

Standard Operating Procedure

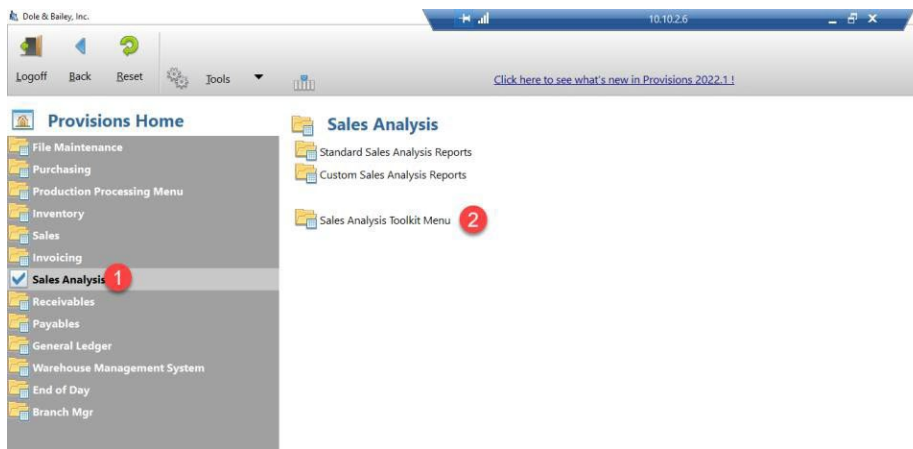
Velocity Report Creation

Dole & Bailey, Inc.

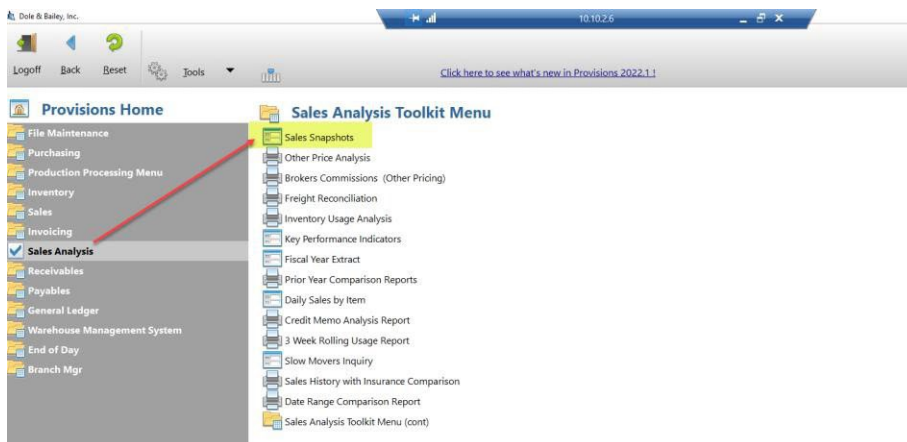
Implementation Date: 04/04/23

PURPOSE: Creating Customer based Velocity Reports

1. Sales Analysis Menu
2. Click Sales Analysis Toolkit



3. Select Sales Analysis Toolkit Menu click on Sales Snapshot



4. Add your Customer or Customer range and this will take the ALL flag off
5. Leave on ALL for ALL products
6. Product Selection – Leave all or if you JUST want a specific category select your start and finish.
How can this be helpful? Just Chicken, Just Appetizer.....etc
7. Select your Date Range.....last week, last month or a manual specified.....up to you
8. Hit EXTRACT

9. Click Drop Down menu and select ITEM.
10. Click on VIEW

| ** AVERAGE PER UNIT ** | | | | | | |
|------------------------|----------|-----------|----------|---------|----------|---------|
| Sales Source | Weight | Product\$ | Other \$ | Cost \$ | Markup\$ | Margin% |
| Product | 1,506.51 | 9.01 | 0.00 | 7.37 | 1.64 | 18.21 |
| Number of Packages | | | | | | |
| Undefined | 85 | | | | | |
| Total | 85 | | | | | |

