

Scranton – Revenue Forecast

Vision Data - Ad Edit Listing

Ads sold by all profit centers into Scranton Pubs

The screenshot shows a database application window titled "Ad Ed" with a menu bar (Form, Edit, Database, Record, Field, Help) and a toolbar with buttons for X, a printer, DEVICE, TERMINAL, SPREADSHEET, UPDATE SET, CREATE SET, and SYSTEM. The main area is divided into two panels: "Include Option" and "Sort By".

Include Option:

- Adds since last listing
- Changes since last listing
- Adds and Changes since last listing
- Listing for Selected Accounts or All
- Ads for One Day or Range of Dates

Sort By:

- Account Number
- Account Name
- Salesperson / Adv Name
- Order Entered
- Ad Number
- Section / Page / Adv Name
- Classification / Adv Name
- Salesperson / Class
- Rate Code / Adv Name
- Sic Code / Adv Name
- Nic Code / Adv Name
- Run Date/Adv Name

Below these panels are several input fields:

- Ad #: *****
- Login: []
- ~ Profit Number: 2 THE CITIZENS' VOICE
- Pub Group: ST ALL
- ~ Publication: [] ALL
- Zone: [] ALL
- Edition: ***** ALL
- ~From Pub Date: ***** To Pub Date: *****
- Acct Name: [] ALL

Scranton – Revenue Forecast

Vision Data - Ad Edit Listing

Ads sold by Scranton Reps into Scranton Pubs

The screenshot shows a database application window with a menu bar (Form, Edit, Database, Record, Field, Help) and a toolbar with buttons for X, a printer, DEVICE, TERMINAL, SPREADSHEET, UPDATE SET, and CREATE. The main area is divided into two panels: 'Include Option' and 'Sort By'. The 'Include Option' panel has five radio buttons: 'Adds since last listing', 'Changes since last listing', 'Adds and Changes since last listing', 'Listing for Selected Accounts or All', and 'Ads for One Day or Range of Dates' (which is selected). The 'Sort By' panel has ten radio buttons: 'Account Number', 'Account Name' (selected), 'Salesperson / Adv', 'Order Entered', 'Ad Number', 'Section / Page / Adv', 'Classification / Adv', 'Salesperson / Clas', 'Rate Code / Adv Na', 'Sic Code / Adv Nan', 'Nic Code / Adv Nar', and 'Run Date/Adv Nam'. Below these panels are several input fields: 'Ad #' (masked with asterisks), 'Login', '~ Profit Number' (value: 2), 'Pub Group' (value: ST), '~ Publication', 'Zone', 'Edition' (masked with asterisks), '~From Pub Date' (masked with asterisks), and 'Acct Range'. To the right of the 'Pub Group' field, the text 'THE SCRANTON TIMES' is displayed. To the right of the 'Pub Group' and 'Zone' fields, the text 'ALL' is displayed. To the right of the 'Edition' field, the text 'ALL' is displayed. To the right of the '~From Pub Date' field, the text 'To Pub Date' is displayed, followed by a masked input field.

Ad #	*****	
Login		
~ Profit Number	2	THE SCRANTON TIMES
Pub Group	ST	ALL
~ Publication		ALL
Zone		ALL
Edition	*****	ALL
~From Pub Date	*****	To Pub Date *****
Acct Range		ALL

Scranton – Revenue Forecast

Vision Data - Ad Edit Listing

Ads sold by Scranton Reps into Scranton Pubs

Form Edit Database Record Field Help

X [Printer] DEVICE TERMINAL SPREADSHEET UPDATE SET CRE

Include Option

- Adds since last listing
- Changes since last listing
- Adds and Changes since last listing
- Listing for Selected Accounts or All
- Ads for One Day or Range of Dates

Sort By

- Account Number
- Account Name
- Salesperson / Ac
- Order Entered
- Ad Number
- Section / Page / A
- Classification / A
- Salesperson / Cl
- Rate Code / Adv
- Sic Code / Adv N
- Nic Code / Adv P
- Run Date/Adv Ne

Ad # *****

Login

~ Profit Number 0 ALL

Pub Group ST ALL

~ Publication ALL

Zone ALL

Edition ***** ALL

~From Pub Date ***** To Pub Date *****

Sales Commission on Aged Payments

commission by paid

The screenshot shows a software window titled "Sales Commission on Aged Payments Report". At the top, there is a menu bar with "Form", "Edit", "Database", "Record", "Field", and "Help". Below the menu bar is a toolbar with several buttons: a close button (X), a refresh button, and buttons labeled "DEVICE", "TERMINAL", "UPDATE SET", "CREATE SET", "SYSTEM SET", and "VIEW SETS".

