

300 - Distribution Report By Dealer

Report prints for the specified retailer, the draw, return and net for the current issue(1) through back issue (13).

SELECT BY:

- | | |
|---------------------------|----------------------|
| 1 - TITLE NUMBER | 2 - NATL DISTRIBUTOR |
| 3 - CATEGORY | 4 - PRODUCT |
| 5 - FREQUENCY | 6 - RACK LOCATION |
| 7 - INCLUDE DEL/SUS (Y/N) | |

SORT/TOTAL BY:

- | | |
|------------------|----------------------|
| 1 - TITLE NUMBER | 2 - NATL DISTRIBUTOR |
| 3 - CATEGORY | 4 - PRODUCT |
| 5 - FREQUENCY | 6 - RACK LOCATION |
| 7 - AVG DRAW | 8 - CLASS |
| 9 - AVG NET SALE | 10 - CUR DRAW |
| 11 - BASE | 12 - PCNT SALE |

HEADING DESCRIPTIONS:

DRAW - Number of copies of retailer draw for the issue
 RET - Number of copies returned from retailer for the issue
 NET - Net sale for the retailer for the issue

300 - DISTRIBUTION REPORT BY DEALER FOR DPS DEMO FILES

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RETAILER: NEWSSTAND OF CLOVIS 102 1503 N. PRINCE ST. ST. PETE BEACH, FL 34601	ISSUES			8:	7:	6:	5:	4:	3:	2:	1:	TITLE
TITLE	BASE	FRZ	AVG	DRAW	DRAW	DRAW	DRAW	DRAW	DRAW	DRAW	DRAW	RET TITLE
00341 SUPERB VAR PUZZLES	BASE1	DEL	SALE	RET	RET	RET	RET	RET	RET	RET	RET	00341
	5	8	2	0	0	0	0	0	5	5	5	
	5			0	0	0	0	0	3	0	0	
				0	0	0	0	0	2	5	5	
ISSUES 14-9								JUL	SUM	SEP	0061	
								0	0	0	0	
								0	0	0	0	
								0	0	0	0	
FINAL TOTALS				TITLES:	1				8	8		
								8				

LEGEND FOR FREEZE CODE:

- 0 - NO FREEZE
- 1 - 7 - TEMPORARY FREEZE
- 8 - FREEZE DRAW
- 9 - FREEZE BASE
- H - HIGH DRAW

LEGEND FOR DEALER STATUS:

- A - ACTIVE
- D - DELETED
- S - SUSPENDED

301 - Distribution Report By Title

Report prints for the specified title, the draw, return and net informatino for 10 issues, based on the starting issue entered. Bulk information for the same 10 issues prints at the end of the report.

SELECT BY:

- 1 - CHAIN
- 3 - MAG ROUTE
- 5 - BOOK ROUTE
- 7 - MISC ROUTE
- 9 - NEWS ROUTE
- 11 - RACK LOCATION
- 13 - RACK STATUS
- 15 - INCLUDE DEL/SUS (Y/N)
- 2 - SUB CHAIN
- 4 - RETAILER
- 6 - AUTHORIZED LIST
- 8 - AVERAGE NET
- 10 - BASE
- 12 - CLASS OF TRADE
- 14 - ZIP CODE
- 16 - SELLOUTS

SORT/TOTAL BY:

- 1 - CHAIN
- 3 - MAG ROUTE
- 5 - BOOK ROUTE
- 7 - MISC ROUTE
- 9 - NEWS ROUTE
- 11 - RACK LOCATION
- 13 - RACK STATUS
- 15 - RETAILER NAME
- 17 - RETLR LOCATION
- 2 - SUB CHAIN
- 4 - RETAILER
- 6 - AUTHORIZED LIST
- 8 - AVERAGE NET
- 10 - BASE
- 12 - CLASS OF TRADE
- 14 - ZIP CODE
- 16 - SELLOUTS

HEADING DESCRIPTIONS:

DRAW - Number of copies of retailer draw for the issue
 RET - Number of copies returned from retailer for the issue
 NET - Net sale for the retailer for the issue

