION

INVENTORY MASTER FILE

Product 1

Field	Value	Field	Value	Field	Value	Field	Value
PRODUCT #	00000000100	SAFETY FACTOR	4.6	DEMAND FILTER HIST	00000000	LEAD TIME	.28
DESCRIPTION	MEN'S SUITS	MEAN ABS DEV	4.6	TRACKING SIGNAL HIST	00000000	SERVICE PERIOD	4.0
PROFILE ID	SPRING	MEAN SIGN DEV	0.0	VARIABLE TREND HIST	00000000	COUNTER STOCK	0
PROF DESC	SPRING PEAK	VARIABLE TREND	0.0	REORDER STRATEGY	S	PACK SIZE	1
SALES STABILITY	M	TREND PERCENT	0.0	REVIEW TIME	1	ITEM MINIMUM	1
DESEAS DEMAND	15.4	LAST PER PROC	-1			LEVEL OF SERVICE	.950

Product 2

Field	Value	Field	Value	Field	Value	Field	Value
PRODUCT #	00000000200	SAFETY FACTOR	3.8	DEMAND FILTER HIST	00000000	LEAD TIME	30
DESCRIPTION	WOMEN'S OVERCOATS	MEAN ABS DEV	3.8	TRACKING SIGNAL HIST	00000000	SERVICE PERIOD	4.0
PROFILE ID	FALL	MEAN SIGN DEV	0.0	VARIABLE TREND HIST	00000000	COUNTER STOCK	0
PROF DESC	FALL PEAK	VARIABLE TREND	0.0	REORDER STRATEGY	S	PACK SIZE	2
SALES STABILITY	L	TREND PERCENT	0.0	REVIEW TIME	1	ITEM MINIMUM	2
DESEAS DEMAND	12.5	LAST PER PROC	-1			LEVEL OF SERVICE	.950

Product 3

Field	Value	Field	Value	Field	Value	Field	Value
PRODUCT #	00000000250	SAFETY FACTOR	45.8	DEMAND FILTER HIST	00000000	LEAD TIME	30
DESCRIPTION	WOMEN'S SLACKS	MEAN ABS DEV	45.8	TRACKING SIGNAL HIST	00000000	SERVICE PERIOD	4.0
PROFILE ID	FALL	MEAN SIGN DEV	0.0	VARIABLE TREND HIST	00000000	COUNTER STOCK	0
PROF DESC	FALL PEAK	VARIABLE TREND	0.0	REORDER STRATEGY	S	PACK SIZE	2
SALES STABILITY	H	TREND PERCENT	0.0	REVIEW TIME	1	ITEM MINIMUM	2
DESEAS DEMAND	229.2	LAST PER PROC	-1			LEVEL OF SERVICE	.950

Product 4

Field	Value	Field	Value	Field	Value	Field	Value
PRODUCT #	00000000400	SAFETY FACTOR	5.1	DEMAND FILTER HIST	00000000	LEAD TIME	45
DESCRIPTION	SHOES	MEAN ABS DEV	5.1	TRACKING SIGNAL HIST	00000000	SERVICE PERIOD	8.0
PROFILE ID	SPRING	MEAN SIGN DEV	0.0	VARIABLE TREND HIST	00000000	COUNTER STOCK	0
PROF DESC	SPRING PEAK	VARIABLE TREND	0.0	REORDER STRATEGY	S	PACK SIZE	1
SALES STABILITY	M	TREND PERCENT	0.0	REVIEW TIME	1	ITEM MINIMUM	2
DESEAS DEMAND	16.9	LAST PER PROC	-2			LEVEL OF SERVICE	.950

Product 5

Field	Value	Field	Value	Field	Value	Field	Value
PRODUCT #	00000000450	SAFETY FACTOR	3.7	DEMAND FILTER HIST	00000000	LEAD TIME	45
DESCRIPTION	SWEATERS	MEAN ABS DEV	3.7	TRACKING SIGNAL HIST	00000000	SERVICE PERIOD	8.0
PROFILE ID	FALL	MEAN SIGN DEV	0.0	VARIABLE TREND HIST	00000000	COUNTER STOCK	0
PROF DESC	FALL PEAK	VARIABLE TREND	0.0	REORDER STRATEGY	S	PACK SIZE	1
SALES STABILITY	M	TREND PERCENT	0.0	REVIEW TIME	1	ITEM MINIMUM	2
DESEAS DEMAND	9.2	LAST PER PROC	-2			LEVEL OF SERVICE	.950

