

**SALES AND DISTRIBUTION MANAGEMENT IN A  
CONSUMER MARKET.**

(A CASE STUDY OF NIGERIAN BREWERIES PLC, KADUNA)

**BY**

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PGD/MCS/396/97

**DEPARTMENT OF MATHEMATICS/COMPUTER SCIENCE, FEDERAL  
UNIVERSITY OF TECHNOLOGY, MINNA  
DECEMBER 1999.**

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A PROJECT SUBMITTED TO THE DEPARTMENT OF  
MATHEMATICS/COMPUTER SCIENCE, IN PARTIAL FULFILLMENT OF  
THE REQUIREMENTS FOR THE AWARD OF POST-GRADUATE DIPLOMA  
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MINNA. NIGER STATE.

DECEMBER 1999.

## DEDICATION

This project work is solely dedicated to my special and loving wife, the one and only Mrs. Folashade Agbeke Popoola, and to my young and promising son-Master Victor Eimiola Popoola (popson Junior).

Note, - No one but the two of you.

## CERTIFICATION

This Project work has been read and certified by the undersigned as meeting the requirements of the Department of Mathematics/Computer Science, Federal University of Technology, Minna.

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Project Supervisor

.....  
Date

.....  
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Date

.....  
External Examiner

.....  
Date



## ACKNOWLEDGEMENT

This aspect of the course seems rather too cumbersome to actually carry out. But with strong determination and the willingness to really round up the program makes it inevitable.

First and foremost, I want to give praises to my good Lord for making it possible to be a member of the computer "Literate Club" before the next millennium. Beside, there are certain individuals whose contributions to this work cannot be left out uncommended. First among good individual, is my project supervisor, Prince Badmus, a man of the people. Indeed, Prince is an individual whose concern and love for others makes one to always wish to stay with him. Please keep up your good work and life. Despite his other academic work, you took time to specially read, made corrections and suggestions where necessary in the entire work. I Salute your concern, support and courage. May Allah continues to bless, guide and guard you in all your good ways. Long life and prosperity.

I am also indebted to Dr. Reju who is currently the Head of the Department. Though, we have never met but thanks. My gratitude to Prof. K.R. Adeboye who was the Head of department during the program, but now the Dean of the school of Science. We Salute your courage and concern to us all during and after the program. What else can one say, but to continue to pray for you.

To all my Lecturers, I Salute your special talent and knowledge imparted will never be lost.

I wish to place on record my sincere appreciation to my parents Mr. and Mrs. P.A Popoola for their parental, moral and financial support throughout my entire life. Also my unlimited appreciation goes to my wife Mrs. Folashade Popoola for her constant support, encouragement when the will to continue was almost down. To my son, you kept me awake with your little but innocent cry which made me to work

harder when I am up; and to my special Sister-Mrs. Titilayo Popoola Agboke, my cousins Mrs. Adesina Bakare, Mr. Jimoh Badmus, and Mr. Aliu Adeyemi.

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To all my friends and colleagues too numerous to mention. I say thanks for been there.

## ABSTRACT

Over the past years, computers have had a steady growing impact on our lives. However, with the invention of miniaturized circuitry and advance in chip technology, computers have had a dramatic effect on business, industry and governments, world over,

The Nigeria Breweries PLC being the largest in the Nigeria brewing industry is no exception in the information management world. Therefore, this work "Sales and Distribution Management in a consumer Market" aim to redefine manual data processing techniques by means of automation using suitable data processing techniques in the system with a view to achieving the stated objective.

The design was based on he need for effective means of storing and retrieving information and also for faster production of report for management. A Dbase program has been written. This program provides quicker reports in respect of product sold, and projection on what the trend will look like in periods to come

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# CHAPTER ONE

## 1.1 INTRODUCTION

Marketing is as old as man himself. When early human communities realised that no one family or consuming unit would be self sufficient in everything marketing was invented. Marketing embraces all the activities involved in the discovery and satisfaction of human economic needs and wants. It is never out of place to stress that marketing involves a lot more than selling. While selling has as its objectives the conversion of goods into cash, marketing embraces far more as it begins even before the product is designed and continues after the sale is made.

