



Pump In/Pump Out Report

You now know what areas are performing but how accurate is your dealer information? The Pump in/Pump Out report is an addition to the PZR report allowing you to know what dealers are selling in other territories. This report gives you the figures to enable a quick and easy analysis of how a dealer is performing in his particular area. This report will give you the total number of sales in any given dealer area, and more importantly how many of those sales were made by the dealer and how many were sold by other dealers.

Example:

Model Number	Analysis	Dealer COMPANY Codes		COMPANY Sales in PMA		Pump in Dealers			
		within PMA	Pump Out	Total	Pump In	2	9	14	159
MODEL	TM	0	1	0	0				
	TM%	0.0			0.0				
	YTD	0	1	0	0				
	YTD%	0.0			0.0				
MODEL	TM	1	0	1	0				
	TM%	100.0			0.0				
	YTD	2	1	2	0				
	YTD%	100.0			0.0				
MODEL	TM	0	0	0	0				
	TM%	0.0			0.0				
	YTD	0	2	0	0				
	YTD%	0.0			0.0				
MODEL	TM	0	1	1	1	1			
	TM%	0.0			100.0	100.0			
	YTD	2	2	5	3	1	1	1	
	YTD%	40.0			60.0	20.0	20.0	20.0	
MODEL	TM	0	0	0	0				
	TM%	0.0			0.0				
	YTD	2	1	2	0				
	YTD	0	0	2	2				2
	YTD%	0.0			100.0				100.0
TOTAL	TM	12	14	25	13	8	1	4	0
	TM%	48.0			52.0	32.0	4.0	16.0	0.0
	YTD	38	41	75	37	19	4	12	2
	YTD%	50.7			49.3	46.3	9.8	29.3	4.9