Product 6

Field	Value	Field	Value	Field	Value	Field	Value
PRODUCT #	00000000600	SAFETY FACTOR	19.4	DEMAND FILTER HIST	00000000	LEAD TIME	30
DESCRIPTION	DRESSES	MEAN ABS DEV	19.4	TRACKING SIGNAL HIST	00000000	SERVICE PERIOD	6.0
PROFILE ID	SPRING	MEAN SIGN DEV	5.9	VARIABLE TREND HIST	00000000	COUNTER STOCK	20
PROF DESC	SPRING PEAK	VARIABLE TREND	2.9	REORDER STRATEGY	F	FIXED ORDER QTY	45
SALES STABILITY	M	TREND PERCENT	2.0	REVIEW TIME	1	LEVEL OF SERVICE	.950
DESEAS DEMAND	62.9	LAST PER PROC	10				

Product 7

Field	Value	Field	Value	Field	Value	Field	Value
PRODUCT #	00000000650	SAFETY FACTOR	13.5	DEMAND FILTER HIST	00000000	LEAD TIME	30
DESCRIPTION	PAJAMAS	MEAN ABS DEV	13.5	TRACKING SIGNAL HIST	00000000	SERVICE PERIOD	6.0
PROFILE ID	FALL	MEAN SIGN DEV	0.0	VARIABLE TREND HIST	00000001	COUNTER STOCK	20
PROF DESC	FALL PEAK	VARIABLE TREND	0.0	REORDER STRATEGY	F	FIXED ORDER QTY	75
SALES STABILITY	H	TREND PERCENT	0.0	REVIEW TIME	1	LEVEL OF SERVICE	.950
DESEAS DEMAND	50.0	LAST PER PROC	10				

PRODUCT NO.	DESCRIPTION	U/M	RECMND REORDER	ACTUAL REORDER	MIN	MAX	ON HAND	ON ORDER	ALLOCATED	BACKORD	LAST ACTIVITY	WEIGHT
0000000000350	NOT ON INVENTORY FILE											
ZZZZZZZZZZZ	NOT ON INVENTORY FILE											
VENDOR NUMBER 11111												
0000000000100	MEN'S SUITS	DZ	0		12	17	30	0	0	0	01/02/73	0.0000
0000000000450	SWEATERS	PK	45		21	36	9-	0	0	15-	10/10/78	0.0000
0000000000650	PAJAMAS	DZ	150 M		84	144	10	20	0	0	01/02/73	0.0000
0000000001000	NOT ON INVENTORY FILE											
VENDOR NUMBER 12121												
0000000000400	SHOES	PK	26		15	32	6	0	0	5	01/02/73	0.0000
VENDOR NUMBER 22222												
0000000000250	WOMEN'S SLACKS	EA	416		337	500	24	60	0	5	01/02/73	0.0000
0000000000600	DRESSES	DZ	180 M		102	173	1	0	0	20	01/02/73	0.0000
0000000000800	LINGERIE	EA	300 M		15	28	265-	0	0	0	01/02/73	0.0000