Marketing, from experience is stimulated mostly in a buyers market, since it is only in that environment that goods are available in adequate quantity and at competitive prices. Hence the buyer can choose from the range of products available. Goods in a buyers market have to be sold as opposed to goods selling by themselves in a seller market. Consequently, an emerging economy like ours, with the characteristics of a seller's market only tends to stifle real marketing efforts, since these efforts do not have to be made in the first instance.

This is opposed to a developed economic of Europe and America where marketing has gone beyond satisfying customer need but now seeks to delight customer in all ramifications.

Therefore, it is important and useful to look at marketing in a broader perspective as a total system of interacting business activities designed to plan, price, promote and distribute want satisfying products and services to present and potential customers. For the purpose of this project we may consider marketing as the identification of customer needs and the delivery of customer satisfaction as a profit. Poor level of marketing especially in our present day economy in Nigeria



is reflected in poor service, poor quality of products, inadequacy shortage of essential product and poor distribution.

The market in the circumstances of the Nigerian economy today is similar to the market under conditions. Of monopoly, oligopoly, duopoly or any of the other "econopolies". Failure to match products or need and to do so continuously through research may result in a severe reduction in the rate of growth and in the long run force the organization out of existence.

The reasons for the utter neglect of marketing in contemporary Nigeria are not far to find.

The most important is the pathetic position in which we still have our infrastructure of our roads, railway, airport, seaport telephone and telecommunication systems and other utilities. All these need to be improved upon to ensure that the marketing functions are carried out efficiently.

There is also a severe limitation resulting from the present standard of technology in the country. For example, our storage, capacity and systems still leave much to be desired.

Another reason in the prevailing ignorance of what things are available, where and when they are to be found as well as the noticeable distorted sense of values of many buyers who buy for reason other than utility.

The challenges facing marketing is finding constructive ways to reconcile company profitability, customer satisfaction and social responsibility, which can also be viewed as opportunities only if the company has adequate and timely information from its operational area.

In view of the importance of computer in information management is important that it is placed in its proper perspective and the time to think seriously about this is now.

It is gratifying to see that computers are becoming increasingly indispensable. Many tasks that were hitherto executed manually are becoming automated at a very fast pace. In the light of this, therefore, the need for sales and distribution information management cannot be over-emphasized bearing in mind the fact that nothing happens in the organization until somebody sells something and product when sold in cash.

Finally if managers are to make precise decisions, the problem is not that of demand or supply but timely information.

Thus it is apparent that computerization will bring about efficiency, improvement and precision of jobs which translate into higher profit.

## **1.2 THE CONCEPT OF A MARKET**

Market is one of the few English words that can be defined in very many ways and yet all those definitions appear correct in their own ways. This phenomenon explains the apparent confusion that tends to surround the concept of a market.

A stock market, a retail market, a national market for petroleum – all these are terms we have been hearing. One person may be going to the market while another plans to “market” his products. Undoubtedly, the word market has many usages in economic theory in business operation and in marketing in particular.

A market may be defined as a geographical location where buyers and sellers transact businesses for example the Ogbete market in Enugu.

It may be defined as an aggregate demand by potential buyers of a product or service, e.g. a good market for soft drinks. These are but a few examples and none of the above may be sufficiently usable by a marketing manager in an individual firm. But for the purpose of this project, our working definition of a market may be said to cover those basic aspects in a nutshell. Thus a market is



defined as people with needs to satisfy, the money to spend and the willingness to spend it wherever it becomes necessary to do so.

### **1.3 AIMS AND OBJECTIVES OF STUDY**

The aim of the project is not so much to give a detail study to the sales and distribution procedures and policies but to study the movement and sale of items as done in Kaduna Area office and using this to write a dbase program that readily generate information for the purpose of providing answers to the following questions.

- i. What item (s) and in what quantities are delivered to a particular customer.
- ii. When was it delivered.
- iii. What is the value of the delivery

Answers to these questions provide, basically, the status of sales of any given instance. And since the sales and distribution procedure at some time must involve an order or recorder of items, the program should be such that it can be used to determine the sales volume if necessary. It should also provide information about the customer, salesman and the sales territory.