301 - DISTRIBUTION REPORT BY TITLE FOR DPS DEMO FILES

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TITLE: 01134 NEWSWEEK* C/O ISSUE DATE: 0013 ONSALE: 12/03/02 ALLOTMENT: 10000 COST: 3.160 COVER: 3.950
 PUBLISHER: 00015 - CURTIS CIRCULATIONS
 20/02 21/02 22/02 23/02 24/02 25/02 26/02 27/02 28/02 29/01 30/02 37/02 13/02 NEW
 MY2002 MY2702 JN0302 JN1002 JN1702 JN2402 JY0102 JY0802 JY1502 JY2202 JY2902 0037 0013 BASE

RETAILER: 00101 NEWSSTAND - LUBBOCK TESTING THE INVOICE PRINT ST. PETERSBURG 3 33701-6666
 RETLR STATUS: A FREEZE CODE: 8 PREV BASE: 6 CURR BASE: 8 AVG SALE: 8.0
 DRAW 8 0 0 8 0 0 0 0 8 8 8 8 8
 RET 8 0 3 0 0 3 0 0 0 0 1 0
 NET 0 0 3- 8 0 3- 0 0 8 8 8 7 8

*** P U B L I S H E R D A T A * * * * * * * D E A L E R D A T A * * * * *

ISSUE	AFFDESC	DLRS	BASE	RECEIVE	DISTRIB	RETURNS	SALE	PCT
0013	0013	219	1,579	10,000	9,998	0	9,998	100.0
0037	0037	218	1,566	50,000	49,998	11	49,987	99.9
0230	JY2902	741	5,021	5,500	4,078	6	4,072	99.8
0129	JY2202	740	4,747	5,500	4,078	32	4,046	99.2
0228	JY1502	740	4,747	5,500	4,078	141	3,937	96.5

312 - Category List

Report prints all of the category numbers and corresponding category names that are in the category file.

SELECT BY:

1 - CATEGORY
3 - MAJOR CATEGORY NBR

2 - NAME

SORT/TOTAL BY:

1 - CATEGORY
3 - MAJOR CATEGORY NBR

2 - NAME

HEADING DESCRIPTIONS:

CATEGORY - Number assigned by the agency to group like titles
NAME - Assigned by agency as a category description
MAJOR CATEGORY NBR - Optional number that is used to group categories.

312 - CATEGORY LIST

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CATEGORY	NAME	MAJOR CATEGORY NBR
110	MEN'S GENERAL	00000
111	MEN'S FASHION	00000
115	WEEKLIES & TABLOIDS	
119	MEN'S OTHER	00000
120	WOMEN'S GENERAL	00000
121	BEAUTY	00000
122	BRIDAL	00000
123	FASHION	00000
124	ROMANCE	00000
125	WOMEN'S SERVICE	00000
126	MODERN WOMAN	00000
129	WOMEN'S OTHER	00000
131	KIDS	00000
132	COMICS	00000
133	TEEN	00000
139	TEEN/CHILDREN OTHER	00000
141	MEN'S SOPHISTICATES	00000

320 - Client Listing

Report prints the contents of the client master record.

SELECT BY:

SORT/TOTAL BY:

HEADING DESCRIPTIONS:

320 - CLIENT LISTING FOR CLIENT: 199 DPS DEMO FILES CLEARWATER FL 12/16/02 PAGE 1

199 DPS DEMO FILES
19345 US HWY 19 N
SUITE 206
CLEARWATER FL 33764
(727)-532-2948

** GENERAL OPTIONS **

SAVE BNR RECORDS	: Y	OFF PRICE BY ISSUE	: N
SAVE BNI RECORDS	: Y	EDI OUTPUT (H/D)	: H
912 PRINT BNI/INB	: N	PRICE DISCOUNT %	: 20.00
SAVE PRICE DIFFERENCE	: N	COST DISCOUNT %	: 40.00
PICKING SYSTEM	: Y	CBS PRICE CHANGE	: N
CANADIAN AGENCY	: N	B/U ARCHIVE EOD	: Y
GST TAX NBR	:	CRDA DOS OR TAPE	: H
LETTER FORM	: 1	RAMP USER	: N
IPDA EMS ID	: 0199	VIP SYSTEM	: Y
IPDA EMS PHONE NBR	: (800)-421-7372	CBS BOOK O/R TITLE	:
IPDA PASSWORD	: ONEONE	EOD O/R MNT REPORT	: N
SAVE DAILY RECIVING	: N	NON CORE-RECV/DISTRB	: R
HHT PC INTERFACE	: F	NON CORE-RTN RTL/ND	: N

332 - Off Price List

Report prints the off-price discount file for specified retailers/chains or titles/products.

SELECT BY: 1 - PRODUCT 3 - CHAIN 5 - AMOUNT OFF 7 - LOCATION 2 - TITLE 4 - RETAILER 6 - PERCENT OFF	SORT/TOTAL BY: 1 - PRODUCT 3 - CHAIN 5 - AMOUNT OFF 2 - TITLE 4 - RETAILER 6 - PERCENT OFF
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HEADING DESCRIPTIONS:

PRD - Product number as assigned by the agency
 TITLE - Title number as assigned by the agency
 NAME - The name of the product type or title
 DATE - All issues with an invoice data less than or equal to this date will receive the discount
 CHN - Chain number as assigned by the agency
 RETLR - Retailer number as assigned by the agency
 % OFF RTL FOR PRC - The percent discount taken off of the retail to calculate the price
 % OFF PRC FOR PRC - The percent discount taken off of the price to calculate price
 AMT OFF PRICE - The dollar amount to be discounted off of price
 % OFF RTL PRINT - Used to print percentage discounts on the retailer's invoice
 AMT OFF RETAIL - Used to print dollar amount discounts on retailer's invoice
 % RTL COST - The percent discount taken off of retail to calculate cost
 AMT OFF COST - The dollar amount discount taken off of retail to calculate cost

332 - OFF PRICE LIST

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PRD	TITLE	NAME	DATE	CHN	RETLR	NAME	% OFF RTL FOR PRC	% OFF PRC FOR PRC	AMT OFF PRICE	% OFF RTL PRINT	AMT OFF RETAIL	% RTL COST	AMT OFF COST
100	MAGAZINES				00101	NEWSSTAND - LUBBOCK	25.0	.0	.0000	.0	.00	.0	.00
100	MAGAZINES				00102	NEWSSTAND OF CLOVIS	23.0	.0	.0000	.0	.00	.0	.00
100	MAGAZINES				02308	PHAR-MOR #301	25.0	.0	.0000	.0	.00	.0	.00
100	MAGAZINES				02314	COWBOYS QUICK STOP	25.0	.0	.0000	.0	.00	.0	.00
100	MAGAZINES				79001	AIRPORT STOCK	100.0	.0	.0000	.0	.00	.0	.00
100	MAGAZINES				79100	HOUSE ACCOUNT	.0	.0	.0000	100.0	.00	.0	.00
100	MAGAZINES				79300	LUBBOCK MAG STOCK AC	100.0	.0	.0000	100.0	.00	.0	.00
100	MAGAZINES				85423	DOWNTOWN SUBSCRIPTIO	24.0	.0	.0000	.0	.00	.0	.00
110	PREPAK MAGS				00040	A&R SHELL FOOD MART	55.0	.0	.0000	.0	.00	.0	.00
110	PREPAK MAGS				00101	NEWSSTAND - LUBBOCK	50.0	.0	.0000	.0	.00	.0	.00
110	PREPAK MAGS				00102	NEWSSTAND OF CLOVIS	50.0	.0	.0000	.0	.00	.0	.00
110	PREPAK MAGS				02314	COWBOYS QUICK STOP	50.0	.0	.0000	.0	.00	.0	.00
110	PREPAK MAGS				78001	K'S TRAVEL CENTER #1	55.0	.0	.0000	.0	.00	.0	.00

342 - Product List

Report prints all of the product numbers and corresponding product names that are in the product file.