TOTALS Invoiced: \$13,580.48 Product: \$13,580.48 Invoice Count: 5

User: EBRY (T_559;103772) 0001/DOLE

When you click on VIEW this screen will pop up:

Sales/Markup Detail by Item

Exit

Print

Show Quantity

Show Weight

☒

Display Dollars as:

Extended

☒ per Unit

☐

All items

All product codes

All salespeople

Date: 02/25/23 - 03/31/23

Display Cost as: Market

| Item | Description | Weight | Product\$ | Other \$ | Cost \$ | Markup\$ | Margin% |
|----------|--------------------------------|--------|-----------|----------|----------|----------|---------|
| 582490 | SCALLOP SEA DRY ALL NAT U/10 | 48.00 | 1,606.40 | 0.00 | 1,317.21 | 289.19 | 18.00 |
| 121170 | BEEF OUTSIDE SKIRT PLD CS PR | 88.62 | 1,481.83 | 0.00 | 1,153.80 | 328.03 | 22.14 |
| 661730 | SHRIMP 8/12 TIGER P&D T-ON | 60.00 | 1,007.40 | 0.00 | 826.20 | 181.20 | 17.99 |
| 584005 | SHRIMP ROCK FRZ 36/40CT | 60.00 | 960.48 | 0.00 | 787.57 | 172.91 | 18.00 |
| 524073 | CHICKEN BRST B&S 40# B&E | 161.60 | 958.29 | 0.00 | 786.35 | 171.94 | 17.94 |
| 524086 | CHICKEN BRST B&S SGL 6Z ABF | 120.00 | 849.60 | 0.00 | 687.48 | 162.12 | 19.08 |
| 524095 | CHICKEN BRST B&S SGL 6Z ABF | 120.00 | 848.80 | 0.00 | 696.24 | 152.56 | 17.97 |
| 584185 | CRAB MEAT SUPER LUMP 12/1# | 24.00 | 847.32 | 0.00 | 707.28 | 140.04 | 16.53 |
| 340540 | VEAL HIND OSSO BUCCO 1.5in | 30.94 | 629.32 | 0.00 | 516.14 | 113.18 | 17.98 |
| 562442 | FISH SALMON KVAROY FILLET 4-5# | 32.62 | 412.38 | 0.00 | 352.36 | 60.02 | 14.55 |
| 562441 | FISH SALMON KVAROY FILLET 4-5# | 32.90 | 412.24 | 0.00 | 350.39 | 61.85 | 15.00 |
| CS88136 | BEEF GROUND 5# | 80.00 | 375.40 | 0.00 | 310.12 | 65.28 | 17.39 |
| 114140 | BEEF CHUCK SHLDR T-MAJOR 8Z CH | 15.68 | 290.71 | 0.00 | 238.32 | 52.39 | 18.02 |
| 202921 | BISON BUFFALO GROUND 80/20 FRZ | 20.00 | 287.80 | 0.00 | 235.96 | 51.84 | 18.01 |
| 584190 | CRAB MEAT SPECIAL LUMP 12/1# | 12.00 | 234.60 | 0.00 | 187.66 | 46.94 | 20.01 |
| 618375 | ENGLISH MUFFIN ORIGINAL | 37.50 | 217.65 | 0.00 | 182.28 | 35.37 | 16.25 |
| 640515 | CHICKEN MEAT GROUND 60/40 2/5# | 40.00 | 175.60 | 0.00 | 144.00 | 31.60 | 18.00 |
| 201890 | VENISON DENVER LEG BLS FRZ NZ | 10.69 | 146.03 | 0.00 | 128.47 | 17.56 | 12.02 |
| 544088DG | CHICKEN BRST B&S SGL 8Z ABF | 20.00 | 144.20 | 0.00 | 118.12 | 26.08 | 18.09 |