The objective for carrying out this project arose out of the need to provide a software which will effectively lessen the amount of time spent on manual record keeping at the territory and thereby improve the reliability of reports and the efficiency of the sales representative. It can be extremely cumbersome and time consuming to work without the aid of a computer software. This can often lead to the late reports/analysis (nussing surface Pls.). The availability of a program such as the one in this project will most certainly enhance the presentation of a program such as the one in this project will most certainly enhance the presentation of quick and more accurate reports and analysis.

#### **1.4 SCOPE OF THE PROJECT**

The scope of the project is to study some inadequacies of the presently employed method of transferring the company's product to the ultimate consumers, which is mostly manual.

Therefore, if the company is to reap from the benefits of a larger market share, there is the need for proper addressing of the following as contained in this project.

1. Centralized date record of sales
2. Compactness of record keeping and ease of maintenance
3. Speed of information retrieval
4. Date independence, security and integrity.
5. Avoidance of data and information inconsistency

#### **1.5 STUDY METHODOLOGY**

In an attempt to design system for this company, activities carried out include researching to discover the precise need for this project. The main sources of data for this project were as follows: -

- a) Unstructured interview: This was used for obtaining information from staff. It took many days to interview the majority of those in this category. Many call-backs were made.
- b) Official Documents: the researcher had free access to the company's official documents and was able to gather a lot of information from them.
- c) Library Materials: as shall be seen from the list of the literature reviewed, the researcher made intensive use of library throughout the conduct of this project.

Finally, for the purpose of this study, the focus is on the North Area Office Kaduna which is used only as a case study.

And since this is more of a practical academic exercises, data use will be such as gleaned from on-the-job personal experience.



## CHAPTER TWO

Production and productivity cannot be ascertained without supporting marketing functions. This assertion is true for all economic systems. The selling function and the distribution function are two of such functions, others are the research function and promotion functions. The research function seeks to determine needs and the most economic way of satisfying these needs. The distribution function directs the need satisfying products to the consuming public as economically as possible, with emphasis on consumer convenience. The promotion function seeks to create awareness and initiate purchase action necessary for continued production. The selling function measures' final approval of the production effort.

The distribution function provides time, place, and possession utility for what use are the goods if they cannot get to the final consumers? We have to emphasis here that the distributive function is a marketing function whether provided by the government or private individuals. It is an indispensable function because of ever increasing physical distance between the producers and the ultimate consumers. One will appreciate further the need for the distribution functions when one considers the heterogeneity of supply and demand, that is, the total amount of goods supplied and demanded by an individual manufacturer and consumer on the one hand and all manufacturers and consumers on the other hand.

The distribution function is an important decision area for marketing management in a business situation, since it makes a great deal of difference between operating at a profit or at a loss. There is no available data to support this statement for Nigeria, but studies in the U.S.A have shown that while 41% of the average consumer dollar spent on goods goes to cover production cost, 59% goes



to cover distribution costs; 30% of this 59% goes for physical distribution, while 29% goes for institutional distribution. Therefore the prospects for efficient product distribution should be of major concern to any economic planner or producer.

In this regard the prevalent attitude among foreign manufacturers of goods enjoying popular acceptance in the country of engaging in exclusive dealership arrangement with some privileged indigenous and non-indigenous distributors should be discouraged. The sole agency distribution arrangement as it operates in Nigeria does not make for efficient distribution of goods because the sole agent do not actually perform the marketing functions this arrangement behooves them to perform.

A sole agent is expected to develop the market activity for the products of the manufacturer it represents. Where the initial demand exists, it becomes his job to expand it one of the ways is expected to do this is through the assurance of supply at reasonable prices by sizeable investment in inventory and marketing facilities. He should provide financial assistance to the retailer if a wholesaler, and to the consumer, if a retailer, where and when such a need arises. He is also expected to invest actively in promoting the manufacturer's product, especially to inform old and potential consumers of relevant benefits of the product he is distributing and its availability. It is evident that the sole agency arrangement as it operates in Nigeria, judged by these standards, has no reason to exist a day longer. It has worked to the detriment of the economic objectives of the nation.