SELECT BY:

1 - PRODUCT
3 - COMMISSION NBR

2 - NAME

SORT/TOTAL BY:

1 - PRODUCT
3 - COMMISSION NBR

2 - NAME

HEADING DESCRIPTIONS:

PRODUCT - The product number as assigned by the agency
 NAME - The name of the product type as assigned by the agency
 COST PCNT - The percent used to calculate cost amounts when using manual entry
 RETL PCNT - The percent used to calculate retail amounts when using manual entry
 EXCG RATE - The exchange rate used by foreign agencies
 COMM NBR - The sales person's ID that is assigned to this product

342 - PRODUCT LIST

PRODUCT	NAME	COST PCNT	RETL PCNT	EXCG RATE	COMM NBR
55	TOTE BOXES	100.0	100.0	1.0000	
100	MAGAZINES	75.0	126.0	1.0000	1
110	PREPAK MAGS	74.0	167.0	1.0000	1
150	COMICS	74.0	143.0	1.0000	
172	SPANISH MAGAZINES	75.0	125.0	1.0000	
200	PAPERBACK BOOKS	74.0	153.0	1.0000	2
240	CHILDREN'S BOOKS	74.0	167.0	1.0000	3
260	REMAINDER BOOKS	74.0	143.0	1.0000	3
270	HARDBACK BOOKS	74.0	126.0	1.0000	3
300	SPECIALTY PRODUCT	74.0	143.0	1.0000	
301	CALENDARS	89.0	178.5	1.0000	3
310	AUDIO TAPES AND CD'S	74.0	143.0	1.0000	3
311	AUDIO BOOKS	74.0	126.0	1.0000	3
350	MAPS	.0	.0	1.0000	
500	COLLECTOR CARDS	74.0	143.0	1.0000	
550	NEWSPAPERS	74.0	126.0	1.0000	
980	SALES TAX	.0	.0	1.0000	

352 - National Distributor File List

Report lists all national distributors/publishers and corresponding information from the ND file.

SELECT BY:

- | | |
|----------------------|------------------|
| 1 - NATL DISTRIBUTOR | 2 - EMS STATUS |
| 3 - ACCOUNT NUMBER | 4 - GST TAX PCNT |
| 5 - AUTO STOCK (Y/N) | 6 - COST PCNT |
| 7 - TYPE | 8 - EMS NUMBER |
| 9 - VENDOR | |

SORT/TOTAL BY:

- | | |
|----------------------|------------------|
| 1 - NATL DISTRIBUTOR | 2 - EMS STATUS |
| 3 - ACCOUNT NUMBER | 4 - GST TAX PCNT |
| 5 - AUTO STOCK (Y/N) | 6 - COST PCNT |
| 7 - TYPE | 8 - EMS NUMBER |
| 9 - VENDOR | 10 - NAME |
| 11 - ZIPCODE | |

HEADING DESCRIPTIONS:

ND NBR - Number assigned by the agency to identify the national distributor or publisher
 ACCNT VENDOR - Number assigned by the national distributor/publisher to identify your agency
 EMS NBR - Number used to identify the national distributor's mailbox number for electronic mail
 EMS STATUS - Determines wheter national distributor is to recieve affidavit returns via EMS and if data is created for ND reconcilliation
 COST PERCENT - The agency's cost percentage off of retail
 RETURN PERCENTS 1 AND 2 - The agency's return percentage
 TY - Identifies the publisher type (magazine, newspapers, etc.)
 AUTO S - Identifies if in stock copies are automatically returned for credit on affidavit

