



*Point of Sale Computer Specialist*

***BBL Systems, Inc.  
WinPOS with Bridal Profit System  
Report & Screen examples***



This is the Windows Bridal Profit System (WinBPS™) desktop menu. From this screen the sales consultant makes the program selections to operate WinBPS™.

# Prospect Worksheet

BBL Systems  
Store 01

03/06/2001  
12:31:48

Event Type: Unknown

Event Date: 12/16/2000

## Bride

LOREN ADAIR  
980 WATHER BLVD. 2236  
LAWRENCEVILLE, GA 30043-  
Home Phone: 770-277-3709  
Work Phone: 770-822-0359

DA 20

DA 49

TPW-28

ML-28 SOLD OFF THE RACK-WE ARE NOT ORDERING

ANOTHER SAMPLE--MAY SHOW FROM HOLD RM. ML

TPW-40

TPW-35 MAKE BOTTOM CATHEDRAL LENGTH

TPW-40

## GROOM

Home Phone:

Work Phone:

<u>D</u>	<u>Style</u>	<u>Desc</u>	<u>Vendor</u>	<u>Clerk</u>	<u>Date Added</u>	<u>Descntnd</u>	<u>Retail Price</u>	<u>QTY</u>
	13559	EMB FLW/LEAF BD	MCW CHERI		12/06/2000	/ /	\$585.00	0
	13127	SAT.HALTER BOD.	WATTERS AND WATTERS		12/06/2000	/ /	\$193.00	0
	12597	PEARL NECK&WST	J.H. (JIM HJELM)		12/06/2000	/ /	\$995.00	1
	13487	SEED PRL NK/WST	J.H. (JIM HJELM)		12/06/2000	/ /	\$855.00	0
	13446	SPARKLE HEADBND	REGALIA VEILS/		12/06/2000	/ /	\$300.00	1
	13638	31/45/125 CONB	REGALIA VEILS/		12/06/2000	/ /	\$275.00	1
	13342	CRY/PRL HAIRPIN	ERIN COLE		12/06/2000	/ /	\$450.00	1
	11145	BEADED HEADBAND	REGALIA VEILS/		12/06/2000	/ /	\$360.00	1

Tracking/Registering prospects is an important task within a shop. WinBPS offers powerful tools to capture the prospect data including gown favorites and to-dos. The printed Prospect Worksheet is a recap of the captured data about a potential customer. These prospecting tools are extremely helpful in letting you know what kind of activity you are getting on your samples and important notes concerning your prospect. It makes it easy to follow-up with customers via letters or postcards since WinBPS can print individual or batches of correspondence.


# Event -- ALLEN


List	Event	Members	Spec Orders / Pickup	Rentals	Extra <small>EVENT</small>																																																																																				
Event type	Wedding	SA KA	Pickup date	03/14/2013	Thursday																																																																																				
Event name	ALLEN	BM SA KA	Return date	03/17/2013	Sunday																																																																																				
Event date	03/16/2013	Time	Rental SA																																																																																						
<input type="checkbox"/> Manager reviewed?		Rental registered	/ /		<input type="checkbox"/> Price groups?																																																																																				
		Catalog code/Pictured As			<input type="checkbox"/> Adj. code																																																																																				
		Adjust amount																																																																																							
<table border="1"> <tr> <td colspan="6">Bride</td> </tr> <tr> <td>Salutation</td> <td></td> <td>Primary</td> <td colspan="3">404-555-1212</td> </tr> <tr> <td>First name</td> <td>EDDIE</td> <td>Last name</td> <td>ALLEN</td> <td>Middle initial</td> <td></td> </tr> <tr> <td>Address 1</td> <td colspan="3"></td> <td>Alternate</td> <td></td> </tr> <tr> <td>Address 2</td> <td colspan="3"></td> <td>Alt. 2</td> <td></td> </tr> <tr> <td>City</td> <td>State</td> <td>Zip</td> <td></td> <td>Alt. 3</td> <td></td> </tr> <tr> <td></td> <td></td> <td></td> <td></td> <td>Alt. 4</td> <td></td> </tr> <tr> <td colspan="6">Groom</td> </tr> <tr> <td>Salutation</td> <td></td> <td>Primary</td> <td colspan="3"></td> </tr> <tr> <td>First name</td> <td>Sue</td> <td>Last name</td> <td>smith</td> <td>Middle initial</td> <td></td> </tr> <tr> <td>Address 1</td> <td colspan="3"></td> <td>Alternate</td> <td></td> </tr> <tr> <td>Address 2</td> <td colspan="3"></td> <td>Alt. 2</td> <td></td> </tr> <tr> <td>City</td> <td>State</td> <td>Zip</td> <td></td> <td>Alt. 3</td> <td></td> </tr> <tr> <td></td> <td></td> <td></td> <td></td> <td>Alt. 4</td> <td></td> </tr> </table>						Bride						Salutation		Primary	404-555-1212			First name	EDDIE	Last name	ALLEN	Middle initial		Address 1				Alternate		Address 2				Alt. 2		City	State	Zip		Alt. 3						Alt. 4		Groom						Salutation		Primary				First name	Sue	Last name	smith	Middle initial		Address 1				Alternate		Address 2				Alt. 2		City	State	Zip		Alt. 3						Alt. 4	
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<input type="button" value="Add Files"/>																																																																																									
<input type="button" value="Print..."/> <input type="button" value="Add from Prospect"/> <input type="button" value="Delete"/> <input type="button" value="Add"/> <input type="button" value="Done"/>																																																																																									

This is an Event Registration card allowing you to capture the specific contact information about the principals in a Wedding (bride/groom) or social event. Once the event is created the shop can then enter ALL the members of the event allowing the shop to easily and quickly see any details (sizes, balances, order status, pickup inventory) about any member.

# Event -- ALLEN

List | Event | Members | Spec Orders / Pickup | Rentals | Extra <sup>EVENT</sup>

 **Event To-Dos**

 **Event Notes**

**Show Event Reg. Sales**

**Event Payments**

**Attendant Registry**

Select customer/member task:

Sue smith...

Role	First name	MI	Last name	Bal due.	Spending
Groom	Sue		smith	\$0.00	\$0.00
Bridesmaid	BM		BM	\$0.00	\$0.00
				\$0.00	\$0.00
				\$0.00	\$0.00
				\$0.00	\$0.00
				\$0.00	\$0.00
				\$0.00	\$0.00
				\$0.00	\$0.00
				\$0.00	\$0.00
				\$0.00	\$0.00
				\$0.00	\$0.00
				\$0.00	\$0.00
				\$0.00	\$0.00
				\$0.00	\$0.00

Primary phone  SMS alerts?

Height  Measured by

Weight  Shoe size


Coat  Inseam

Chest  Outseam

Overarm  Shirt

Pant  Neck

Waist  Sleeve length

SA KA   Event totals

Event name  Event date

BM expected

Email

Cust balance for all tickets

Cust spending for all tickets

Last transaction

This is the Members tab of an event registration. This is where all members of an event are created/reviewed. Information available is added date, names, phone, measurements, etc. The current status of all sales and orders for wedding members can be accessed from these screen.

# Event -- ALLEN

List

Event

Members

Spec Orders / Pickup

Rentals

Extra EVENT

## On Order

Go to PO  
Item

Go To PO

Go to Ticket

Customer	Store Style	Description	Vendor	Vendor Style	Color	Size	^

## Pickup Inventory

Mark All  
Notified

Go to Pickup  
Inventory

Go to Ticket

Customer	Store Style	Description	Vendor	Vendor Style	Color	Size	^

 Print...

Add from  
Prospect

 Delete

 Add

 Done

This is the 'Special Order' and Pickup (Lay away) inventory status screen which is part of the event showing all orders and items still in inventory for that event. A shop's user can quickly jump to any of the item's detail screens to see additional information about the item in question.

# WEDDING SUMMARY

03/05/2001  
13:28:09

BBL Systems

Store 01

Event name	<b>BENBENISTY/</b>	Location		Store		Event date/time	<b>08/05/20</b>
Event type	<b>Wedding</b>	Event ID	<b>01666</b>	Date Registered	<b>12/14/2000</b>		
Bride's Name	<b>ELLEN BENBENISTY</b>	Home phone	<b>541-687-2869</b>	Pager phone	<b>SISTER-IN-LAW</b>		
Address	<b>1763 RIVERVIEW</b>	Work phone	<b>404-315-0004</b>	Cell phone	<b>SIO-BHAN</b>		
		Fax phone					
City	<b>EUGENE</b>	State	<b>OR</b>	Zip	<b>97403</b>		
Groom's Name		Home phone		Pager phone			
Address		Work phone		Cell phone			
		Fax phone					
City		State		Zip			

Role	Person's Name	Last In	Event Spending	Event Due	Phone	Measured By
<b>Bride</b> ORDER SZ 6 SAS	<b>BENBENISTY, ELLEN</b>	<b>12/14/200</b>	<b>3,132.96</b>	<b>1,252.96</b>	<b>541-687-2869</b>	<b>GRIGGS, BONNIE</b>
<b>Bridesmaid</b> SZ 10 BM TRIED ONSAM- FIT GREAT/ NEEDS MINIMAL ALT.	<b>DAWSON, LAURA</b>	<b>01/09/200</b>	<b>221.49</b>	<b>0.00</b>	<b>404-814-9482</b>	<b>Payne, Katherin</b>
<b>Bridesmaid</b>	<b>BLOOM, SUSAN</b>	<b>//</b>	<b>0.00</b>	<b>0.00</b>	<b>305-665-4523</b>	<b>xxxxxxxxxxx, xx</b>
<b>Bridesmaid</b> SZ 16 PER B&H, BM AGREE WILL WEAR HOSE	<b>POMERANCE, NARA</b>	<b>02/03/200</b>	<b>221.49</b>	<b>0.00</b>	<b>706-316-0785</b>	<b>WARNACK,</b>
<b>Bridesmaid</b>	<b>SZ, CARRIE</b>	<b>//</b>	<b>0.00</b>	<b>0.00</b>		
<b>Bridesmaid</b> SZ 12XL BM WILL BE 8 MOS. PREG AT WED / SHE IS DOING A DIFF. DRESS BECAUSE OF THIS! HER DRESS HAS A MUCH FULLER SKIRT-KP	<b>BENBENISTY, SIOBHAN</b>	<b>02/09/200</b>	<b>242.89</b>	<b>97.15</b>	<b>404-315-0004</b>	<b>Payne, Katherin</b>
<b>Bridesmaid</b>	<b>SZ, ROBIN</b>	<b>//</b>	<b>0.00</b>	<b>0.00</b>		

The printed Wedding Summary reports the information that was entered on the Event screens.