TOTALS

Weight: 1,506.50

Product: \$13,580.48

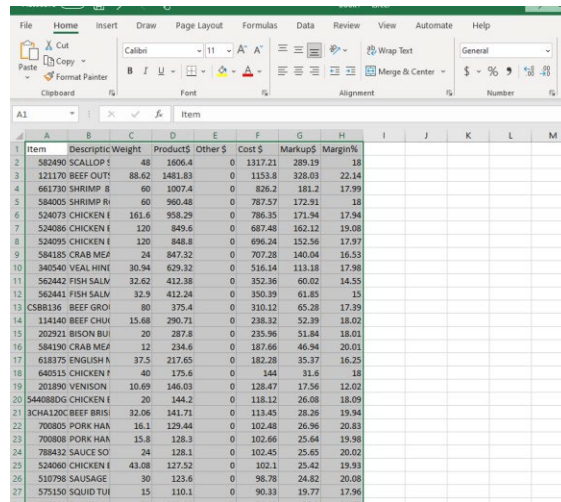
Cost: \$11,106.80

Markup: \$2,473.68

| PROVISIONS_EXPORT_2023040512018_103772.SLK - OpenOffice Calc | | | | | | | | | | 10.912.0.6 | | | | | | | | | |
|--|-----------|--------------------------------|--------|-----------|----------|---------|----------|---------|---|------------|---|---|---|---|---|---|---|--|--|
| File Edit View Insert Format Tools Data Window Help | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | Find | | | | | | | | | |
| Arial 10 B / U | | | | | | | | | | | | | | | | | | | |
| L14 | | | | | | | | | | | | | | | | | | | |
| | A | B | C | D | E | F | G | H | I | J | K | L | M | N | O | P | Q | | |
| 1 | Item | Description | Weight | Product\$ | Other \$ | Cost \$ | Markup\$ | Margin% | | | | | | | | | | | |
| 2 | 582490 | SCALLOP SEA DRY ALL NAT U/10 | 48.00 | 1606.40 | 0.00 | 1317.21 | 289.19 | 18.00 | | | | | | | | | | | |
| 3 | 651170 | BEEF OUTSIDE SKIRT PLO CS FR | 88.62 | 1481.83 | 0.00 | 1153.80 | 328.03 | 22.14 | | | | | | | | | | | |
| 4 | 651730 | SHRIMP 8/12 TIGER P&D T-ON | 60.00 | 1007.40 | 0.00 | 826.20 | 181.20 | 17.99 | | | | | | | | | | | |
| 5 | 584005 | SHRIMP ROCK FRZ 36/40CT | 60.00 | 960.48 | 0.00 | 787.57 | 172.91 | 18.00 | | | | | | | | | | | |
| 6 | 524073 | CHICKEN BRST B&S 40# B&E | 161.60 | 958.29 | 0.00 | 786.35 | 171.94 | 17.94 | | | | | | | | | | | |
| 7 | 524086 | CHICKEN BRST B&S SGL 6Z ABF | 120.00 | 849.60 | 0.00 | 687.48 | 162.12 | 19.08 | | | | | | | | | | | |
| 8 | 524095 | CHICKEN BRST B&S SGL 6Z ABF | 120.00 | 848.80 | 0.00 | 696.24 | 152.56 | 17.97 | | | | | | | | | | | |
| 9 | 584185 | CRAB MEAT SUPER LUMP 12/1# | 24.00 | 847.32 | 0.00 | 707.28 | 140.04 | 16.53 | | | | | | | | | | | |
| 10 | 340540 | VEAL HIND OSSO BUCCO 1.5m | 30.94 | 629.32 | 0.00 | 516.14 | 113.18 | 17.98 | | | | | | | | | | | |
| 11 | 562442 | FISH SALMON KVAROY FILLET 4-5# | 32.62 | 412.38 | 0.00 | 352.36 | 60.02 | 14.55 | | | | | | | | | | | |
| 12 | 561441 | FISH SALMON KVAROY FILLET 4-5# | 32.90 | 412.24 | 0.00 | 350.39 | 61.85 | 15.00 | | | | | | | | | | | |
| 13 | CS58136 | BEEF GROUND 5# | 80.00 | 375.40 | 0.00 | 310.12 | 65.28 | 17.39 | | | | | | | | | | | |
| 14 | 111440 | BEEF CHUCK SHLDR T-MAJOR 8Z CH | 15.68 | 290.71 | 0.00 | 238.32 | 52.39 | 18.02 | | | | | | | | | | | |
| 15 | 202921 | BISON BUFFALO GROUND 80/20 FRZ | 20.00 | 287.80 | 0.00 | 235.96 | 51.84 | 18.01 | | | | | | | | | | | |
| 16 | 584190 | CRAB MEAT SPECIAL LUMP 12/1# | 12.00 | 234.60 | 0.00 | 187.66 | 46.94 | 20.01 | | | | | | | | | | | |
| 17 | 618375 | ENGLISH MUFFIN ORIGINAL | 37.50 | 217.65 | 0.00 | 182.28 | 35.37 | 16.25 | | | | | | | | | | | |
| 18 | 640515 | CHICKEN MEAT GROUND 60/40 2/5# | 40.00 | 175.60 | 0.00 | 144.00 | 31.60 | 18.00 | | | | | | | | | | | |
| 19 | 201890 | VENISON DENVER LEG BLS FRZ NZ | 10.69 | 146.03 | 0.00 | 128.47 | 17.56 | 12.02 | | | | | | | | | | | |
| 20 | 544088D | CHICKEN BRST B&S SGL 8Z ABF | 20.00 | 144.20 | 0.00 | 118.12 | 26.08 | 18.09 | | | | | | | | | | | |
| 21 | 3C4H129CS | BEEF BRISKET BLS CH | 32.06 | 141.71 | 0.00 | 113.45 | 28.26 | 19.94 | | | | | | | | | | | |
| 22 | 700805 | PORK HAM UNCURED SMK ABF 2/8# | 16.10 | 129.44 | 0.00 | 102.48 | 26.96 | 20. | | | | | | | | | | | |

