



Sales Reporting

Vendor Rising Stars and Falling Stars

About the report – This report identifies the vendors with the largest growth in activity and the vendors with the largest decline in activity over two time periods. For this report activity is considered Invoiced amounts less credit memos. The date period is based on the posting date of the document. Dates used in filtering must be formatted to the same format used in NAV

Vendors can be sorted either by sales amount or percentage change in sales. The user has the ability to hide vendors with activity below a specified amount.

Modifying this report – This report can be modified by entering into Jet design mode. You may add Excel formulas in blank cells in viewer mode.

Note to Designers – The term “LCY” in fields such as “Sales(LCY)” refers to the local currency. The field name within the NAV database might show differently depending upon the local currency used. For example on data bases which use the US dollar as the local currency this will show as “Sales(\$)”.

VENDORS with the largest increase in activity

from 01/01/2017..12/01/2017 to 01/01/2018..12/01/2018

Vendor Posting Group *
Country Code *

Sorted by Amount

Last Run:
9/17/2018 9:38 AM

Rank	Vendor No.	Vendor Name	Purchases		Increase in Purchases	Variance (%)	Purchase Invoices		Vendor Posting Group	Country
			01/01/2017..12/01/2017	01/01/2018..12/01/2018			01/01/2017..12/01/2017	01/01/2018..12/01/2018		
1	V100001	Grignier, Inc.	2,472,761	3,455,640	983,087	40%	75	81	NA	USA
2	V100007	TrendTech	1,612,135	2,336,217	714,082	44%	29	27	NA	USA
3	V100040	Technische Betriebe Rotkreuz	1,195,283	1,597,551	402,269	34%	29	28	OTHER	Switzerland
4	V100008	LogoMasters	928,250	1,306,851	378,501	41%	31	32	NA	USA
5	V100047	WoodMart Supply Co.	214,219	311,134	97,095	45%	29	27	EU	Great Britain
6	V100009	Malay-Dan Export Unit Sdn Bhd	513,298	601,435	88,136	17%	18	16	OTHER	Malaysia
7	V100071	DHS Global Shipping	386,470	427,202	40,731	11%	66	66	NA	USA
8	V100006	Lion Marketing	630,808	657,992	27,184	4%	132	132	NA	Canada
9	V100069	AMEX	135,504	138,604	3,100	2%	540	539	NA	USA

Vendors with purchase activity of less than 100 not shown

VENDORS with the largest decline in activity

from 01/01/2017..12/01/2017 to 01/01/2018..12/01/2018

Vendor Posting Group *
Country Code *

Sorted by Amount

Last Run:
9/17/2018 9:38 AM

Rank	Vendor No.	Vendor Name	Purchases		Decrease in Purchases	Variance (%)	Purchase Invoices		Vendor Posting Group	Country
			01/01/2017..12/01/2017	01/01/2018..12/01/2018			01/01/2017..12/01/2017	01/01/2018..12/01/2018		
1	V100023	PURE-LOOK	266,175	201,471	(64,704)	(24%)	5	4	EU	Belgium
2	V100025	Club Euroaxis	41,995	19,401	(22,594)	(54%)	6	8	EU	France
3	V100070	Corporation for Public Broadcasting	76,378	57,031	(19,347)	(25%)	140	136	NA	USA
4	V100078	Slant Communications	29,888	27,530	(2,358)	(8%)	12	11	NA	USA
5	V100074	Dewey, Cheatem & Howe, Legal Svcs.	24,818	22,814	(2,005)	(8%)	12	11	NA	USA
6	V100072	eSystems	24,748	22,897	(1,852)	(7%)	12	11	NA	USA
7	V100076	Deffingers	24,775	23,002	(1,774)	(7%)	12	11	NA	USA
8	V100075	Global Electric	24,747	22,992	(1,755)	(7%)	12	11	NA	USA
9	V100073	Jay's Cleaning Services	10,135	9,213	(921)	(9%)	12	11	NA	USA
10	V100005	NewCaSup	174,796	174,105	(690)	(0%)	132	132	NA	Canada