The main area of the window contains the following controls:

- Sort By:** A list box with radio buttons for:
 - Account Number
 - Account Name
 - Salesperson / Adv Name** (selected)
 - Sales Territory / Salesperson / Adv Name
 - Payment Date
 - Account Range
 - Dept Code
- Period:** Text box containing "200907"
- Start Date:** Text box containing "07/01/2009"
- End Date:** Text box containing "07/31/2009"
- Dept. Code:** Text box with "ALL" to its right.
- Sales Territory:** Text box with "ALL" to its right.
- Salesperson:** Text box with "ALL" to its right.
- Account Range:** Text box with "ALL" to its right.
- Account Type:** A group box containing radio buttons for:
 - Commercial
 - Transient
 - Both** (selected)
- Summary Report:** A checkbox that is currently unchecked.

Scranton - Rate Code (GPOS)

Vision Data - Transaction Edit Listing

Trans edit for sales by rate code (choose to "Sort by Rate code")

Transaction Edit Listing

-
-
- DEVICE
- TERMINAL
- SPREADSHEET
- UPDATE SET
- CREATE SET
- SYSTEM SET
- VIEW SETS
- Sample

Profit Number: 1 THE SCRANTON TIMES

Accounting Period 200907 07/01/2009 thru 07/31/2009

- Login
- Rate code ANY
- Pub Group ALL
- Publication ALL
- Zone ALL
- Edition ***** ALL
- Acct Range ALL
- Account # ***** ALL
- Salesperson ALL
- Sales Main Terr. ALL
- Sales Territory ALL
- Geographic Area ALL
- From Class ALL
- To Class ALL
- Dept. Code ALL
- Batch Code
- Section Code ***** ALL

- Sort by
- Account Number
 - Account Name
 - Space Summary Category
 - Order Entered
 - Salesperson / Class
 - Salesperson / Date
 - Salesperson / Account Name
 - Sales Territory / Salesperson
 - Rate Code
 - Account Range
 - Date
 - SIC Code
 - NIC Code
 - Section / Page
 - Classification Code
 - Department Code
 - Batch Code

Type of Advertising to Include

- Retail
- ClassLiners
- Preprints
- Legals
- ClassDisplay
- OtherAds

Order Entered Questions

- From Entered Date *****
- To Entered Date *****
- From Entered Time *****
- To Entered Time *****

Create Ascii File?

- Yes
- No

Include Header in Ascii File?

- Yes
- No

Print Pub/Zone Detail?

- Yes
- No

Print Salesman Detail?

- Yes
- No

Print Flat Charge Detail?

- Yes
- No

Print Co-op Detail?

- Yes
- No

Print Account Totals?

- Yes
- No

Print Telephone #?

- Yes
- No

Print Ad#?

- Yes
- No

Print Invoice #?

- Yes
- No

Print Classification?

- Yes
- No

Print?

- Modular Size
- Salesperson

Print?

- Source
- Ad Text Name

Print Co-op Transactions Only?

- Yes
- No

Print Color Ads Only?

- Yes
- No

Include Debit Adjustments

- Yes
- No
- Only

Include Flat Additional

- Yes
- No
- Only

Print Summary Only?

- Yes
- No

Print Customer Information Only?

- Yes
- No

- Type of Advertiser to Include
- Commercial
 - Transient
 - Both

- Print Overriden Transactions Only?
- Yes
 - No

- Include Flat Discounts
- Yes
 - No
 - Only

- Print No Charge Trx
- Yes
 - No
 - Only

- Type of Transactions to Include
- Paid
 - Unpaid
 - All

- Print only Transactions with Sales Tax ?
- Yes
 - No

Scranton - Monthly Dollar

Vision Data - Space Summary Report
Space summary by section

Space Summary Report

Form Edit Database Record Field Help

X **DEVICE** **TERMINAL** **SPREADSHEET** **UPDATE SET** **CREATE SET** **SYSTEM SET** **VIEW SETS**

Reports the daily or monthly cash receipts, sales and space utilized in a particular publication by categories such as Retail, Display Classified, Color, National, Payments, Bad Debts, and so forth. Report is expressed in **6** column inches.