| PROVISIONS_EXPORT_20230405120122 - OpenOffice Calc | | | | | | | | | | 10.10.2.6 | | | |
|--|-----------|--------------------------------|--------|---------|---------|---------|---------|--------|---|-----------|---|---|--|
| Edit View Insert Format Tools Data Window Help | | | | | | | | | | | | | |
| Arial 10 B I U [font settings icons] [color icons] [background color icon] [text color icon] [find icon] [print icon] [save icon] [cancel icon] [help icon] | | | | | | | | | | | | | |
| A1AM1048576 [calculation icons] [sum icon] [average icon] [max icon] [min icon] [count icon] [percent icon] [copy icon] [paste icon] [undo icon] [redo icon] | | | | | | | | | | | | | |
| | A | B | C | D | E | F | G | H | I | J | K | L | |
| 1 | Item | Description | Weight | Product | Other S | Cost \$ | Markups | Margn% | | | | | |
| 2 | 582490 | SCALLOP SEA DRY ALL NAT U/10 | 48.00 | 1606.40 | 0.00 | 1317.21 | 289.19 | 18.00 | | | | | |
| 3 | 121170 | BEEF OUTSIDE SKIRT PLD CS PR | 88.62 | 1481.83 | 0.00 | 1153.80 | 328.03 | 22.14 | | | | | |
| 4 | 561730 | SHRIMP 8/12 TIGER P&D T-ON | 60.00 | 1007.40 | 0.00 | 826.20 | 181.20 | 17.99 | | | | | |
| 5 | 584005 | SHRIMP ROCK FRZ 36/40CT | 60.00 | 960.48 | 0.00 | 787.57 | 172.91 | 18.00 | | | | | |
| 6 | 524073 | CHICKEN BRST B&S 40# B&E | 161.60 | 956.29 | 0.00 | 786.35 | 171.94 | 17.94 | | | | | |
| 7 | 524086 | CHICKEN BRST B&S SGL 6Z ABF | 120.00 | 849.60 | 0.00 | 687.48 | 162.12 | 15.08 | | | | | |
| 8 | 524095 | CHICKEN BRST B&S SGL 6Z ABF | 120.00 | 848.80 | 0.00 | 696.24 | 152.56 | 17.97 | | | | | |
| 9 | 584185 | CRAB MEAT SUPER LUMP 12/# | 24.00 | 847.32 | 0.00 | 707.28 | 140.04 | 16.53 | | | | | |
| 10 | 340540 | VEAL HIND OSSO BUCCO 1.5in | 30.00 | 629.32 | 0.00 | 516.14 | 113.18 | 17.98 | | | | | |
| 11 | 562442 | FISH SALMON KVAROY FILLET 4-5# | 32.62 | 412.38 | 0.00 | 352.36 | 60.02 | 14.55 | | | | | |