39

DATA GROUPING: VENDOR   TO 22222

SALES PROJECTION REPORT

PRODUCT # / DESCRIPTION	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL	1980 JAN
QUARTERLY CUMULATIVE TOTALS													
*** VENDOR 11111 ***													
00000000100 MEN'S SUITS	106	159	212	212	159	106	79	74	53	41	53	6320	106
(cumulative)			478			957			1164				1365
00000000450 SWEATERS	17	17	17	17	20	30	40	60	71	71	40	845	20
(cumulative)			53			121			293				425
00000000650 PAJAMAS	92	92	88	88	103	156	207	310	363	363	207	5403	103
(cumulative)			274			622			1503				2177
TOTALS	216	269	319	319	283	232	326	445	487	476	300	12568	229
(cumulative)			805			1701			2961				3968
*** VENDOR 12121 ***													
00000000200 WOMEN'S OVERCOATS	75	75	73	73	85	128	170	255	299	299	170	15891	85
(cumulative)			224			510			1235				1790
00000000400 SHOES	72	108	145	145	108	72	54	50	36	28	36	5566	72
(cumulative)			325			651			791				928
TOTALS	147	183	218	218	193	200	224	305	335	328	206	21458	157
(cumulative)			549			1161			2027				2719
*** VENDOR 22222 ***													
00000000250 WOMEN'S SLACKS	326	326	314	314	365	551	730	1036	1282	1282	730	7534	365
(cumulative)			967			2198			5306				7684
00000000600 DRESSES	85	131	178	182	138	93	72	67	50	40	51	2885	104
(cumulative)			395			809			1000				1196
00000000800 LINGERIE	19	28	38	38	28	19	14	13	9	7	9	639	19
(cumulative)			86			172			210				246
TOTALS	431	486	531	534	532	664	816	1177	1341	1329	791	11060	488
(cumulative)			1448			3180			6517				9127
GRAND TOTALS	795	940	1068	1072	1009	1157	1368	1928	2165	2133	1299	45087	875
(cumulative)			2804			6043			11505				15814

40

DEMAND SIMULATION/PROJECTION

MEN'S SUITS

PER	BASE INDEX	** 1977 **		** 1978 **		** 1979 **		** 1980 **		** 1981 **	
		SALES	FORECAST	SALES	FORECAST	SALES	FORECAST	SALES	FORECAST	SALES	FORECAST
JAN	0.93	15	14.3	13	14.7	12	13.8		13.0		12.5
FEB	0.93	23	22.1	12	14.5		13.5		13.0		
MAR	1.40	26	23.9	24	21.4		20.3		19.5		
APR	1.87	45	29.5	34	28.9		27.1		25.9		
MAY	1.87	26	23.5	16	29.4		27.0		25.8		
JUN	1.40	10	15.9	16	20.3		20.1		19.3		
JUL	0.93	12	11.5	13	12.8		13.3		12.7		
AUG	0.70	10	10.7	11	9.7		10.0		9.5		
SEP	0.65	8	7.7	12	9.2		9.2		8.8		
OCT	0.47	5	7.7	7	6.9		6.6		6.3		
NOV	0.37	6	6.1	7	5.4		5.2		5.0		
DEC	0.47		7.6	6	7.1		6.6		6.3		
TOTAL		186	178.8	171	180.2	12	172.7		165.1		12.5
AVG % MONTHLY ERROR			16.0 %		18.2 %		12.9 %				
NET % YEARLY ERROR			4.0 %		-5.1 %		-12.9 %				
NET YEARLY TREND %			2.7 %		-6.8 %		-5.8 %		-4.5 %		0.2 %
YEAR-END DESEAS. DEM.			15.8		14.8		14.0		13.4		13.4

FINAL SAFETY FACTOR 2.93
FINAL TREND PERCENT -.4 %

CONTROL PARAMETERS

MINIMUM D. D. SMOOTHING RATE .1
DAMPING FACTOR FOR D. D. SMOOTHING .75
DEMAND FILTER LIMIT 6
TRACKING SIGNAL LIMIT .5
TREND TYPE F
TREND % SMOOTHING RATE .1
SAFETY FACTOR SMOOTHING RATE .1
MIN. % OF D. D. FOR SAFETY FACTOR 20 %
MAX. % OF D. D. FOR SAFETY FACTOR 100 %
MAX. % OF D. D. FOR DYING ITEM SAFETY FACTOR 50 %