**Ticket -- Sales Ticket**

Ticket 016818 Customer LEE, MANDY 015270 **TICKET**

Created 03/16/2001 11:55:47 AM Event 11/17/2001 LEE/ 011209

Security deposit \$0.00 Tax exempt ID Event Notes

001 Date 03/16/2001 11:55:48 Sale  Gown registered? PO Item 014370

Qty 1 Style 01102 STRPLS/EMB&BD BOD DROP WST. Show Fitting

Size 4 Color WHITE Width Adj. amt. Mkdn Price \$2664.00

Reference Status Taken Orig. Price \$2664.00 Ext. Price \$2664.00

Sales 1 GY Clerk Taxes... Tax \$186.48

Line	Transaction	Qty	Style	Size	Color	Width	Price	Status
001	Sale	1	01102	4	WHITE		\$2664.00	Taken
002	Sale	1	CHANGE				\$200.00	Taken
003	Sale	1	PRINCESS				\$360.00	In
004	Sale	1	13313	34/36	DWHT		\$380.00	Taken
005	Sale	1	01182				\$80.00	In
006	Check	1					\$2365.00	
007	Check	1					\$1576.88	

Sub-Total \$3684.00  
 Tax \$257.88  
 Total \$3941.88  
 Paid \$3941.88  
 Balance due \$0.00

WinBPS is a Point-of-Sale system, which means you use it as a Sales/Cash Register. You complete your Brides/Attendants sales tickets on the computer. This is an example Sales Ticket as it appears on the screen. It is a virtual ticket, which means the transactions are continually added. As a result your customer should never have a question about what she has purchased or paid for. You can print the ticket out any time. Also, you can 'Special Order' the item being sold directly from the sales ticket or register an item to an event (like a prom or pageant) or mark the item for shipping to the customer when received. It also does all the math calculations for you and NEVER makes a math error.



218 Sandy Springs PI NE  
 Atlanta GA 30328  
 404-252-8767 Fax: 404-252-2113



bridals by lori

09/01/2001 10:59:04  
 RECEPTION1

**TICKET 017080**

For: ROXANNE WEBB Bridesmaid, event: MYSHAK/ (011262) on 10/06/01 registered by KP

H 706-310-1587  
 Bust: 35 Waist: 28 Hip: 37 NDS: 6 Height: 5'6

Type	Date	Qty	Style	Descrip.	Size	Color	Price	St
Sale	04/02/01	1	14440	2PC BASQUE WAIST TOP	8	BRONZE	\$161.00	I
SA 1: KP								
Sale	07/24/01	1	L-ALT	ALTERATIONS			\$50.00	T
SA 1: RE								

**STATEMENT SUMMARY**

Sub-Total	\$211.00	
Tax	\$11.27	
Total		\$222.27
Previously Paid		
04/02/01 4011800570232266 KP	\$172.27	
Total Prior Pmts	( \$172.27)	
Paid Today		
09/01/01 Check (718) JB	\$50.00	
Total Paid Today	( \$50.00)	
BALANCE	\$0.00	
		=====

**CONTRACT**

**TERMS OF SALE:**

Payments are refundable only within 24 hours. Cancellation of a wedding gown within 24 hours will incur a fee of \$200.00. Cancellation of a veil, bridesmaid dress or shoes within 24 hours will incur a fee of \$50.00. Any cancellation after 24 hours will result in forfeiture of entire payment. Payments cannot be transferred to any other purchases. NO RETURNS OR EXCHANGES. We cannot be held responsible for variations in dye lots or DELAYS BEYOND OUR CONTROL. Special order merchandise must be paid in full within 30 days of notification. Stock merchandise is sold on an "as-is" basis and is considered a FINAL sale. We DO NOT clean sale merchandise. All merchandise must be claimed within 90 days.

Pressing and alterations are available at an ADDITIONAL charge and appointments must be made WELL IN ADVANCE for these services. We do not alter merchandise that is not purchased at our store. A RUSH charge of \$50.00 will be assessed if bridal alterations are needed in less than four weeks; \$100.00 if needed in two weeks. Bridesmaid RUSH FEES of \$10.00 to \$25.00 apply if alterations are needed in less than two weeks. All merchandise must be PAID FOR IN FULL BEFORE FITTINGS. Balances for alterations are due by the second fitting.

Dresses are not made to the customer's measurements and alterations are normally REQUIRED. Changes cannot be made after gowns are ordered. Consultants SUGGEST sizes based upon manufacturer size charts and measurements provided. THE SIZE CHOSEN IS YOUR DECISION. The customer will assume full responsibility for sizing when measurements are not taken professionally at our store.

Shoe dyeing is done INDOORS under artificial lighting. We do not guarantee a match if taken outdoors. We DO NOT dye shoes that are not purchased here. Shoes and accessories are not returnable. Bridal descriptions are also available for an additional charge. Final payments on merchandise can be made with Visa, MasterCard, Discover, cash or LOCAL check. NO OUT-OF-STATE CHECKS WILL BE ACCEPTED FOR FINAL PAYMENT. A fee of \$28.00 will be assessed on any returned checks. Merchandise left unclaimed after 30 days of the scheduled wear date shall again become the property of Bridals by Lori and all monies paid shall be forfeited. Prices and policies are subject to change.

We are most pleased to have the opportunity to serve you and we sincerely appreciate your business.

SIGNATURE \_\_\_\_\_

I have read the above and agree to the terms.

This is the printed sales receipt. Multiple copies of the ticket can be printed based on your needs. It contains information including dates, items purchased, item status, payments, balance due, etc. for this customer.

Sales contracts (terms of sale) are very important. With WinBPS you can create any number of your own sales contracts. WinBPS will ask for the correct contract to print at print time. For example, you may have one contract for bridal customers, one for tuxedo customers, etc.



PO number: 012172

Issue date: 04/25/2001

Req. Ship date: / /

Req. Ship method:

**Ship To:**

Eddie Allen  
218 Sandy Springs PI NE  
Atlanta GA 30328  
404-252-8767 Fax: 404-252-2113

**Invoice To:**

Eddie Allen  
218 Sandy Springs PI NE  
Atlanta GA 30328  
404-252-8767 Fax: 404-252-2113

**Vendor Information:**

WATTERS AND WATTERS  
4320 SPRING VALLEY RD  
WATTERS TOO-972-385-0608  
DALLAS TX 75244  
972-991-6994 Fax: 972-991-5016  
Acct No: 1110

Event Name: BANKS/  
Event Date: 11/03/2001

Qty	Style	Description	Color	Size	Width
0	513	BUTTN/PLKT BACK	ICE	4	
Item No:014529		Customer:CAROL,DIEDRICHS	Unit cost: \$94.00	Extended cost: \$94.00	
Special instructions: SZ 4-ICE					
0	513	BUTTN/PLKT BACK	ICE	4	
Item No:015249		Customer:MICHELLE,wagner	Unit cost: \$94.00	Extended cost: \$94.00	
Special instructions: SZ 4 ICE					
0	513	BUTTN/PLKT BACK	ICE	6	
Item No:014371		Customer:MAUREEN,DEMPE	Unit cost: \$94.00	Extended cost: \$46.00	
Special instructions: SZ 6 ICE					
0	513	BUTTN/PLKT BACK	ICE	18	
Item No:015282		Customer:KAREN,MALOY	Unit cost: \$94.00	Extended cost: \$94.00	
Special instructions: SZ 20 ICE PLEASE SHIP					
Total Qty: 0				Total Cost: \$328.00	

Authorized Signature

Date

PO Terms: Purchase order :PLEASE REFAX TO 404-252-2113 TO ASSURE RECEIPT OF THIS ORDER. -  
INCLUDE SHIP DATE AND CONFIRMATION NUMBER.

This is a printed Purchase Order for the bridesmaids for an registered event. It provides detailed information about each item ordered. An unlimited amount of special instructions can be entered for each item. Extra Charges like extra length, etc. will appear alongside the item they apply to. Multiple P.O. formats are supported by WinBPS and one will print the customer's name alongside the item being ordered for them for your convenience. Manufacturers appreciate the thoroughness and detail that appears on the P.O.



Unissued Purchase Order Items									
Event Number	Event Name	Event Type	Event Date	#M	#P	#D	Notes	PURCHORD	
<input type="checkbox"/> 011803	GORDON	Wedding	06/22/2002	8	1	1			
<input type="checkbox"/> 017088	MASSEY SHERRER	Bridesmaid	15		1927		6	AMERI	56%
<input type="checkbox"/>	HAYNES KIMBERLY	Bridesmaid							
<input type="checkbox"/>	WHILEY ASHLEY	Bridesmaid							
<input type="checkbox"/>	PATE ELIZABETH	Bridesmaid							
<input type="checkbox"/>	PALMER HATTIE	Bridesmaid							
<input type="checkbox"/>	ALSTON JANA	Bridesmaid							
<input type="checkbox"/>	MCKINNEY AMANDA	Bridesmaid							
<input type="checkbox"/>	Gordon Khristina	Bride	1 item(s) already ordered.						

Show Ticket
Show Item
Show Event

8 members total, 1 tickets, 1 have paid their downpayment. For the entire group, we've received 56% of the total due.

Issue
Show:  Unissued P.O.s  Issued P.O.s
Options
Print Screen
Done

“Unissued Purchase Order Items” is a screen display and/or a printed report that allows shop personnel to check on special orders prior to printing them as Purchase Orders. It groups all items to be ordered by Event (bridal party). It indicates what percentage down payment (deposit) has been paid, who have met the deposit requirements. and if your in DANGER of missing the event (wedding date) if you do not order soon. From this screen you can select which items to be released as a P.O. by simply checking the box to right of the item.