| 12 | 562441 | FISH SALMON KVAROY FILLET 4-5# | 32.90 | 412.24 | 0.00 | 350.39 | 61.85 | 15.00 | | | | | |
| 13 | CS58136 | BEEF GROUND 5# | 60.00 | 375.40 | 0.00 | 310.12 | 65.28 | 17.39 | | | | | |
| 14 | 411440 | BEEF CHUCK SHLD-T&MAJOR 8Z CH | 15.68 | 290.71 | 0.00 | 238.32 | 52.39 | 16.02 | | | | | |
| 15 | 202921 | BISON BUFFALO GROUND 80/20 FRZ | 20.00 | 287.80 | 0.00 | 235.96 | 51.84 | 18.01 | | | | | |
| 16 | 584190 | CRAB MEAT SPECIAL LUMP 12/# | 12.00 | 234.60 | 0.00 | 187.66 | 46.94 | 20.01 | | | | | |
| 17 | 618375 | ENGLISH MUFFIN ORIGINAL | 37.50 | 217.65 | 0.00 | 182.28 | 35.37 | 16.25 | | | | | |
| 18 | 640515 | CHICKEN MEAT GROUND 60/40 2/5# | 40.00 | 175.60 | 0.00 | 144.00 | 31.60 | 18.00 | | | | | |
| 19 | 201890 | VENISON DENVER LEG BLS FRZ NZ | 10.69 | 143.03 | 0.00 | 128.47 | 17.56 | 12.02 | | | | | |
| 20 | 544080DG | CHICKEN BRST B&S SGL 8Z ABF | 20.00 | 144.20 | 0.00 | 118.12 | 26.08 | 15.00 | | | | | |
| 21 | CH0A120CS | BEEF BRISKET BLS CH | 32.06 | 141.71 | 0.00 | 113.45 | 28.26 | 19.94 | | | | | |
| 22 | 700805 | PORK HAM UNCURED SMK ABF 2/# | 16.10 | 129.44 | 0.00 | 102.48 | 26.96 | 20.83 | | | | | |
| 23 | 700808 | PORK HAM BLACK FOREST SMK ABF | 15.80 | 128.30 | 0.00 | 102.66 | 25.64 | 19.98 | | | | | |
| 24 | 788432 | SAUCE SOY TAMARI GF OG | 24.00 | 128.10 | 0.00 | 102.45 | 25.65 | 20.02 | | | | | |
| 25 | 524060 | CHICKEN BROILER 3-4# B&E | 43.08 | 127.52 | 0.00 | 102.10 | 25.42 | 19.93 | | | | | |
| 26 | 540789 | SAUSAGE BOPE SWT I/L 2.5#B&CS | 30.00 | 123.60 | 0.00 | 98.78 | 24.82 | 20.65 | | | | | |
| 27 | 575150 | SQUID TUBE & TENT IMP 5-8 | 15.00 | 110.10 | 0.00 | 90.33 | 19.77 | 16.96 | | | | | |
| 28 | 570209 | DAIRY MILK FF LOCAL | 75.00 | 101.65 | 0.00 | 75.45 | 26.20 | 25.77 | | | | | |
| 29 | 2018802 | VENISON LOIN RED BLS FRZ 3.5# | 4.32 | 85.92 | 0.00 | 75.62 | 10.30 | 11.99 | | | | | |
| 30</ | | | | | | | | | | | | | |