INITIAL VALUES

DESEASONALIZED DEMAND 15.4
SAFETY FACTOR 4.6
MEAN ABSOLUTE DEVIATION 4.6
MEAN SIGNED DEVIATION 0
VARIABLE TREND 0
TREND PERCENT 0 %
LAST PERIOD PROCESSED -1
DEMAND FILTER HISTORY 00000000
VARIABLE TREND HISTORY 00000000
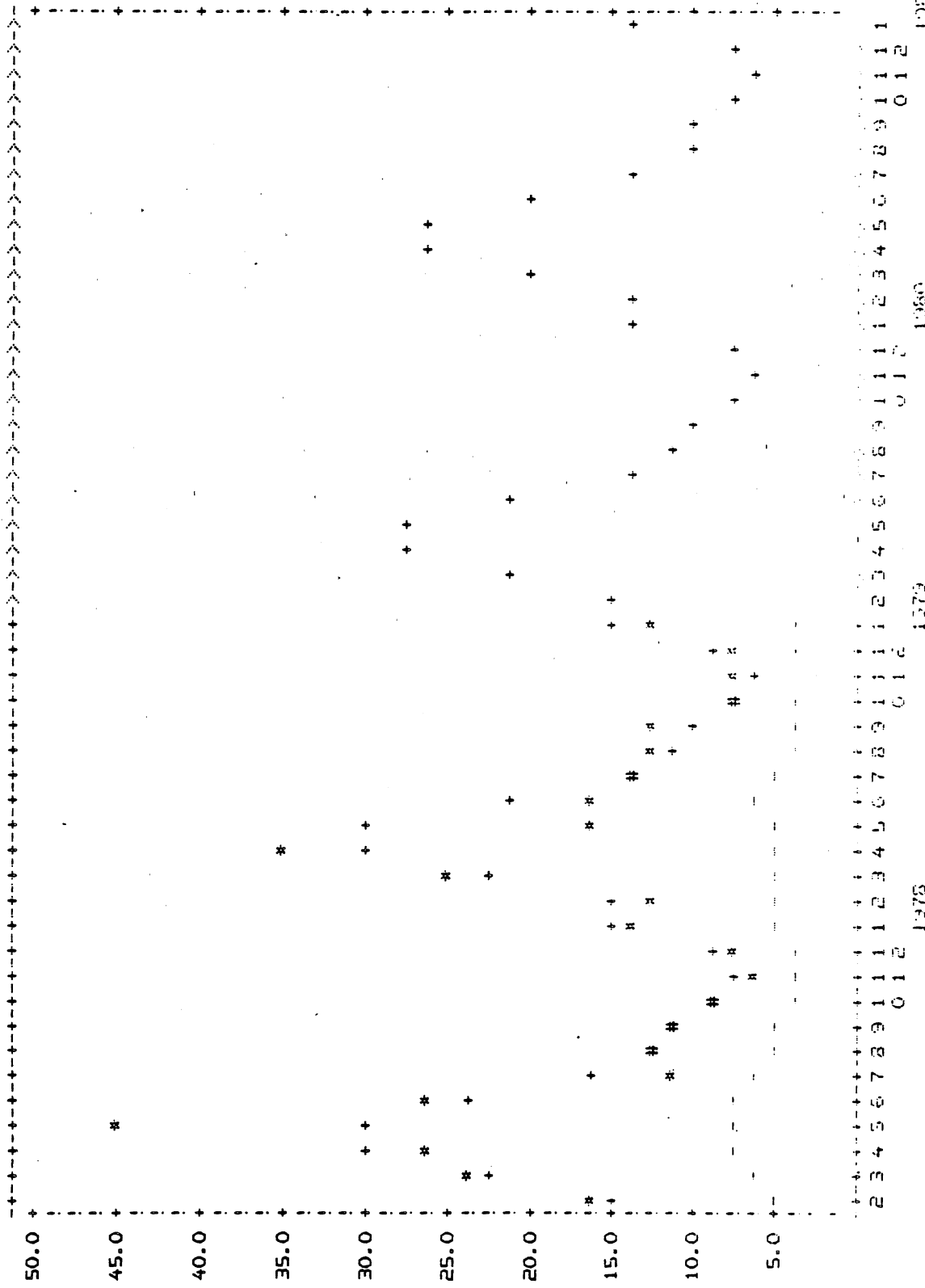
41

DEMAND SIMULATION/PROJECTION

MEN'S SUITS

SEASONAL DATA PLOT

50.0
45.0
40.0
35.0
30.0
25.0
20.0
15.0
10.0
5.0

LEGEND:

+ = CURRENT PERIOD FORECAST
* = CURRENT PERIOD SALES
- = SAFETY FACTOR
= MORE THAN ONE DATA POINT

42

DEMAND SIMULATION/PROJECTION

MEN'S SUITS

DESEASONALIZED DATA PLOT
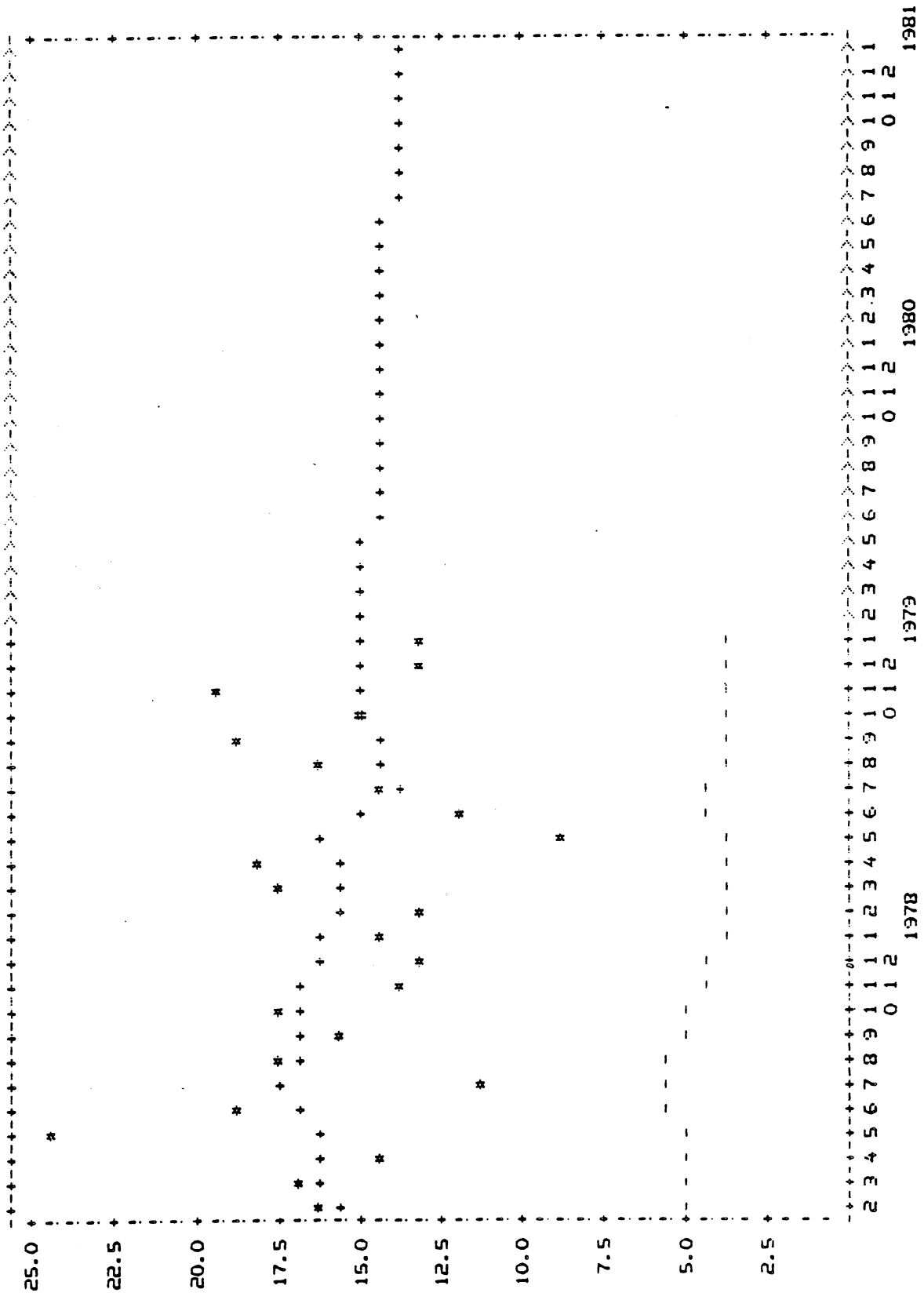
```
25.0  +
22.5  +
20.0  +
17.5  +
15.0  +
12.5  +
10.0  +
 7.5  +
 5.0  +
 2.5  +
      2 3 4 5 6 7 8 9 1 1 1 2 3 4 5 6 7 8 9 1 1 1 2 3 4 5 6 7 8 9 1 1 1 2 3 4 5 6 7 8 9 1 1 1
                      0 1 2               0 1 2               0 1 2               0 1 2
              1978                1979                1980                1981
```

SCALE DZ

LEGEND:
+ = CURRENT PERIOD FORECAST
* = CURRENT PERIOD SALES
- = SAFETY FACTOR
= MORE THAN ONE DATA POINT

43

WANG DTS DEVELOPMENT CO.