Obtain the Rate Lines per Inch/Columns per page From
 Rate File Transaction/History

Start Period End Period
Start Date End Date

Publication ALL Acct #
Zone ALL Tran #
Account Range ALL Ad #

Days of the Week to Include
 Sundays Tuesdays Fridays Saturdays
 Mondays Wednesdays Thursdays

Account Type
 Commercial Transient Both

Create G/L Interface File
 Yes No

Print Grand Total Only
 Yes No

File Structure
 Vision Data General Ledger
 Mass 90
 Lawson
 Fixed Length
 Comma-Delimited
 Tab-Delimited
 Pipe-Delimited (|)

Agency Disc in a Separate Category?
 Yes No

Create Ascii File
 Yes No

Print Memo Inches?
 Yes No

Include Future Ads for Projection
 Yes No

Include Flat Additional Charges
 Yes No Only

Include Header in Ascii File
 Yes No

Ascii Summary File
 Yes No

Enter Whole Paper Inches

Scranton - Contract Fulfillment

Vision Data - Contract History Analysis

Advertiser Contract Analysis

Form Edit Database Record Field Help

DEVICE TERMINAL SPREADSHEET UPDATE SET CREATE SET SYSTEM

A month by month comparison of all contracts (and non-contracts, if requested) showing a history of Lineage, Dollars, Ad Count and a percentage comparison between This Year vs. Last Year.
Enter the Expire dates to exclude from this report.

Include Contracts <input checked="" type="radio"/> All <input type="radio"/> Expired <input type="radio"/> Non-Expired	Contract Type <input checked="" type="radio"/> All <input type="radio"/> Retail Only <input type="radio"/> Classified Display Only <input type="radio"/> Classified Only	Sort By <input checked="" type="radio"/> Salesperson <input type="radio"/> Advertiser Name
Account Type <input type="radio"/> Commercial <input type="radio"/> Transient <input checked="" type="radio"/> Both	Create Ascii File <input type="radio"/> Yes <input checked="" type="radio"/> No	
Display Only Active Contracts <input type="radio"/> Yes <input checked="" type="radio"/> No	Include Header in Ascii File <input type="radio"/> Yes <input type="radio"/> No	
Combine Linked Contracts <input type="radio"/> Yes <input checked="" type="radio"/> No		

Profit Number THE SCRANTON TIMES

Year Month Period

Thru Date in Period

Starting Expire Date

Ending Expire Date

Starting Account Number

Ending Account Number

Account Range

Contract Code

Sales Main Territory ALL

Sales Territory ALL

Salesperson ALL

Scranton - Weekly Dollar

Vision Data - Weekly Ad Summary By Newspaper

Weekly Ad Summary by Newspaper Report (r_rws mn)

Form Edit Database Record Field Help

DEVICE TERMINAL UPDATE SET CREATE SET SYSTEM SET VIEW SETS

Start Date: thru

Account Range: ALL

Starting Account: ALL

Ending Account: ALL

Scranton - Top 25 Key Accounts
Scranton - Top/Bottom 50

Vision Data - Top Advertiser Report

Top 100 (or however many you type-in at the bottom)

Top Advertiser Report

Form Edit Database Record Field Help

DEVICE **TERMINAL** **SPREADSHEET** **UPDATE SET** **CREATE SET** **SYSTEM SET** **VIEW SETS** **Sample**

Top Adv. Period: 200907 Period to compare to: 200807
YTD Starting Period: 200901 Comp YTD Start Period: 200801

Profit Number: 1 THE SCRANTON TIMES

Publication Group: ALL

Publication: ALL

Zone: ALL

Retail ClassDisplay ClassLiners
 Preprints OtherAds Legals

Print Other Columns: Yes No

Salesperson from: Master History

Report Type: Report Mail Labels

Top Advertiser Criteria:

- YTD Inches
- MTD Inches
- YTD Dollars
- MTD Dollars
- YTD Preprints
- MTD Preprints

Sort Option:

- Top Criteria / Account Number
- Salesperson / Top Criteria
- Account Range / Top Criteria
- Sic Code / Top Criteria

Create Ascii File: Yes No

Include Header in Ascii File: Yes No

Include Adjustments: Yes No

Convert Lineage: Yes No

Starting Account: 1

Ending Account: 999999999

Account Range: ALL

NIC Code: ALL ALL

Salesperson Territory: ALL ALL

Salesperson: ALL ALL

of Top Advertisers to Print per Sort Option: 10

NOTE: To eliminate an advertiser from this report place HOUSE as the Nic Code on the Advertiser Master record.

Scranton – inactive

Vision Data - Dormant Account Report

Dormant Account Report

Form Edit Database Record Field Help

X **↶** **DEVICE** **TERMINAL** **UPDATE SET** **CREATE SET** **SYSTEM SET** **VIEW SETS** **Sample**

The Dormant Account Report shows accounts not advertising in the past selected # of months but having had advertised in the past two years.

Current Period **200907**

No of months to go back

Salesperson ALL

Type of advertiser to include

Commercial Transient Both

Print Address and Phone Number

Yes No

Sort Option

Geo Area / Salesperson / Acct Name

Salesperson / Acct Name

Sales Territory / Salesperson / Acct Name

Incl Bad Debt Credit Status

BD BI Both BD/BI Neither Only

Include Inactive Accounts

Yes No