# Inventory -- 0110066

List	Style	Statistics	Rental	Images	E-Commerce
Style code	0110066				RET LINV
Description	TAFFETA WRAP				
Vendor style	G419T	<input type="checkbox"/> Stocked in store? <input type="checkbox"/> Service/not inventoried? <input type="checkbox"/> Hide on sales reports?	<input type="checkbox"/> Advertised? <input type="checkbox"/> Inactive? <input type="checkbox"/> Modified?	<b>Pricing</b> Base price: \$110.00 Markdown price: \$110.00 Gross margin: 54.55%	SCW (sz clr/wdth) Size Matrix
Location	01				
Comment 1	TISSUE TAFFETA				
Comment 2					
Vendor	AMSALE MAIDS	17			<b>Pricing</b> Base price: \$0.00 Markdown price: \$0.00 Gross margin: 0.00%
Qty on hand	0	Store group			SCW Statistics...
Qty on stock orders	0	Markdown date	//		
Date discontinued	//	Size chart	17		
Accounting class	M1	Color chart	17TAFFETA	Color name	DRESS *
Inventory category	BM	2nd color chart		Color 2 name	
Sub-category	M1	3rd color chart		Color 3 name	
Season code		4th color chart		Color 4 name	
Retail factor %	200.000	Width chart		Silhouette	
plus \$	\$10.00			Sleeve	
Reorder cost	\$50.00			Length	
				Neckline	
		<input type="checkbox"/> Show notes at sale?		Receiving History	Extra Charges
		Notes		Promo Pricing	
				Delete	Add
					Done

WinBPS offers an extremely powerful and flexible inventory tracking system. Inventory tracking is crucial for the PROFITABLE management of an apparel store. This screen contains details about an inventory style, such as short and long description, pricing (multiple), markdown, gross margin, categories, etc.



**Retail Inventory -- 01100** [ - ] [ □ ] [ × ]

List      Details      Statistics      **RETLINV**

Net inventory cost       Inventory value       Activity

	MTD			YTD			Life				
Sold 1	<input type="text" value="0"/>	<input type="text" value="2"/>	<input type="text" value="0"/>	<input type="text" value="1"/>	<input type="text" value="3"/>	<input type="text" value="2"/>	<input type="text" value="0"/>	<input type="text" value="1"/>	<input type="text" value="3"/>	<input type="text" value="2"/>	<input type="text" value="0"/>
Revenue	<input type="text" value="₱0.00"/>			<input type="text" value="₱9550.00"/>			<input type="text" value="₱9550.00"/>				
Cost of sales	<input type="text" value="₱0.00"/>			<input type="text" value="₱5385.00"/>			<input type="text" value="₱5385.00"/>				
Gross margin	<input type="text" value="0.00%"/>			<input type="text" value="43.61%"/>			<input type="text" value="43.61%"/>				

Date last sold       Last sold to customer       Last invoice

This screen is an example of the sales statistics for a selected style which is a grand total for all sales at the size/color/width level. It also maintains an inventory value and activity. Activity is the number of times it has been registered as an favorite on a prospect registration card. WinBPS does this all automatically saving the shop many hours of manual computations!

**Size Matrix -- Enter quantities...**

PSZCHT

Size	Ivory	White
10		1
12	1	
14		0
16		
18		
20		
22		
24		
30		

Cancel Done

In addition to the descriptive and financial information for an inventory item, WinBPS also provides for quantity on hand for available color and size information using the chart displayed above ( also a width chart is available). This is referred to as a size matrix and an quick & easy way to see the quantities owned by color/size/width.




Inventory -- 0125931
\_ □ ×

List
Style
Statistics
Rental
Images
E-Commerce RETLINV

Bridesmaid registration \_\_\_\_\_

Picture URL \_\_\_\_\_

Size chart URL \_\_\_\_\_



✖
🖨

Color Chart -- 597-DSY
\_ □ ×

List
Details
COLRCHRT

Color chart name

Description

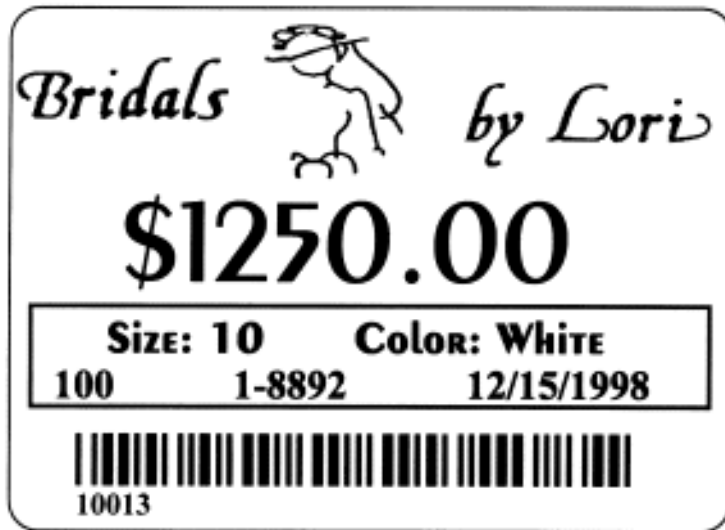
Vendor   🔍

Color	Hex code	Swatch	Code
BORDEAUX	532D3B		BORD
FRCNVLT	5A315D		AFVL
SAPPHIRE	203C7F		SAPP
MIDNIGHT	2A3244		MIDN
ESPRESSO	40312F		ESPR
LATTE	5D473A		LATT
BLACK	39373B		BLAC
EMERALD	005F56		EMER
SHAMROCK	009E6D		SMRK
OASIS	97988		OASI
OCEANBLUE	09577B		OCEA
LARKSPUR	6E7E99		LARK
PANSY	9884B9		PANS
REGALIA	5F4B8B		REGL
VALENTINE	962D49		VALE
MERLOT	9E2C6A		MERL

Add Item
Delete Item

Print...
Delete
Add Same
Add
Done

The old saying 'a picture is worth a thousand words' is true when it comes to WinBPS POS. It allows you to scan inventory images as well as color charts directly into its inventory. The user can later display and print the images for personal reference or to be given to a customer. A GREAT sales tool.



The two merchandise price tags above (large garment tag and small accessory tag) are examples of tags that may be produced by WinBPS. BBL includes barcode fonts (at no additional cost) for the creation of barcodes on these tags. WinBPS allows the user to create as many price tag formats as necessary to run the shop.

WinBPS maintains a Inventory/PO receive history for each item maintained in inventory. This form illustrates the information stored.

Receive History -- Receive 1 on 04/18/2001

Search For:

**RETLHIST**


Date Recv	Qty Recv	Qty On-Hand
04/18/2001	1	1

Style code:  Store ID:

Size code:  Color:  Width:

Date received:  PO number:

Qty received:  PO item:

Qty on hand:  Received by:  

Invoice number:

Unit cost:

Extra charges for ANNE BARGE COUTURE BRIDAL vendor style 121 -- xTraSize


Search For:

**EXTRA**

Code	Description
xTraSize	Extra Size

Code:

Description:

Category:  

Manufacturers style:

Cost:

Retail:

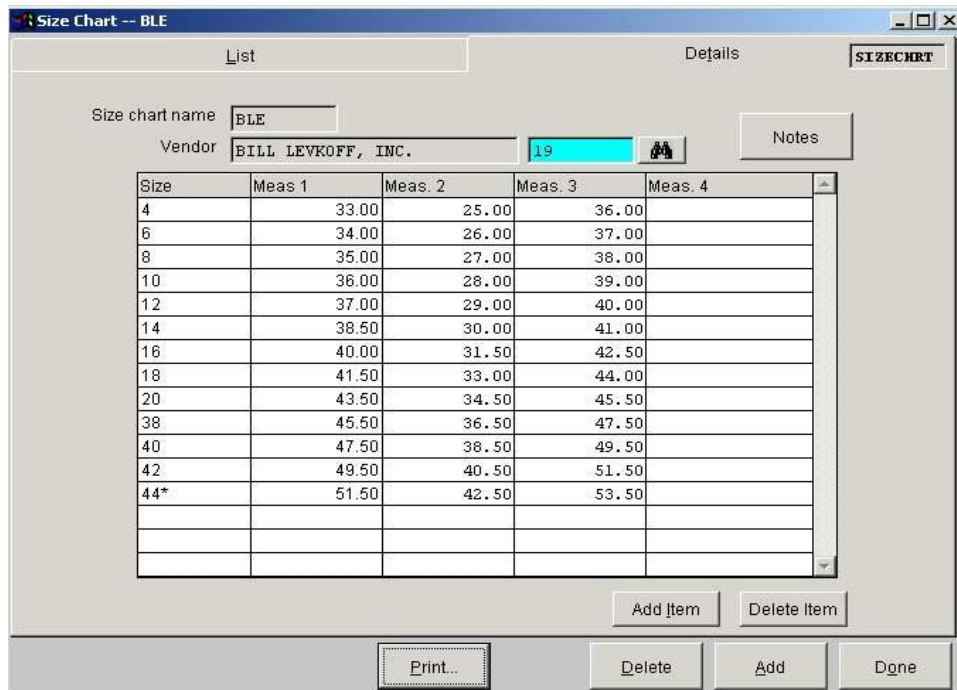
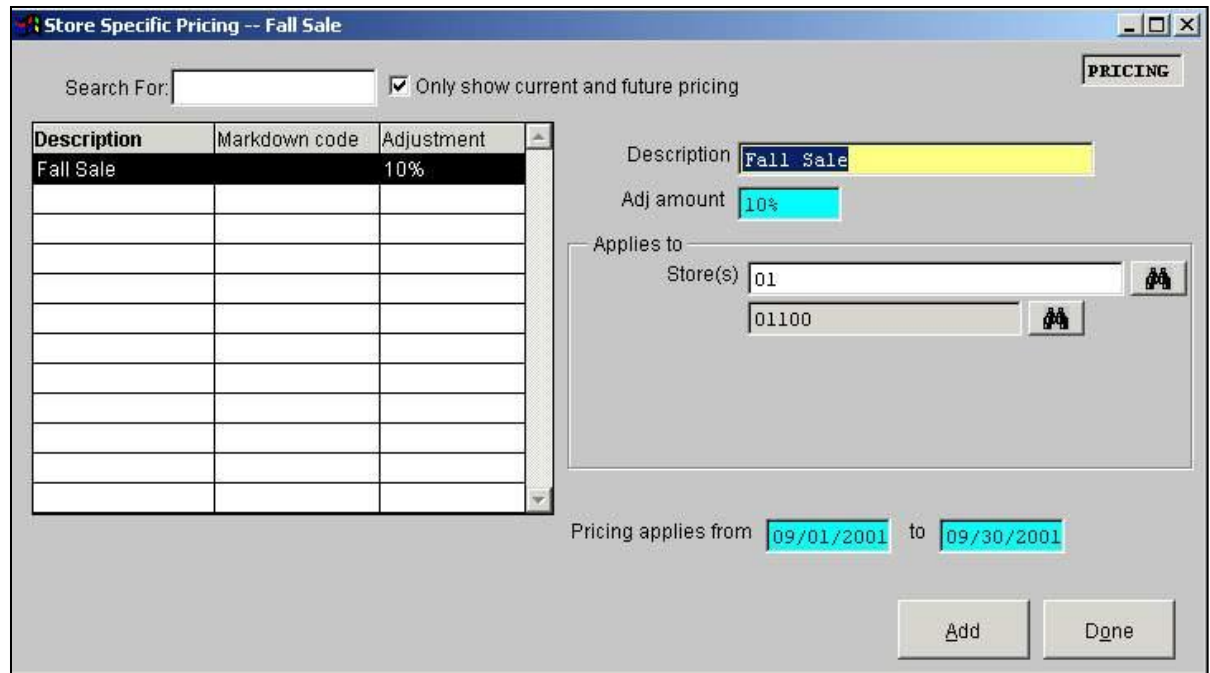
Sizes:

Automatically apply this extra charge

WinBPS allows users to enter the standard extra charges vendors charge for changes to styles, such as extra size or extra length. WinBPS monitors sales being done at the cash register/sales ledger and can automatically add extra charges to a customer's sale ticket so you do not forget to charge for them.



WinBPS provides a “Promotional Pricing” module. This allows store’s to enter special pricing that may apply for a limited period of time, and/or to a specific location and/or to specific style. WinBPS can auto apply the markdowns at sale time and optionally insert a markdown reason code onto the customer’s receipt.



WinBPS provides the ability to define the sizes and colors available for an item and the actual dimensions that are associated with each size for this vendor as shown on the screen above. This can be displayed at the point of sale for reference.

# Size Chart for BILL LEVKOFF, INC.

## BLE

Size	Bust	Waist	Hip	Extra
4	33.00	25.00	36.00	
6	34.00	26.00	37.00	
8	35.00	27.00	38.00	
10	36.00	28.00	39.00	
12	37.00	29.00	40.00	
14	38.50	30.00	41.00	
16	40.00	31.50	42.50	
18	41.50	33.00	44.00	
20	43.50	34.50	45.50	
38	45.50	36.50	47.50	
40	47.50	38.50	49.50	
42	49.50	40.50	51.50	
44*	51.50	42.50	53.50	

### Extra Charges

Code	Description	Sizes	Category	Price
CODE				\$28.00

This is a printout of a size chart. This can be placed in a binder for hard copy reference.

**Pick-Up Inventory** [List] [Details] [PICKINV]

PO item number	011365	PO number	01392	Invoice number	2560	
Event info	01646	CONROY/		07/28/2001	Date received	03/12/2001
Customer info	013376	CONROY		CHERYL	Date notified	/ /
Home phone	770-998-8050	Work phone	404-575-5275		Date of fitting	/ /
Quantity	1				Date due	/ /
Style code	14715	Size	8		Date last taken out	/ /
Vendor number	47	Color	SOFT WHITE		Date brought back	/ /
Manufacturer style	RK015	Width			Fitting comments	
Description	STRPL/ASYM.NKLN		Special instructions ORDER SZ 8 IN SOFT WHITE MAKE TOP OF NECKLINE STRAIGHT ACROSS--NO CHARGE PER ROMONA ON NECKLINE CHANGE!			
Category	W4					
Sub-category						
Unit/Extended cost		0.00		0.00		
Store number		Add RCR				

WinBPS maintains a separate inventory for Pickup/Layaway items. These are items that belong to customers that haven't yet been picked up. It could be a special order that has just been received or a stock item that the customer is making payments on. WinBPS makes it easy for the shop to manage this inventory to insure prompt payments and on-time pickups by customers through the screen depicted above and the management reports it generates.



08/18/2001

Bride: \_\_\_\_\_

NEWCOMER, REAGAN

NEWCOMER/

Custr: \_\_\_\_\_

NEWCOMER,

Event: NEWCOMER, REAGAN

013378

item#:011375

Bride: NEWCOMER/

Wed date: 08/18/2001

14658

SIZE:

COLOR: SAS

NDS	MEA	Bust	Waist	Hips	Height
-----	-----	------	-------	------	--------

4/6	BG	34	25.5	37.5	5'3"
-----	----	----	------	------	------

I have inspected this merchandise, and I am taking it satisfied with it's condition.

Signature \_\_\_\_\_



WinBPS can produce an ID tag to be attached to the item , like that pictured here. WinBPS can also print form letters, that you create, to the customers alerting them that their item has been received.

**Fittings/Alterations -- 012**

List Details **FITTING**

Fitting number  Created by   Status

Tailor  Customer  Due

Style code  Out

Pickup item  Size  Complete

Color  Fitting Comment  Cancelled

Width  Ticket number

Description

Style for charge on ticket

Task Code	Description	Comment	Price
HEM	Hard Hem	Hem up 1/4". Watch out for delicate f	\$75.00
WGBUSTLE	Bustle		\$15.00

Item Out to Tailor

WinBPS offers an optional module to create Alteration/Fitting tickets for the custom fitting of customer's merchandise. These tickets are linked to a customer sales receipt/ledger where the charges will be automatically entered so they be paid for.

**Bridals by Lori** Page # 1

Tick # **01103** PU Inv ID **014356**

Bride **PAYNE, KATHERINE**

Cust **PAYNE, KATHERINE**

Tailor **TONI** Wear date **10/20/2001**

Work **404-252-8767** Created **08/24/2001**

Home **770-427-8502** Due **09/21/2001**



*Fitting Ticket Tasks*

<b>B-CENTERBK</b>	<b>\$70.00</b>
<b>B-SHOULDERSBD</b>	<b>\$35.00</b>
take up	
<b>B-HEMALL</b>	<b>\$150.00</b>
BRIDE WANTS IT LONG	
<b>B-BUSTLEF</b>	<b>\$35.00</b>
MARK NEXT FITTING	
<b>B-SPECIAL</b>	<b>\$20.00</b>
ADD ADDITIONAL CRINOLINE TO SIDES AND BACK TO EITHER DRESS OR SLIP?	
<b>Total</b>	<b>\$310.00</b>

**POLICIES:** All alterations require a second fitting with your original seamstress or dress will be accepted "as is". **Bridal Gowns require a third and/or FINAL fitting.** Changes in shoe heel height or undergarments may result in an improper fit, therefore, resulting in additional alteration charges. Merchandise taken after a FINAL fitting is recognized as being satisfactory.

---

**Signature** **Date**

FINAL BRIDAL FITTING: I have been shown and understand on how to bustle my gown.

Here is a printed custom fitting ticket that may be attached to the item being altered.

Return/Cleaning/Repair -- 011

List Details RCR

RCR number 011 Created by AK 07/30/2001 03:42:44 PM

Type RMA

Pickup item 014966

Style code 14665

Size 14XL

Color BORDEAUX

Width

Vendor style 5116

Cost \$110.00

Vendor J.H. (JIM HJELM) COL 28 Due 08/02/2001

RMA RMA #12344 Wear date / /

PO number 012087 Return/receive date 08/01/2001

Invoice 377614

Comment..

Print..

WinBPS provides COMPLETE inventory tracking, even for items returned to manufacturers, given to cleaners or out with an seamstress for repair via its RCR module. It will even print out forms to be attached to the item indicating the specific details of the reason being given.