REPORT OTB-1   DATED 02/06/79   PAGE 1

VENDOR NO. 11111 ANDERSON-LITTLE CO.

--- 02/01/79 THRU 05/01/79 ---

SKU NUMBER	DESCRIPTION	SALES	VAR TO PLAN	INVENTORY PLAN	VAR TO PLAN	ORDERS	RECEIPTS	OTB
0000000000100	MEN'S SUITS	9888	0.4-	19675	1.9-	11417	10958	10110
* CATEGORY TOTAL: 111		9888	0.4-	19675	1.9-	11417	10958	10110
0000000000450	SWEATERS	360	1.1-	999	0.1	263	344	319
* CATEGORY TOTAL: 333		360	1.1-	999	0.1	263	344	319
0000000000650	PAJAMAS	1869	0.2-	3431	3.0	1704	1925	1693
* CATEGORY TOTAL: 444		1869	0.2-	3431	3.0	1704	1925	1693
* VENDOR TOTAL *		12117	0.4-	24105	1.1-	13384	13227	12122

VENDOR NO. 12121 LORD & TAYLOR INC.

--- 02/01/79 THRU 05/01/79 ---

SKU NUMBER	DESCRIPTION	SALES	VAR TO PLAN	INVENTORY PLAN	VAR TO PLAN	ORDERS	RECEIPTS	OTB
0000000000200	WOMEN'S OVERCOATS	4168	1.0-	8737	0.3-	3416	4098	3740
* CATEGORY TOTAL: 222		4168	1.0-	8737	0.3-	3416	4098	3740
0000000000400	SHOES	1097	0.7-	2144	0.2	1083	968	1117
* CATEGORY TOTAL: 333		1097	0.7-	2144	0.2	1083	968	1117
* VENDOR TOTAL *		5265	1.0-	10881	0.2-	4499	5066	4857

VENDOR NO. 22222 EASTERN CLOTHING CO.

--- 02/01/79 THRU 05/01/79 ---

SKU NUMBER	DESCRIPTION	SALES	VAR TO PLAN	INVENTORY PLAN	VAR TO PLAN	ORDERS	RECEIPTS	OTB
0000000000250	WOMEN'S SLACKS	11826	0.9	17111	3.4	10652	12417	10866
* CATEGORY TOTAL: 222		11826	0.9	17111 44	3.4	10652	12417	10866

WANG DTS DEVELOPMENT CO.

REPORT OTB-1 DATED 02/06/73 PAGE 2

000000000800 LINGERIE	347	0.8	857	0.9	276	364	316
* CATEGORY TOTAL: 225	347	0.8	857	0.9	276	364	316
000000000600 DRESSES	10206	2.0	21738	2.4	9203	10743	9512
* CATEGORY TOTAL: 444	10206	2.0	21738	2.4	9203	10743	9512
* VENDOR TOTAL *	22379	1.4	39706	2.8	20131	23524	20634
*** GRAND TOTALS ***	39761	0.5	74692	1.1	38014	41817	37673

CALCULATE EARNINGS REPORT
WANG DTS DEVELOPMENT CO.

	REGULAR	OVERTIME	DBL TIME	SUNDAY	TRAVEL	XMAS BON	HOLIDAY	QTR BONS	SPEARN09	SPEARN10
AMOUNT	144.05	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
UNITS	16.32	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00

	VACATION	INCENTUN	EARN 13	EARN 14	EARN 15	EARN 16	EARN 17	EARN 18	EARN 19	EARN 20
AMOUNT	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
UNITS	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00

	EARN 21	EARN 22	EARN 23	EARN 24	EARN 25	EARN 26	EARN 27	EARN 28	EARN 29	EARN 30
AMOUNT	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
UNITS	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00

EARNINGS REGISTER

WANG DTS DEVELOPMENT CO.