352 - NATIONAL DISTRIBUTOR FILE LIST FOR DPS DEMO FILES

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ND NBR	NAME ADDRESS 1	ADDRESS 2 CITY/STATE	ZIP	ACCNT VENDOR	-- EMS -- NBR STAT	COST PCT	BALANCE GST	T Y	AUTO-S TELEPHONE
00001	UNSOLICATED TITLES			0	0 0	.0	.00	M	N 000-000-0000
00002	ALL AMERICAN DIST. CORP. 8431 MELROSE PLACE	LOS ANGELES	CA 90069	10421 10421	2 2	.0	.00	M	Y 213-651-2650
00003	FLYNT DISTRIBUTING CO. 8484 WILSHIRE BOULEVARD	SUITE 900 BEVERLY HILLS	CA 90211	4339 4339	3 2	.0	.00	M	N 213-651-5400
00004	RANDALL PUBLISHING CO. ATTN: LIBBA	3200 RICE MINE ROAD N.E. TUSCALOOSA	AL 35406	0	4 2	.0	.00	M	N 800-633-5953
00005	ADS PUBLISHER SVS, INC 2121 WAUKEGAN ROAD	SUITE 120 BANNOCKBURN	IL 66015	1080 1080	85 3	52.0	.00	M	Y 847-444-4850
00006	EASTERN NEWS	1341 OLDS STREET SANDUSKY, OH	44870	45191 45191	6 2	.0	.00	M	N 212-649-4493

354 - Publisher Memo File List

You have the ability to keep 25 lines of notes/comments on each publisher on file. Listing will provide these comments in any order selected. You may select which lines print and if each publisher will print on a separate page.

SELECT BY:

1 - PUBLISHER

SORT/TOTAL BY:

1 - PUBLISHER

2 - NAME

HEADING DESCRIPTIONS:

PUBL - Number assigned by the agency to identify the national distributor or publisher
NAME - The name of the national distributor/publisher

354 - PUBLISHER MEMO FILE LISTING

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PUBL NAME
00030 WARNER PUBLISHER
VICKI HUGHES LOCAL REP.
CINDY WELLS
871-379-5519
JIMMY LEA MOSER
817-685-8838

00035 HEARST DISTRIBUTION GR
PATRICIA BANKS - ACCT REP
FAX (704) 375-2430
DIRECT NO. 704-348-8687

00040 KABLE NEWS COMPANY
BILL GABRIEL

355 - Print Publisher/ND Labels

Print publisher/national distributor address labels on 2 1/2" - 4-up labels or 3 1/2" - 4-up labels. Option to print 1 to 99 labels per national distributor.

SELECT BY:		SORT/TOTAL BY:	
1 - NATIONAL DISTRIBUTOR	2 - TYPE	1 - NATIONAL DISTRIBUTOR	2 - TYPE
		3 - NAME	4 - STATE
		5 - ZIPCODE	
HEADING DESCRIPTIONS:			
93017 NEWMAN MARKETING JERRY JONES 3802 ANTELOPE TRAIL TEMPLE, TX 76504	93025 THE BURTON AGENCY JENNIFER LAWRENCE 3626 N. HALL ST, STE.615 DALLAS, TX 75219	94046 RED LETTER PRESS TOM STUART 415 PFEIFFER AVE. WEST CREEK, NJ 08092	94154 WORLD PUBLICATIONS 455 SOMERSET AVENUE BLDG. 2A N. DIGHTON, MA 02764
96059 JR. LEAGUE OF AUSTIN 5416 PARKCREST SUITE 100 AUSTIN, TX 78731-4935	96285 COOKBOOK RESOURCES 2935 IRVING BLVD. #201 DALLAS, TX 75247	96386 POSTERITY PRESS 102 INLET COURT EMERALD ISLE, NC 28594	96524 INTO FUN PUBLICATIONS 2834 PLANTERS ST. SUGAR LAND, TX 77479

362 - Formula File List

Report prints all detail for the O/R distribution formulas on file.