b

09/04/20  
12:28:40

Eddie Allen Store 01 Created by AK  
218 Sandy Springs PI NE

Atlanta GA 30328  
404-252-8767 Fax: 404-252-2113

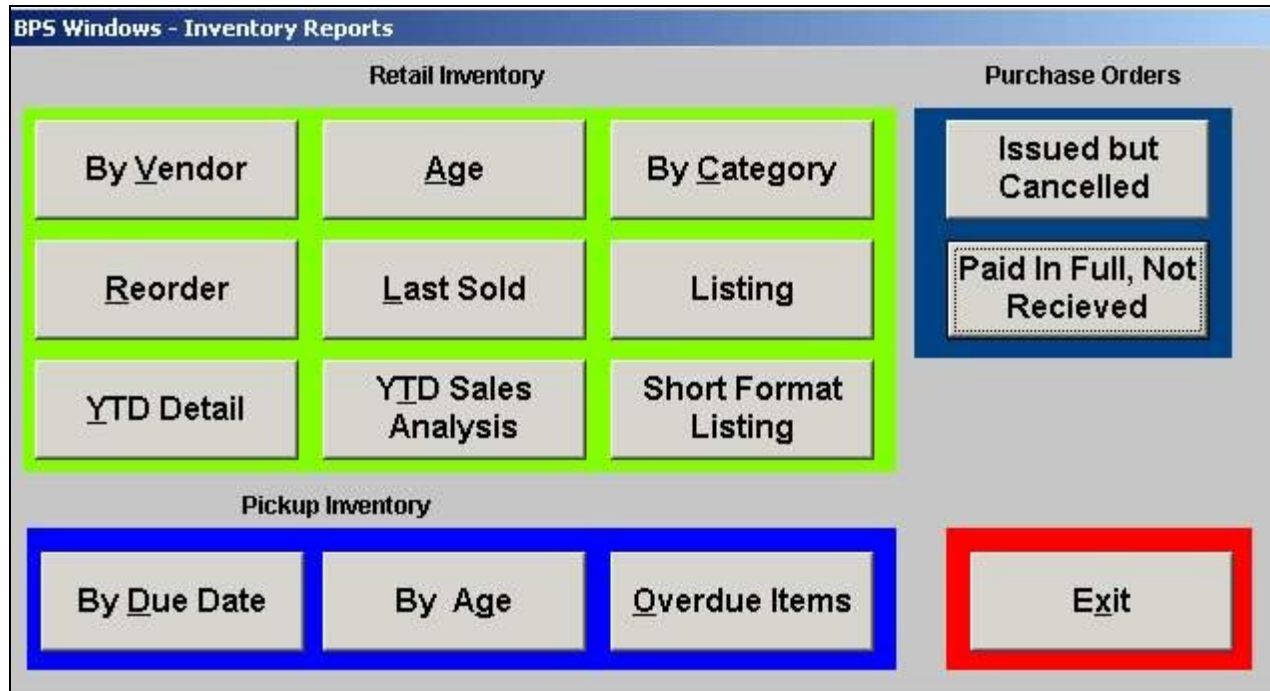
---

**RMA FORM**

Our number <b>011</b>	Pickup item number <b>014966</b>
Due <b>08/02/2001</b> Wear <b>//</b>	Store Style code <b>14665</b> Size <b>14XL</b> Color <b>BORDEAU</b> Width
Vendor <b>28</b> PO Number <b>012087</b> Invoice <b>377614</b> Vendor Style <b>5116</b> RMA <b>RMA #12344</b>	<b>J.H. (JIM HJELM) COLLECTION</b> <b>225 WEST 37th ST</b> <b>501 7TH AVE SUITE 1014</b> <b>NEW YORK NY 10018</b> <b>800-686-7880</b> <b>212-768-2902</b>

Notes **test**

WinBPS provides many standard inventory, sales and accounting reports that prints the information stored within the program. It also includes a report Query generator that allows you to develop your own reports that may be printed of the information export to other programs like Microsoft Excel.



This is the WinBPS submenu from which the desired retail inventory reports are selected.

## YTD Inventory Sales Statistics

03/05/2001  
12:48:09

BBL Systems

Store 01

	Inventory Value	% Total Value	Act	% Total Act	Total Sold	% Total Sold	Total Revenue	% Total Revenue	Gross Margin
<b>ANSONIA VEILS</b>									
\$879.89	0.18		500	1.36	26	1.05	\$4653.00	0.77	77.36
<b>GALINA</b>									
\$15020.30	3.04		1488	4.04	6	0.24	\$4723.00	0.78	42.09
<b>SALON SHOES</b>									
\$978.25	0.20		42	0.11	100	4.03	\$6377.70	1.05	50.20
<b>Madison Collection</b>									
\$5465.64	1.11		195	0.53	6	0.24	\$7194.00	1.18	60.43
<b>PAUL'S VEIL &amp; NET CO.</b>									
\$3441.50	0.70		711	1.93	27	1.09	\$8140.00	1.34	80.59
<b>TOMASINA</b>									
\$11569.00	2.34		618	1.68	3	0.12	\$8300.00	1.37	50.00
<b>REGALIA VEILS/ FENAROLI</b>									
\$14755.50	2.99		2419	6.56	42	1.69	\$9778.50	1.61	64.72
<b>BILL LEVKOFF, INC.</b>									
\$5153.61	1.04		847	2.30	87	3.51	\$11126.00	1.83	44.78
<b>ILISSA</b>									
\$14714.00	2.98		1948	5.29	14	0.56	\$13440.00	2.21	48.81
<b>Romona Keveza</b>									
\$6705.00	1.36		240	0.65	10	0.40	\$14317.00	2.35	60.34
<b>LAZARO</b>									
\$26632.56	5.39		2060	5.59	51	2.06	\$16005.40	2.63	49.50

The YTD vendor analysis is a vital report that provides you YTD information on the status of your inventory summarized by vendor. This report tells you what vendor is making you money and where you are losing money! The vendor analysis tells you where you have inactive inventory and what vendors are pulling their revenue weight.





Inventory Listing

09/01/2001  
15:00:05

Eddie Allen

Store 01

Inventory listing for date recv. 01/01/1980 to 12/31/2030, for vendor 54 ALVINA VALENTA , QOH is greater than zero

**ALVINA VALENTA**

Style Code	Reorder Cost	Vendor Style	Retail 2	Description	QOH	Total Sold	YTD Sold	Vendor Act. Date Disc.	Category Cost Factor	Acct. Class.
0162		9111		STPRLS.ALENCON & PEARL BOD./HEM				54	W4	W4
12/20/2000	\$2,000.00	\$4,000.00	\$0.00	\$1,840.00	1	5	5	12 / /	100.00	
01927		9158		V-BCK PRL BOD&STRAPS PLT SKRT				54	W4	W4
07/19/2001	\$1,495.00	\$3,020.00	\$0.00	\$1,375.40	1	0	0	0 / /	100.00	
12639		9959		BD EMP DET SWP				54	W4	W4
06/03/1999	\$875.00	\$1,750.00	\$0.00	\$805.00	1	0	0	74 / /	100.00	
12776		9955		STRPLS PRL EMP				54	W4	W4
06/21/1999	\$1,185.00	\$2,370.00	\$0.00	\$1,090.20	1	1	1	93 / /	100.00	
12871		9802		CLUSTER LC CAPS				54	W4	W4
07/16/1999	\$1,075.00	\$2,150.00	\$0.00	\$989.00	1	2	2	52 / /	100.00	
13424		9001		ALEN EMP BTN BK				54	W4	W4
01/01/2000	\$1,125.00	\$2,250.00	\$0.00	\$1,035.00	1	2	2	3 / /	100.00	
13452		9008		V-NK LACE WST				54	W4	W4
01/01/2000	\$1,175.00	\$2,350.00	\$0.00	\$1,081.00	1	0	0	44 / /	100.00	
13535		9007		PRL STRP/BO TU				54	W4	W4
01/14/2000	\$995.00	\$1,990.00	\$0.00	\$915.40	1	0	0	43 / /	100.00	
14316		9050		CRY STRPS/ANKLN				54	W4	W4
08/24/2000	\$1,295.00	\$2,590.00	\$0.00	\$1,191.40	1	1	1	96 / /	100.00	
14335		9056		BSQ WST EMB BOD				54	W4	W4
09/22/2000	\$1,200.00	\$2,400.00	\$0.00	\$1,104.00	1	4	3	70 07/01/2001	100.00	
14338		9059		STPLS BD WAIST				54	W4	W4
09/29/2000	\$1,225.00	\$2,450.00	\$0.00	\$1,127.00	1	3	3	71 / /	100.00	
				<b>Value</b>	<b>QOH</b>	<b>Total Sold</b>	<b>YTD Sold</b>	<b>Act.</b>		
<b>Total for ALVINA VALENTA</b>				<b>\$12,553.40</b>	<b>11</b>	<b>18</b>	<b>17</b>	<b>558</b>		
				<b>Value</b>	<b>QOH</b>	<b>Total Sold</b>	<b>YTD Sold</b>	<b>Act.</b>		
<b>Grand Totals:</b>				<b>\$12,553.40</b>	<b>11</b>	<b>18</b>	<b>17</b>	<b>558</b>		

Inventory Listing by Vendor groups all permanent inventory items by the vendor code (a code you create). It indicates quantity on hand, total sales for the life of the sample, YTD sold and the activity (how many times the item was entered in the Prospect record).

# Inventory

03/05/2001  
14:25:08

BBL Systems

Store

Inventory by Vendor , for vendor 55 MAGGIE SOTTERO DESIGNS LLC, sorted by store style

Vendor: 55      MAGGIE SOTTERO DESIGNS LLC									
<b>Style code:</b> 11367		<b>Vendor Style:</b> B-146			<b>Category:</b> W3				
<b>Total Sold:</b> 3		<b>YTD Sold:</b> 0		<b>Activity:</b> 0		<b>Disc Date:</b> 10/08/1998			
<b>Size</b>	<b>Color</b>	<b>Width</b>	<b>Recieved</b>	<b>Qty</b>	<b>Retail</b>	<b>Cost</b>	<b>Sold</b>	<b>YTD</b>	<b>Value</b>
10	WHITE		01/08/1998	1	*****	\$325.00	3	0	\$81.25
<b>Style code:</b> 11403		<b>Vendor Style:</b> M6044			<b>Category:</b> W3				
<b>Total Sold:</b> 1		<b>YTD Sold:</b> 0		<b>Activity:</b> 1		<b>Disc Date:</b> 10/08/1998			
<b>Size</b>	<b>Color</b>	<b>Width</b>	<b>Recieved</b>	<b>Qty</b>	<b>Retail</b>	<b>Cost</b>	<b>Sold</b>	<b>YTD</b>	<b>Value</b>
10	IVORY		01/21/1998	1	*****	\$295.00	1	0	\$73.75
<b>Style code:</b> 11663		<b>Vendor Style:</b> B153M			<b>Category:</b> W4				
<b>Total Sold:</b> 1		<b>YTD Sold:</b> 0		<b>Activity:</b> 2		<b>Disc Date:</b> / /			
<b>Size</b>	<b>Color</b>	<b>Width</b>	<b>Recieved</b>	<b>Qty</b>	<b>Retail</b>	<b>Cost</b>	<b>Sold</b>	<b>YTD</b>	<b>Value</b>
8	IVRM		12/26/1998	0	*****	\$406.00	1	0	\$0.00
<b>Style code:</b> 11743		<b>Vendor Style:</b> B153M			<b>Category:</b> W4				
<b>Total Sold:</b> 2		<b>YTD Sold:</b> 0		<b>Activity:</b> 3		<b>Disc Date:</b> / /			
<b>Size</b>	<b>Color</b>	<b>Width</b>	<b>Recieved</b>	<b>Qty</b>	<b>Retail</b>	<b>Cost</b>	<b>Sold</b>	<b>YTD</b>	<b>Value</b>
18	IVRM		07/17/1998	1	*****	\$406.00	2	0	\$203.00
<b>Style code:</b> 11786		<b>Vendor Style:</b> B192-B			<b>Category:</b> W4				
<b>Total Sold:</b> 0		<b>YTD Sold:</b> 0		<b>Activity:</b> 5		<b>Disc Date:</b> 10/08/1998			
<b>Size</b>	<b>Color</b>	<b>Width</b>	<b>Recieved</b>	<b>Qty</b>	<b>Retail</b>	<b>Cost</b>	<b>Sold</b>	<b>YTD</b>	<b>Value</b>
10	IVRP		08/05/1998	1	*****	\$378.00	0	0	\$94.50
<b>Style code:</b> 11862		<b>Vendor Style:</b> M7096			<b>Category:</b> W3				
<b>Total Sold:</b> 0		<b>YTD Sold:</b> 0		<b>Activity:</b> 3		<b>Disc Date:</b> 10/08/1998			
<b>Size</b>	<b>Color</b>	<b>Width</b>	<b>Recieved</b>	<b>Qty</b>	<b>Retail</b>	<b>Cost</b>	<b>Sold</b>	<b>YTD</b>	<b>Value</b>
10	WHITE		09/03/1998	1	*****	\$429.00	0	0	\$107.25
<b>Vendor: 55</b>		<b>Sub-Totals:</b>		<b>Qty:</b> 5	<b>Retail:</b> \$9,082.00	<b>Cost:</b> \$2,239.00	<b>Sold:</b> 0	<b>YTD:</b> 0	<b>Value:</b> \$559.75
<b>Totals:</b>				<b>Qty:</b> 5	<b>Retail:</b> \$9,082.00	<b>Cost:</b> \$2,239.00	<b>Sold:</b> 7	<b>YTD:</b> 0	<b>Value:</b> \$559.75