EMPLOYEE NUMBER	NAME	FIELD		UNITS CURR	UNITS CUM		EARNINGS CURR	UNITS QTD	EARNINGS QTD	UNITS YTD	EARNINGS YTD
000000001	GARY REIGS	REGULAR	*	5.18	5.18	*	51.80	15.18	151.80	15.18	151.80
		OVERTIME		0.00	0.00	*	0.00	0.00	0.00	0.00	0.00
000000002	GEORGE HIGGINS	REGULAR	*	4.48	4.48	*	44.80	13.73	137.30	13.73	137.30
		OVERTIME		0.00	0.00	*	0.00	0.00	0.00	0.00	0.00
000000003	BRIAN CROCKER	REGULAR	*	2.83	2.83	*	28.30	8.91	89.10	8.91	89.10
		OVERTIME		0.00	0.00	*	0.00	0.00	0.00	0.00	0.00
000000004	BOB RENSHAW	REGULAR	*	3.83	1.83	*	19.15	7.2	38.35	7.67	38.35
		OVERTIME		0.00	0.00	*	0.00	0.00	0.00	0.00	0.00

TOTAL NUMBER OF EMPLOYEES 4

47

EARNINGS REGISTER

WANG DTS DEVELOPMENT CO.

FIELD	UNITS CURR	UNITS CUM	EARNINGS CURR	UNITS QTD	EARNINGS QTD	UNITS YTD	EARNINGS YTD
REGULAR	16.32	16.32	144.05	45.43	416.55	45.43	416.55
OVERTIME	0.00	0.00	0.00	0.00	0.00	0.00	0.00
DBL TIME	0.00	0.00	0.00	0.00	0.00	0.00	0.00
SUNDAY	0.00	0.00	0.00	0.00	0.00	0.00	0.00
TRAVEL	0.00	0.00	0.00	0.00	0.00	0.00	0.00
XMAS BON	0.00	0.00	0.00	0.00	0.00	0.00	0.00
HOLIDAY	0.00	0.00	0.00	0.00	0.00	0.00	0.00
QTR BONS	0.00	0.00	0.00	0.00	0.00	0.00	0.00
SPEARNO9	0.00	0.00	0.00	0.00	0.00	0.00	0.00
SPEARN10	0.00	0.00	0.00	0.00	0.00	0.00	0.00
VACATION	0.00	0.00	0.00	0.00	0.00	0.00	0.00
INCENTUN	0.00	0.00	0.00	0.00	0.00	0.00	0.00
EARN 13	0.00	0.00	0.00	0.00	0.00	0.00	0.00
EARN 14	0.00	0.00	0.00	0.00	0.00	0.00	0.00
EARN 15	0.00	0.00	0.00	0.00	0.00	0.00	0.00
EARN 16	0.00	0.00	0.00	0.00	0.00	0.00	0.00
EARN 17	0.00	0.00	0.00	0.00	0.00	0.00	0.00
EARN 18	0.00	0.00	0.00	0.00	0.00	0.00	0.00
EARN 19	0.00	0.00	0.00	0.00	0.00	0.00	0.00
EARN 20	0.00	0.00	0.00	0.00	0.00	0.00	0.00
EARN 21	0.00	0.00	0.00	0.00	0.00	0.00	0.00
EARN 22	0.00	0.00	0.00	0.00	0.00	0.00	0.00
EARN 23	0.00	0.00	0.00	0.00	0.00	0.00	0.00
EARN 24	0.00	0.00	0.00	0.00	0.00	0.00	0.00
EARN 25	0.00	0.00	0.00	0.00	0.00	0.00	0.00
EARN 26	0.00	0.00	0.00	0.00	0.00	0.00	0.00
EARN 27	0.00	0.00	0.00	0.00	0.00	0.00	0.00
EARN 28	0.00	0.00	0.00	0.00	0.00	0.00	0.00
EARN 29	0.00	0.00	0.00	0.00	0.00	0.00	0.00
EARN 30	0.00	0.00	0.00	0.00	0.00	0.00	0.00