The selling function, which culminates in actual sales, has been described as a leadership activity which instills, maintains and intensifies the desire for improvement. The results of the selling function actually determine the degree and the direction of the production activity. For Nigeria the selling function has to

some degree influenced the direction of investment in the manufacture of consumer non-durable goods.

Selling can accelerate magnetization. The ability to market products easily and profitably will permit product specialization to take advantage of favorable circumstances. Specialization will encourage mechanization and high productivity. High productivity will make marketing functions such as grading, processing, storing, and packing economical. This will also ensure better organization of finance as trading in products becomes less risky and more profitable. Marketing institutions and functions are still in the developing stage in Nigeria but distributive functions and institutions are in the fore front of this development. The distributive trade in Nigeria is dominated by a few large distributors mostly engaged in the importation of consumer durable and non-durable goods. Most of them are still foreign controlled with 60% ownership of the share capital. Some of them perform multiple functions as manufacturers, wholesalers and retailers. Most of them are sole agents for overseas manufacturers. It is common knowledge that they command enviable capital, marketing experience, influence and volume. As a result they have a ready line of credit with their financiers and suppliers. Some of them also own a chain of stores outside Nigeria in several other African countries and thus can buy in large enough volume to secure very favorable volume discounts from their suppliers.

Preliminary investigations show that their method of operation as a whole is conservative for the most part. Their purchasing is centralized as their pricing and their branch managers perform few or no managing functions. All decisions of consequence are made in the head office. The major disadvantage of this centralized operations is that regional markets are not developed as fast as conditions would ordinarily warrant. No visible effort is made in these branches to promote sales, except in a very few cases. The prevailing smug attitude



common to these house also affects their employees in their take it or leave it attitude towards customers. The net effect of such want of dynamism is economic loss to the consumers who are thus demand the benefits of their marketing expertise and scale of operations in the form of better services at lower prices.

Comparable indigenous firms are very few but offer no serious competition, even in the wholesale distribution of goods made in Nigeria. The indigenous distributors cannot compete because of their inability or reluctance to employ suitable manpower. They also suffer from their small size and tend to spread themselves too thin in that they tend to over-diversify. So that even though some of them buy directly from the manufacturers where they are not already excluded by sole agency rights, it is only in every limited quantities and thus they have limited bargaining power over price. Manufacturing firms in Nigeria, except for the very large ones, play down marketing functions specially the marketing research function. Often research is in the form of feasibility studies for new enterprises after which all marketing research ends. The exact figures spent on marketing functions are closely guarded secrets. The firms in the brewery industry attempt an effective job of promoting their products. However, they have not been able to control their channels of distribution again because of the chaos in the distribution structure in this country. This lack of control manifests itself in multiple pricing for their products in a given locality and higher prices over and above reasonable differences occasioned by locational differences.

In other cases, it was observed that dealers often failed to push the products either out of ignorance as to their duties as dealers or out of a misguided desire to hoard the product. The net result of an action like this, of course, is a cut-back in production since both the company and the dealer who is misintermediating have limited ware housing facilities in the long run. Again the chronic scarcity of products in this country did not arise as a result of inability of the manufacturers

to produce: there are slump in sales, during which one could not find goods to buy in Nigeria. It arose rather as a result of faulty marketing practices and lack of understanding by the great majority of the so-called managers of the dealership representing the manufacturers in this Country.

The result of such practices as are mentioned above might confuse an unwary manufacturer into formulating his problems in production terms and give him a false impression as to the market demand for his product. Once this happens the natural reaction either to cut-back on production or fold operations when losses can no longer be absorbed will worsen the supply situation and you then have a vicious circle. This approach to delivering the goods to the consumer is not marketing but rather consumer exploitation. There is every indication that the distributive trade in the this country though inefficient is most lucrative. The consumer are therefore, buying over-priced goods from the intermediaries.

The distributors of goods must be encouraged both for their own good and for the good of the economy to employ modern marketing techniques. There is a greater need for streamlining the distribution channel for products. Better streamlining and concentration of the distribution activities in the hands of larger firms will make for greater volume of trade, greater financial resources and better staffing. The larger firm will because of the increased volume of operations, reduce the wide seasonal price fluctuations and will help in unifying the local economies. It will also make possible the implementation of forward looking corporate policies.