SELECT BY: 1 - FORMULA NUMBER 2 - FORMULA NAME	SORT/TOTAL BY: 1 - FORMULA NUMBER 2 - FORMULA NAME
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HEADING DESCRIPTIONS:

SELLOUT ISSUES - Number of issues that must be sold out before the sellout multiplier is used to increase the dealer's base
 SELLOUT PCT - Percent of sale necessary for an issue to be a sellout
 SELLOUT MULT - Percent used as multiplier to increase a sellout dealer. If 0, system uses SQ FT Multiplier for sellout dealers
 PREMATURE MULT - Percent to be used as the multiplier to decrease the dealer's base if prematures are posted
 MAXIMUM BASE DROP - Maximum percent by which the dealer's base will be decreased
 PREV ISSUE - How many issues back for the complete issue to be used to calculate the previous issue return return percent
 FILE TYPE - Identifies the number of issues held on the O/R file
 WEIGHTS FOR ISSUES - Identifies the issues to be used for base calculations and the weight assigned to each issue

362 - FORMULA FILE LIST 12/16/02 PAGE 1

FRM	NAME	--SELLOUT----			PREMATURE		MAXIMUM		ADJUST BASE		-----DROP SALES-----				BASE		
		ISS	PCT	MULT	ISS	MULT	BASE	DROP	BY	RE-DSTRB	HIGH	LOW	ZERO	NEG	WEIGHT		
1	ANNUAL	1	1.00	0	0	0	100%		N		N	N	N	Y	.00		
		*** WEIGHTS FOR ISSUE ***															
		BACK															
		CUR	1													BACK	BACK
		1.00	.00													1YR	2YR
		*** BASE LIMITS ***															
						1	2	3	4	5							
						COPIES	1	2	8	12	99,999						
						PERCENTS	300	250	200	175	167						
FRM	NAME	--SELLOUT----			PREMATURE		MAXIMUM		ADJUST BASE		-----DROP SALES-----				BASE		
		ISS	PCT	MULT	ISS	MULT	BASE	DROP	BY	RE-DSTRB	HIGH	LOW	ZERO	NEG	WEIGHT		
3	MONTHLY	2	1.00	0	0	0	50%		N		N	N	N	Y	1.00		
		*** WEIGHTS FOR ISSUE ***															
		BACK BACK BACK BACK BACK BACK BACK BACK BACK BACK BACK BACK															
		CUR	1	2	3	4	5	6	7	8	9	10	11				
		.00	.00	1.00	1.00	1.00	1.00	.00	.00	.00	.00	.00	.00	.00	.00		
		*** BASE LIMITS ***															
						1	2	3	4	5							
						COPIES	1	2	8	12	99,999						
						PERCENTS	300	250	200	175	167						

363 - Retailer Formula Listing

Report lists by retailer all special retailer formulas on file.

SELECT BY:	SORT/TOTAL BY:
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HEADING DESCRIPTIONS:

- RETLR - Retailer number
- PRD - Product number
- LC - Rack location
- FQ - Frequency
- CAT - Category
- DIST EXES - Distribute excess copies
- MIN DRAW - Low copy limit for distribution. Retailers who draw less than this limit are flagged for deletion.
- MAX DECR - Maximum percent that a retailer's base can be decreased during base calculation
- COPY 1 TO - The upper limit for the first net sale category range
- COPY 1 PERCENT - The sell through percent for the first category range
- COPY 2 TO - The upper limit for the second net sale category range
- COPY 2 PERCENT - The sell through percent for the second net sale category range
- COPY 3 TO - The upper limit for the third net sale category range
- COPY 3 PERCENT - The sell through percent for the third net sale category range
- COPY 4 TO - The upper limit for the fourth net sale category range
- COPY 4 PERCENT - The sell through percent for the fourth net sale category range

363 - RETAILER FORMULA LISTING

RETLR	PRD	L C	F Q	CAT	DIST EXES	MIN DRAW	OVERRIDE	MULT	MAX DECR	COPY 1 TO PCNT	COPY 2 TO PCNT	COPY 3 TO PCNT	COPY 4 TO PCNT	COPY 5 TO PCNT
99020	0			0	N	3	0		0					
99020	1 0 0			0	N	3	0		0					
99077	1			0	N	3	4		0	999	154			
99080	0			0	N	3	0		0					
99111	1			0	N	3	4		0	999	154			
99128	1			0	N	3	4		0	999	154			
99169	0			0	N	3	0		0					