Open Excel and Paste or CTRL+V



| Item | Description | Weight | Product\$ | Other\$ | Cost\$ | Markup\$ | Margin% |
|----------|--------------------------------|--------|-----------|---------|---------|----------|---------|
| 582490 | SCALLOP SEA DRY ALL NAT U/10 | 48 | 1606.4 | 0 | 1317.21 | 289.19 | 18 |
| 121170 | BEEF OUTSIDE SKIRT PLD CS PR | 88.62 | 1481.83 | 0 | 1153.8 | 328.03 | 22.14 |
| 661730 | SHRIMP 8/12 TIGER P&D T-ON | 60 | 1007.4 | 0 | 826.2 | 181.2 | 17.99 |
| 584005 | SHRIMP ROCK FRZ 36/40CT | 60 | 960.48 | 0 | 787.57 | 172.91 | 18 |
| 524073 | CHICKEN BRST B&S 40# B&E | 161.6 | 958.29 | 0 | 786.35 | 171.94 | 17.94 |
| 524086 | CHICKEN BRST B&S SGL 6Z ABF | 120 | 849.6 | 0 | 687.48 | 162.12 | 19.08 |
| 524095 | CHICKEN BRST B&S SGL 6Z ABF | 120 | 848.8 | 0 | 696.24 | 152.56 | 17.97 |
| 584185 | CRAB MEAT SUPER LUMP 12/1# | 24 | 847.32 | 0 | 707.28 | 140.04 | 16.53 |
| 340540 | VEAL HIND OSSO BUCCO 1.5in | 30.94 | 629.32 | 0 | 516.14 | 113.18 | 17.98 |
| 562442 | FISH SALMON KVAROY FILLET 4-5# | 32.62 | 412.38 | 0 | 352.36 | 60.02 | 14.55 |
| 562441 | FISH SALMON KVAROY FILLET 4-5# | 32.9 | 412.24 | 0 | 350.39 | 61.85 | 15 |
| CSBB136 | BEEF GROUND 5# | 80 | 375.4 | 0 | 310.12 | 65.28 | 17.39 |
| 114140 | BEEF CHUCK SHLDR T-MAJOR 8Z CH | 15.68 | 290.71 | 0 | 238.32 | 52.39 | 18.02 |
| 202921 | BISON BUFFALO GROUND 80/20 FRZ | 20 | 287.8 | 0 | 235.96 | 51.84 | 18.01 |
| 584190 | CRAB MEAT SPECIAL LUMP 12/1# | 12 | 234.6 | 0 | 187.66 | 46.94 | 20.01 |
| 618375 | ENGLISH MUFFIN ORIGINAL | 37.5 | 217.65 | 0 | 182.28 | 35.37 | 16.25 |
| 640515 | CHICKEN MEAT GROUND 60/40 2/5# | 40 | 175.6 | 0 | 144 | 31.6 | 18 |
| 201890 | VENISON DENVER LEG BLS FRZ NZ | 10.69 | 146.03 | 0 | 128.47 | 17.56 | 12.02 |
| 544088DG | CHICKEN BRST B&S SGL 8Z ABF | 20 | 144.2 | 0 | 118.12 | 26.08 | 18.09 |
| CHA120CS | BEEF BRISKET BLS CH | 32.06 | 141.71 | 0 | 113.45 | 28.26 | 19.94 |
| 700805 | PORK HAM UNCURED SMK ABF 2/8# | 16.1 | 129.44 | 0 | 102.48 | 26.96 | 20.83 |
| 700808 | PORK HAM BLACK FOREST SMK ABF | 15.8 | 128.3 | 0 | 102.66 | 25.64 | 19.98 |
| 788432 | SAUCE SOY TAMARI GF OG | 24 | 128.1 | 0 | 102.45 | 25.65 | 20.02 |
| 524060 | CHICKEN BROILER 3.5-4# B&E | 43.08 | 127.52 | 0 | 102.1 | 25.42 | 19.93 |
| 510798 | SAUSAGE ROPE SWT ITL 2-5#BX-CS | 30 | 123.6 | 0 | 98.78 | 24.82 | 20.08 |
| 575150 | SQUID TUBE & TENT IMP 5-8 | 15 | 110.1 | 0 | 90.33 | 19.77 | 17.96 |