This inventory report shows inventory by vendor. You may choose to print this inventory listing for one specific vendor or for all vendors at once. It gives you the information you need to evaluate the performance of a vendor over the life of its merchandise.



# Inventory

03/05/2001

14:29:43

BBL Systems

Store 01

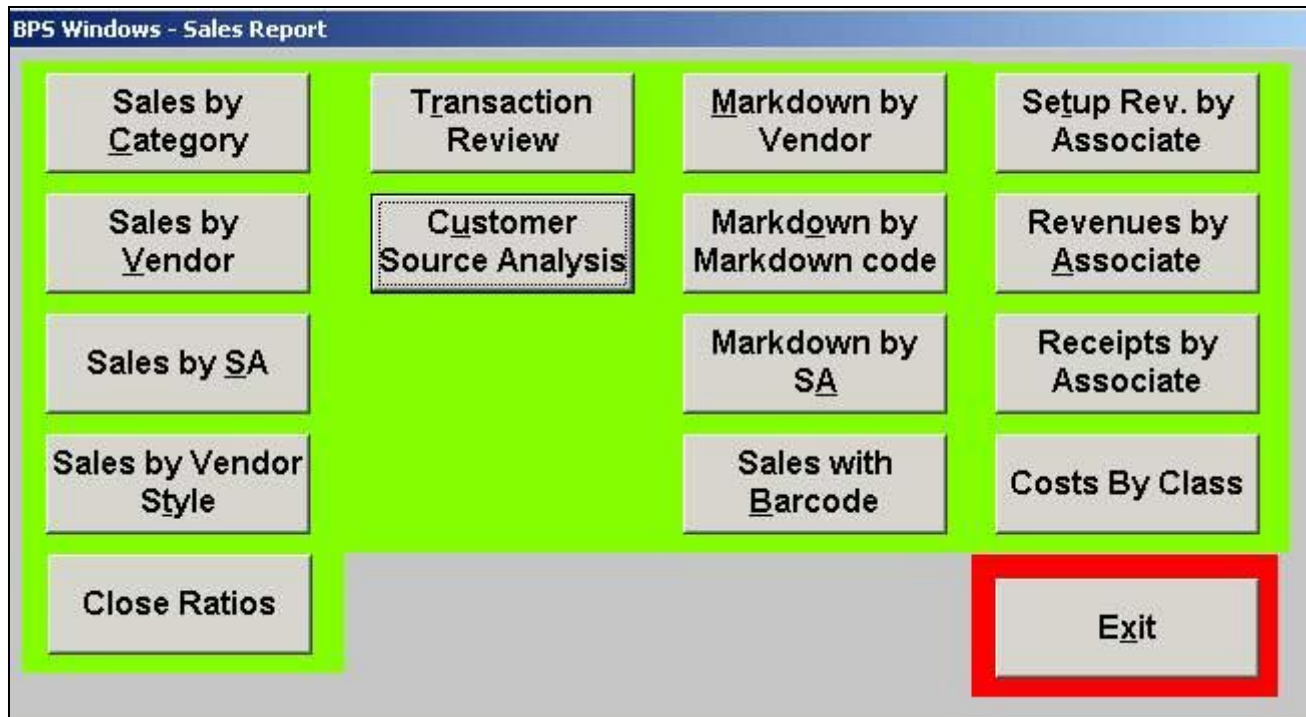
Inventory by Category , for category SL

Category: SL										
<b>Style code:</b> LVS-1577			<b>Vendor Style:</b> 1577			<b>Vendor:</b> LVS		<b>LOVES SLIPS</b>		
<b>Total Sold:</b> 0			<b>YTD Sold:</b> 0			<b>Activity:</b> 0		<b>Disc Date:</b> 12/30/1997		<b>Sub-cat:</b>
<u>Size</u>	<u>Color</u>	<u>Width</u>	<u>Recieved</u>	<u>Qty</u>	<u>Retail</u>	<u>Cost</u>	<u>Sold</u>	<u>YTD</u>	<u>Value</u>	
ASST	WHITE		12/22/1997	18	*****	\$10.00	0	0	\$176.40	
<b>Style: LVS-1577</b>			<b>Sub-Totals:</b>		18	\$20.00	\$10.00	0	0	\$176.40
<b>Style code:</b> LVS-581			<b>Vendor Style:</b> 581			<b>Vendor:</b> LVS		<b>LOVES SLIPS</b>		
<b>Total Sold:</b> 1094			<b>YTD Sold:</b> 13			<b>Activity:</b> 6		<b>Disc Date:</b> / /		<b>Sub-cat:</b>
<u>Size</u>	<u>Color</u>	<u>Width</u>	<u>Recieved</u>	<u>Qty</u>	<u>Retail</u>	<u>Cost</u>	<u>Sold</u>	<u>YTD</u>	<u>Value</u>	
ASST	WHITE		12/15/2000	93	*****	\$12.00	1076	0	\$1,093.68	
<b>Style: LVS-581</b>			<b>Sub-Totals:</b>		93	\$55.00	\$12.00	1076	0	\$1,093.68
<b>Style code:</b> LVS-603			<b>Vendor Style:</b> 603			<b>Vendor:</b> LVS		<b>LOVES SLIPS</b>		
<b>Total Sold:</b> 2190			<b>YTD Sold:</b> 9			<b>Activity:</b> 3		<b>Disc Date:</b> / /		<b>Sub-cat:</b>
<u>Size</u>	<u>Color</u>	<u>Width</u>	<u>Recieved</u>	<u>Qty</u>	<u>Retail</u>	<u>Cost</u>	<u>Sold</u>	<u>YTD</u>	<u>Value</u>	
ASST	WHITE		12/15/2000	85	*****	\$17.75	2175	0	\$1,478.57	
<b>Style: LVS-603</b>			<b>Sub-Totals:</b>		85	\$65.00	\$17.75	2175	0	\$1,478.57
<b>Style code:</b> LVS-795			<b>Vendor Style:</b> 795			<b>Vendor:</b> LVS		<b>LOVES SLIPS</b>		
<b>Total Sold:</b> 943			<b>YTD Sold:</b> 7			<b>Activity:</b> 3		<b>Disc Date:</b> / /		<b>Sub-cat:</b>
<u>Size</u>	<u>Color</u>	<u>Width</u>	<u>Recieved</u>	<u>Qty</u>	<u>Retail</u>	<u>Cost</u>	<u>Sold</u>	<u>YTD</u>	<u>Value</u>	
NA			12/15/2000	57	*****	\$20.95	930	0	\$1,170.26	
<b>Style: LVS-795</b>			<b>Sub-Totals:</b>		57	\$75.00	\$20.95	930	0	\$1,170.26
<b>Category: SL</b>			<b>Sub-Totals:</b>		253	\$215.00	\$60.70	4181	0	\$3,918.92
				<b>Totals:</b>	253	\$215.00	\$60.70	4181	0	\$3,918.92

This inventory report shows inventory by inventory category. You may choose to print this inventory listing for one specific category or for all categories at once.







This is the WinBPS menu from which the desired sales performance reports are selected.