GRAND TOTAL

48

WANG DTS DEVELOPMENT CO.
PRODUCTIVITY REPORT DATED 02/06/79 PAGE 1

SALESMAN NAME / NUMBER		SALES	ITEMS	TRANS	MARGIN	AVE SALE	ITEMS/ TRANS	SALES/ HOUR
GARY WEISS 1	WEEK TO DATE	2,229.00	33	4	44.34	557.25	8.25	6.60
	MONTH TO DATE	2,229.00	33	4	44.34	557.25	8.25	0.62
	YEAR TO DATE	8,141.00	517	24	39.45	339.20	21.54	1.46
GEORGE HIGGINS 2	WEEK TO DATE	3,361.00	230	9	686.53-	373.44	25.55	57.50
	MONTH TO DATE	4,846.00	242	10	446.11	484.60	24.20	10.08
	YEAR TO DATE	9,301.00	278	13	77.22	715.46	21.38	0.46
BRIAN CROCKER 3	WEEK TO DATE	481.00	6	1	1.21	481.00	6.00	3.00
	MONTH TO DATE	962.00	12	2	1.21	481.00	6.00	1.50
	YEAR TO DATE	2,405.00	30	5	1.21	481.00	6.00	0.21
BOB RENSHAW 4	WEEK TO DATE	325.00	25	1	25.05	325.00	25.00	8.33
	MONTH TO DATE	650.00	50	2	25.05	325.00	25.00	4.16
	YEAR TO DATE	1,625.00	125	5	25.05	325.00	25.00	2.31
* GRAND TOTAL *	WEEK TO DATE	6,396.00	294	15	272.21	426.40	19.60	21.00
	MONTH TO DATE	8,687.00	337	18	122.16	482.61	18.72	37.44
	YEAR TO DATE	21,472.00	950	47	45.42	456.85	20.21	0.83

49

MASTER FILE CLEAN-UP REPORT
WANG DTS DEVELOPMENT CO.

Earnings		Taxes		Deductions	
REGULAR	144.05	FICA	0.00	SAVINGS	0.00
OVERTIME	0.00	FEDERAL	0.00	STOCK	0.00
DBL TIME	0.00	STATE	0.00	PENSION	0.00
SUNDAY	0.00	LOCAL	0.00	BC/BS	0.00
TRAVEL	0.00	STATE 2	0.00	LIFE INS	0.00
XMAS BON	0.00	TAX 06	0.00	BONDS	0.00
HOLIDAY	0.00	TAX 07	0.00	SPDED07	0.00
QTR BONS	0.00	TAX 08	0.00	SPDED08	0.00
SPEARN09	0.00	TAX 09	0.00	SPDED09	0.00
SPEARN10	0.00	TAX 10	0.00	SPDED10	0.00
VACATION	0.00	TAX 11	0.00	CAR INS.	0.00
INCENTUN	0.00	TAX 12	0.00	MISC.	0.00
EARN 13	0.00	TAX 13	0.00	DEDUCT13	0.00
EARN 14	0.00	TAX 14	0.00	DEDUCT14	0.00
EARN 15	0.00	TAX 15	0.00	DEDUCT15	0.00
EARN 16	0.00	TAX 16	0.00	DEDUCT16	0.00
EARN 17	0.00	TAX 17	0.00	DEDUCT17	0.00
EARN 18	0.00	TAX 18	0.00	DEDUCT18	0.00
EARN 19	0.00	TAX 19	0.00	DEDUCT19	0.00
EARN 20	0.00	TAX 20	0.00	DEDUCT20	0.00
EARN 21	0.00	TAX 21	0.00	DEDUCT21	0.00
EARN 22	0.00	TAX 22	0.00	DEDUCT22	0.00
EARN 23	0.00	TAX 23	0.00	DEDUCT23	0.00
EARN 24	0.00	TAX 24	0.00	DEDUCT24	0.00
EARN 25	0.00	TAX 25	0.00	DEDUCT25	0.00
EARN 26	0.00	TAX 26	0.00	DEDUCT26	0.00
EARN 27	0.00	TAX 27	0.00	DEDUCT27	0.00
EARN 28	0.00	TAX 28	0.00	DEDUCT28	0.00
EARN 29	0.00	TAX 29	0.00	DEDUCT29	0.00
EARN 30	0.00	TAX 30	0.00	DEDUCT30	0.00
EARNINGS	144.05	TAXES	0.00	DEDUCTIONS	0.00

GRAND TOTAL   NET PAY   144.05
511230005000001

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TITLE OF MANUAL   **RETAIL BUSINESS SYSTEM DEMO GUIDE**
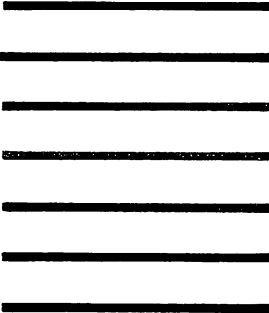
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