Edit down to info you want to share and snip & send

| Item | Description | Weight | Total \$ |
|----------|--------------------------------|--------|------------|
| 582490 | SCALLOP SEA DRY ALL NAT U/10 | 48 | \$1,606.40 |
| 121170 | BEEF OUTSIDE SKIRT PLD CS PR | 88.62 | \$1,481.83 |
| 661730 | SHRIMP 8/12 TIGER P&D T-ON | 60 | \$1,007.40 |
| 584005 | SHRIMP ROCK FRZ 36/40CT | 60 | \$ 960.48 |
| 524073 | CHICKEN BRST B&S 40# B&E | 161.6 | \$ 958.29 |
| 524086 | CHICKEN BRST B&S SGL 6Z ABF | 120 | \$ 849.60 |
| 524095 | CHICKEN BRST B&S SGL 6Z ABF | 120 | \$ 848.80 |
| 584185 | CRAB MEAT SUPER LUMP 12/1# | 24 | \$ 847.32 |
| 340540 | VEAL HIND OSSO BUCCO 1.5in | 30.94 | \$ 629.32 |
| 562442 | FISH SALMON KVAROY FILLET 4-5# | 32.62 | \$ 412.38 |
| 562441 | FISH SALMON KVAROY FILLET 4-5# | 32.9 | \$ 412.24 |
| CSBB136 | BEEF GROUND 5# | 80 | \$ 375.40 |
| 114140 | BEEF CHUCK SHLDR T-MAJOR 8Z CH | 15.68 | \$ 290.71 |
| 202921 | BISON BUFFALO GROUND 80/20 FRZ | 20 | \$ 287.80 |
| 584190 | CRAB MEAT SPECIAL LUMP 12/1# | 12 | \$ 234.60 |
| 618375 | ENGLISH MUFFIN ORIGINAL | 37.5 | \$ 217.65 |
| 640515 | CHICKEN MEAT GROUND 60/40 2/5# | 40 | \$ 175.60 |
| 201890 | VENISON DENVER LEG BLS FRZ NZ | 10.69 | \$ 146.03 |
| 44088DG | CHICKEN BRST B&S SGL 8Z ABF | 20 | \$ 144.20 |
| CHA120CS | BEEF BRISKET BLS CH | 32.06 | \$ 141.71 |
| 700805 | PORK HAM UNCURED SMK ABF 2/8# | 16.1 | \$ 129.44 |
| 700808 | PORK HAM BLACK FOREST SMK ABF | 15.8 | \$ 128.30 |
| 788432 | SAUCE SOY TAMARI GF OG | 24 | \$ 128.10 |
| 524060 | CHICKEN BROILER 3.5-4# B&E | 43.08 | \$ 127.52 |
| 510798 | SAUSAGE ROPE SWT ITL 2-5#BX-CS | 30 | \$ 123.60 |
| 575150 | SQUID TUBE & TENT IMP 5-8 | 15 | \$ 110.10 |
| 570209 | DAIRY MILK FF LOCAL | 75 | \$ 101.65 |
| 2018802 | VENISON LOIN RED BLS FRZ 3.5# | 4.32 | \$ 85.92 |
| 201953 | VENISON GROUND FRZ | 10 | \$ 85.40 |
| 791250 | RICE JASMINE | 50 | \$ 85.36 |
| 524494 | CHICKEN THIGH B&S 20# B&E | 19.87 | \$ 81.86 |
| 521700 | TURKEY WHL FRZ 24-26# | 23.84 | \$ 73.44 |
| 789889 | FARRO GRAIN | 25.2 | \$ 72.14 |
| 570211 | MILK CHOCOLATE FF 50/8Z | 75 | \$ 67.74 |
| 201910 | VENISON RACK FRCH 8 RIB NZ | 2.88 | \$ 58.38 |