## Sales

03/05/2001

14:48:25

BBL Systems

Store 01

*Sales by vendor, sold between 01/01/2001 and 01/31/2001, revenue realized, vendor is 15*

<u>Date</u>	<u>Qty</u>	<u>Vendor style</u>	<u>Style code</u>	<u>Color</u>	<u>Size</u>	<u>Width</u>	<u>Price</u>	<u>Cost</u>	<u>Profit</u>	<u>Margin</u>
<b>Vendor: 15</b>		<b>DESSY CREATIONS/A&amp;M ROSENTHAL</b>								
01/29/2001	1	1802	11941	GINGER	6		\$171.00	\$95.00	\$76.00	44%
01/18/2001	1	1806X	14225		10		\$50.00	\$105.00	\$-55.00	***%
01/09/2001	1	1826	12546	AMETHYST	8		\$179.00	\$99.00	\$80.00	44%
01/02/2001	1	1837	12559	FATIGUE	10		\$198.00	\$110.00	\$88.00	44%
01/16/2001	1	1837	12559	FATIGUE/K	10XL		\$198.00	\$110.00	\$88.00	44%
01/02/2001	1	1837	12559	KIWI	16XL		\$198.00	\$110.00	\$88.00	44%
01/13/2001	1	1850	13174	PLATINUM	10XL		\$171.00	\$95.00	\$76.00	44%
01/06/2001	1	1850	13174	PLATNUM	4		\$171.00	\$95.00	\$76.00	44%
01/18/2001	1	1850	13174	PLATINUM	8		\$171.00	\$95.00	\$76.00	44%
01/25/2001	1	1867	13324	NAVY	10		\$179.00	\$99.00	\$80.00	44%
01/27/2001	1	1867	13324	NAVY	14		\$179.00	\$99.00	\$80.00	44%
01/03/2001	1	1867	13324	SKY	6		\$179.00	\$99.00	\$80.00	44%
01/11/2001	1	1872	13480	PALAMINO	4		\$189.00	\$105.00	\$84.00	44%
01/10/2001	1	1872	13480	PALOMINO	4		\$189.00	\$105.00	\$84.00	44%
01/07/2001	1	1872	13480	BRONZE	8XL		\$189.00	\$105.00	\$84.00	44%
01/02/2001	1	1881	14154	LAVENDER	8		\$171.00	\$95.00	\$76.00	44%
01/25/2001	1	1890	14153	BLACK	14XL		\$161.00	\$89.00	\$72.00	44%
01/14/2001	1	1905	14440	BRONZE	12		\$160.20	\$0.00	\$160.20	100%
01/28/2001	1	1908	14449	BRONZE	10		\$210.00	\$105.00	\$105.00	50%
01/28/2001	1	1908	14449	BRONZE	10		\$210.00	\$105.00	\$105.00	50%
01/28/2001	1	1908	14449	BRONZE	12		\$210.00	\$105.00	\$105.00	50%
01/06/2001	1	1932	14644	CLARET	10		\$161.00	\$89.00	\$72.00	44%
01/14/2001	1	1932	14644		12		\$161.00	\$89.00	\$72.00	44%
01/06/2001	1	1932	14644	CLARET	8		\$161.00	\$89.00	\$72.00	44%
01/06/2001	1	1932	14644	CLARET	8		\$161.00	\$89.00	\$72.00	44%
<b>Total qty:</b>							25			
<b>Total qty:</b>							25			
<b>Sub totals:</b>							\$4,377.20	\$2,381.00	\$1,996.20	
<b>Totals:</b>							\$4,377.20	\$2,381.00	\$1,996.20	

Many times it is necessary to analyze the performance of merchandise during selected selling periods (monthly financials, bridal shows, etc.). This report, sales by vendor during a specific date range, gives you the information needed to help evaluate the period of interest.

## Sales

03/05/2001

14:52:16

BBL Systems

Store 01

*Sales by category, stock sales, sold between 01/01/2001 and 01/31/2001, revenue realized, category is SL*

<u>Date</u>	<u>Qty</u>	<u>Vendor</u>	<u>Style code</u>	<u>Color</u>	<u>Size</u>	<u>Width</u>	<u>Price</u>	<u>Cost</u>	<u>Profit</u>	<u>Margin</u>
<b>Category: SL</b>		<b>Slip</b>								
01/02/2001	1	LVS	LVS-795		6		\$75.00	\$22.75	\$52.25	69.67%
01/03/2001	1	LVS	LVS-603				\$65.00	\$18.00	\$47.00	72.31%
01/04/2001	1	LVS	LVS-795		10		\$75.00	\$22.75	\$52.25	69.67%
01/05/2001	1	LVS	LVS-795		4		\$75.00	\$22.75	\$52.25	69.67%
01/05/2001	1	LVS	LVS-603		10		\$65.00	\$18.00	\$47.00	72.31%
01/05/2001	1	LVS	LVS-581		6		\$55.00	\$13.25	\$41.75	75.91%
01/08/2001	1	LVS	LVS-581	WH	14		\$55.00	\$13.25	\$41.75	75.91%
01/09/2001	1	LVS	LVS-795	WHITE	8		\$75.00	\$22.75	\$52.25	69.67%
01/09/2001	1	LVS	LVS-603		10		\$65.00	\$18.00	\$47.00	72.31%
01/10/2001	1	LVS	LVS-581	WH	10		\$55.00	\$13.25	\$41.75	75.91%
01/11/2001	1	LVS	LVS-795		6		\$75.00	\$22.75	\$52.25	69.67%
01/11/2001	1	LVS	LVS-581	WH	4		\$55.00	\$13.25	\$41.75	75.91%
01/12/2001	1	LVS	LVS-581	WH	4		\$55.00	\$13.25	\$41.75	75.91%
01/14/2001	1	LVS	LVS-581		4		\$55.00	\$13.25	\$41.75	75.91%
01/15/2001	1	LVS	LVS-795		4		\$75.00	\$22.75	\$52.25	69.67%
01/17/2001	1	LVS	LVS-603		8		\$65.00	\$18.00	\$47.00	72.31%
01/18/2001	1	LVS	LVS-603	WHT	4		\$65.00	\$18.00	\$47.00	72.31%
01/20/2001	-1	LVS	LVS-603		8		\$-65.00	\$-18.00	\$-47.00	72.31%
01/20/2001	1	LVS	LVS-795				\$75.00	\$22.75	\$52.25	69.67%
01/22/2001	1	LVS	LVS-581		4		\$55.00	\$13.25	\$41.75	75.91%
01/22/2001	1	LVS	LVS-603				\$65.00	\$18.00	\$47.00	72.31%
01/26/2001	1	LVS	LVS-581		4		\$55.00	\$13.25	\$41.75	75.91%
01/26/2001	1	LVS	LVS-603				\$65.00	\$18.00	\$47.00	72.31%
01/29/2001	-1	LVS	LVS-795		12		\$-75.00	\$-20.53	\$-54.47	72.63%
01/29/2001	1	LVS	LVS-603				\$65.00	\$18.00	\$47.00	72.31%
<b>Sub totals:</b>	21						\$1,345.00	\$370.72	\$974.28	72.44%
<b>Totals:</b>	21						\$1,345.00	\$370.72	\$974.28	72.44%

Many times it is necessary to analyze the performance of merchandise during selected selling periods (monthly financials, bridal shows, etc.). This report, sales by inventory category during a specific date range, gives you the information needed to help evaluate the period of interest.

## Sales

03/05/2001

15:09:21

BBL Systems

Store 01

*Sales by sales associate, sold between 01/01/2001 and 01/03/2001, commisionable sales only, revenue realized, sales*

<u>Date</u>	<u>Qty</u>	<u>Vendor</u>	<u>Style code</u>	<u>Ticket Number</u>	<u>Spiff</u>	<u>Commisionable</u>		<u>Cost</u>	<u>Profit</u>	<u>Margin</u>	
						<u>Price</u>	<u>Amount</u>				
<b>Sales Associate: WARNACK, AMANDA</b>											
<b>Category: M2</b>											
01/03/2001	1	29	12204	015123	\$0.0000	\$170.00	\$170.00	\$94.00	\$76.00	44.71%	
01/02/2001	1	15	12559	015100	\$0.0000	\$198.00	\$198.00	\$110.00	\$88.00	44.44%	
01/02/2001	1	11	13359	015104	\$0.0000	\$153.00	\$153.00	\$85.00	\$68.00	44.44%	
01/02/2001	1	15	14154	015103	\$0.0000	\$171.00	\$171.00	\$95.00	\$76.00	44.44%	
<b>Total qty:</b>	<b>4</b>			<b>M2</b>	<b>\$0.0000</b>	<b>\$692.00</b>	<b>\$692.00</b>	<b>\$384.00</b>	<b>\$308.00</b>	<b>44.51%</b>	
<b>Category: M3</b>											
01/02/2001	1	28	14218	015106	\$0.0000	\$207.00	\$207.00	\$115.00	\$92.00	44.44%	
01/02/2001	1	28	14218	015112	\$0.0000	\$207.00	\$207.00	\$115.00	\$92.00	44.44%	
01/03/2001	1	28	14218	015136	\$0.0000	\$207.00	\$207.00	\$115.00	\$92.00	44.44%	
<b>Total qty:</b>	<b>3</b>			<b>M3</b>	<b>\$0.0000</b>	<b>\$621.00</b>	<b>\$621.00</b>	<b>\$345.00</b>	<b>\$276.00</b>	<b>44.44%</b>	
<b>Total qty:</b>	<b>7</b>			<b>WARNACK, AMANDA</b>	<b>\$0.0000</b>	<b>\$1,313.00</b>	<b>\$1,313.00</b>	<b>\$729.00</b>	<b>\$584.00</b>	<b>44.48%</b>	
Hours worked 8H @ \$ per hr. \$161.21											
<b>Total qty:</b>	<b>7</b>			<b>Total spiffs:</b>	<b>\$0.00</b>		<b>Totals:</b>	<b>\$1,313.00</b>	<b>\$729.00</b>	<b>\$584.00</b>	<b>44.48%</b>



Eddie Allen

Store 01

*Close ratio, registered/created between 06/02/2001 and 07/01/2001, sales associate is GY, store is 01*

## Close Ratios

09/01/2001

15:10:55

<u>Sales Associate</u>	<u>Prospect Registered</u>	<u>Prospects Converted</u>	<u>Events Registered</u>	<u>Ratio</u>	<u>Total Revenue</u>
GY YORK, GAIL	53	15	0	15 + 0 / 53(28%)	\$46,975.10

There is always a need to analyze the performance of your sales associates. The top report details spiffs earned, commissions, cost and retail of those sales during the period of interest. The bottom report provides the close ratio (the percentage of prospects who become customers) for your associates.



## Customer Draw Analysis

Bridals By Lori  
Store 01

09/01/2001  
15:07:40

*Draw analysis for customers registered between 08/02/2001 and 09/01/2001*

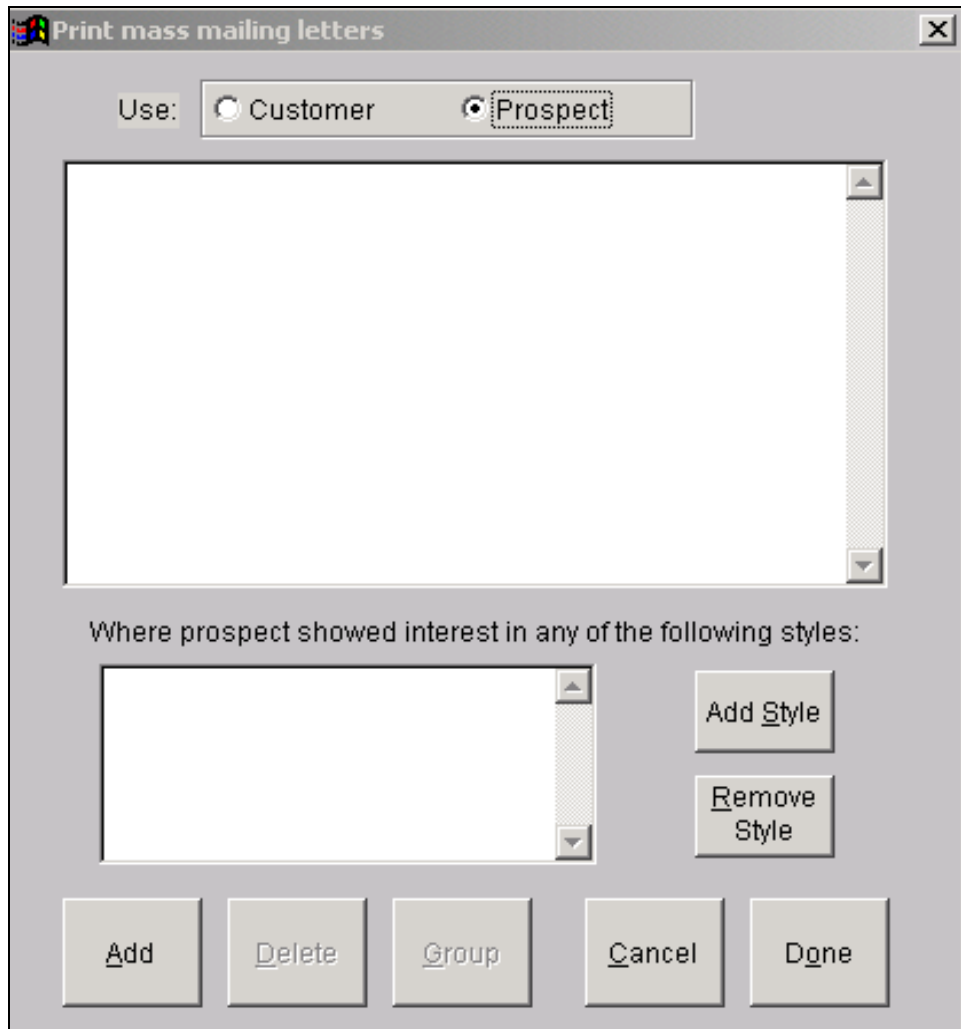
	Number of Prospects	Number of Customers	Total Sales	Average Sale
ATLANTA BRIDES	0	15	\$8377.00	\$558.47
BRIDES MAGAZINE	40	9	\$14046.10	\$1560.68
DIRECT MAIL	0	0	\$0.00	\$0.00
FOR THE BRIDE	1	0	\$0.00	\$0.00
I DO	0	0	\$0.00	\$0.00
INSTYLE	0	0	\$0.00	\$0.00
INTERNET	5	0	\$0.00	\$0.00
MARTHA STEWART	0	0	\$0.00	\$0.00
MODERN BRIDE	0	1	\$180.00	\$180.00
NEWSPAPER	0	0	\$0.00	\$0.00
RADIO	0	0	\$0.00	\$0.00
REFERRAL	19	3	\$4705.00	\$1568.33
WALK-IN	0	0	\$0.00	\$0.00
WEDDING DRESS	0	0	\$0.00	\$0.00

The Customer Draw Analysis is a great report designed to tell you what marketing activities are bringing prospects and customers into your shop and how much they are buying. It makes it easier for you to make decisions as to where and how much to allocate your resources to advertising, fashion shows, etc.





WinBPS provides general lists of customers and events. It also produces customer statements list tasks that have been promised to prospects. From this switchboard the users chooses the desired report.



Listings, Letters & Mailing labels for prospects can be generated for mass mailings and telemarketing. You can select by wedding dates, registry dates, salesperson or even by a gown that the prospect liked.



bridals by lori

CAMILLE SMALL  
2909 WESTMORELAND DR  
NASHVILLE TN 37212

Dear CAMILLE,

We wanted to thank you for your recent purchase with us and to let you know that we sincerely appreciate your business.

We would also like to remind you that we carry a full line of bridesmaid gowns and accessories including jewelry, wedding planners and guest books.

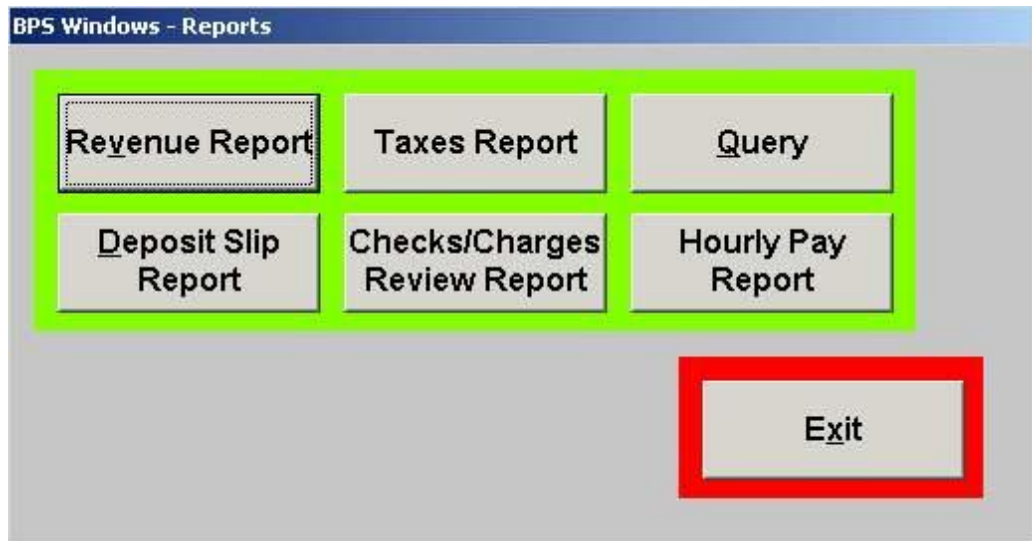
If we can further assist you with any of your wedding planning, please let us know. Thank you again for choosing Bridals by Lori.

Sincerely,

Bridals by Lori

6021 Sandy Springs Circle  
Atlanta, GA 30328  
404-252-8767  
404-252-8767  
[www.bridalsbylori.com](http://www.bridalsbylori.com)

This is an example of a form letter (“create once, use many times”) produced by WinBPS by selecting to print letters to customers with purchases within a range of dates that currently have a balance due.. WinBPS allows the user to create as many form letters as required by their shop. Letters can be ran for customers or prospects.



This menu provides a selection of the different accounting and audit reports.



BRIDALS BY LORI

Bridals By Lori

# Revenue

09/01/2001

15:33:54

Store 01

For 08/25/2001 to 08/25/2001

## RECEIPTS

Cash		\$11.77
Checks		\$4595.41
Visa/MasterCard		\$9838.67
Discover		\$135.49
AMEX		\$8120.25
Store Checks		\$-151.20
<b>TOTAL RECEIPTS</b>		<b>\$22550.39</b>

## CASH REGISTER

BRIDAL SALES	(400500)	\$12742.00
		\$-62.00
MISCELLANEOUS INCOME	(501000)	\$50.00
<b>SUB-TOTAL</b>		<b>\$12730.00</b>
ALTERATION REVENUE	(501500)	\$445.00
<b>SUB-TOTAL</b>		<b>\$445.00</b>
BRIDAL DEPOSITS	(215000)	\$22967.49
		\$-14488.55
<b>SUB-TOTAL</b>		<b>\$8478.94</b>
<b>TOTAL RETAIL REVENUE</b>		<b>\$21653.94</b>
SALES TAX PAYABLE		\$896.45
<b>CASH REGISTER TOTAL</b>		<b>\$22550.39</b>
<b>GRAND TOTAL</b>		<b>\$22550.39</b>

This is a daily revenue report. It indicates the forms of payment, sales by type, deposits or receivables and sales tax collected. It is an accounting report designed to balance via debits/credits. WinBPS also offers tax reports, cost reports and other audit type reports to keep the shop owner abreast of the shop's activity. Many of these can be given to a book keeper or tax accountant for them to easily maintain the shop's Balance sheet and Income statements.



bridals by lori

Bridals By Lori

Store 01

For 08/25/2001 to 08/25/2001

### Taxes

09/01/2001

15:34:32

#### TAXES COLLECTED

RETAIL - SALES TAX PAYABLE

\$896.45

#### GRAND TOTAL TAXES

\$896.45

#### TAXABLE/NON-TAXABLE SALES

##### TAXABLE SALES FOR 216000

Category	Sub-Cat	Sales	Sold
AC		\$30.00	# 1
CH		\$140.00	# 3
CW		\$50.00	# 1
M1		\$952.00	# 9
M2		\$932.00	# 7
M3		\$704.00	# 4
MISC		\$5.00	# 2
SH		\$676.00	# 9
SL		\$130.00	# 2
SZ		\$140.00	# 2
TIA		\$510.00	# 1
VL		\$1235.00	# 3
W3		\$1490.00	# 2
W4		\$5526.00	# 4
XL		\$215.00	# 4

---

TOTAL \$12735.00

##### NON TAXABLE SALES

Category	Sub-Cat	Sales	Sold
AL		\$445.00	# 4

---

TOTAL \$445.00

This is a tax report for a specified period showing all the taxable and non taxable sales itemized by department categories. This make filling out monthly tax forms a breeze!





*Point of Sale Computer Specialist*

***This slideshow presentation has only just scratched the surface of the capabilities and functions of the WinBPS program.***

***For more information, including a computer video demonstration, contact BBL Systems.***

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Atlanta, GA 30328  
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