If these measures are undertaken, commodity supply will be concentrated enough both in quantity and assortment to enable the consumer to cut down on time wasted chasing products scattered throughout a thousand stalls in very nook and corner of the urban area. It will encourage one stop shopping and prices and



be easily compared. The benefits are a larger scale of production and more favourable capital output ratios and higher levels of real income and employment,

## **2.2 CONSUMER BUYING BEHAVIOUR**

The consumer market is the ultimate market for which economic activities are organized. It consists of the whole population and it is important for the marketer to research age distribution, family formation, income, educational levels, mobility patterns and tastes. The consumer market buys objects that can be classified according to their tangibility. The timing of consumer purchases is influenced by family size, seasonal factors and economic conditions. The purchase decision is influenced by various parties playing various roles in the family, which is the major purchasing organization for consumers. There is some buying task specialization, with the men normally buying the drinks and other members buying or influencing the purchase of other things.

The objectives of consumers are to satisfy a variety of needs—physiological, safety, belongingness, status and self-actualization. The consumer is not always fully conscious of the needs that are driving his or her behavior. The buying situation itself can vary from one of routinized response behavior to limited problem solving to extensive problem solving. Buying is not a single act but a multi-component decision on the need class, process class, brand, vendor, quantity, time and method of payment. The buyer goes through a routine consisting of need arousal, information search, evaluation behavior, purchase decision, and post-purchase feelings. At each decision stage, characteristics of the buyer, product, seller, and selling situation interact to influence the buying outcome.

### **2.3 SELLING OBJECTIVE AND CONCEPT.**

The objective of selling the company's product is to enable the customer to purchase and drink in such a way as to realize a benefit i.e. pleasure. This benefit is emotional. This benefit would be the solution of a buyer's problem. Selling or sale concept is a management orientation that assumes that consumers will either not buy enough of the organization products unless the organization makes a substantial effort to stimulate their interest in its products.

### **2.4 BACKGROUND INFORMATION OF NIGERIAN BREWERES PLC**

Nigerian Breweries Plc as the name implies is a public limited liability company with registered head office in Lagos. Although there is minimum representation of foreign interests in the ownership structure the company is largely owned by Nigerians (including employer of the company) Nigerian breweries was established in November, 1946 for the main purpose of brewing. Production commenced in 1946 with star in the company's Lagos plants, but presently the company has plants in Ibadan, Aba, Kaduna, and Enugu. It ranges of products also include Gulder, Maltina Legend Extra stout, Amstel malta, and suh-weepes soft drinks.

The company vigorously pursue a nation- Wide distribution policy to that its product are made available at every major retail outlet where the consumer is or can be found.

In line with its philosophy of good corporate citizenship the company is committed to a culture of "Excellence" in all its activities hence it, all time, strive to be above board in its relationship with employees, customers, supplier, shareholders, competitors, government and its agencies, the general public etc



The company's corporate mission from its mission statement is "To remain the leading beverage company in Nigeria producing high quality brands to meet the needs of identified viable-sectors in the market"

## **2.5 RELEVANCE OF COMPUTER TO SALES AND DISTRIBUTION INFORMATION MANAGEMENT**

A computer is a machine that follows instruction in order to process data, solve a specific problem or accomplish a particular task. Computing is the processing of data into meaningful information. Data processing leads to the production of the required information.

Computer are increasingly becoming indispensable. Many tasks in the office that were hitherto executed manually are being automated at a very fast pace. The computer is now an important tool for efficiency, improvement and precision of job or task execution. One of the many interesting things about computers is the speed at which they can follow instruction. Some computers, not much larger than a postage stamp manage to perform over 500,000 instruction per second. Some larger computers can process hundreds of billion of instruction per second. No other industrial product comes near this performance range. This performance range is even more impressive when you consider the fact that a small computer system costs less than N160,000 (with accessories) the large computers, capable of performing at a rate 400,000 times faster will sell for a few million Naira.

The computer has many capabilities that makes it special machine, the reason for which it has become very important for ever day use in the office are.

1. **Rapid and accurate calculation;** the computer is faster and more efficient at doing lengthy or complex analysis; on data in very short time.

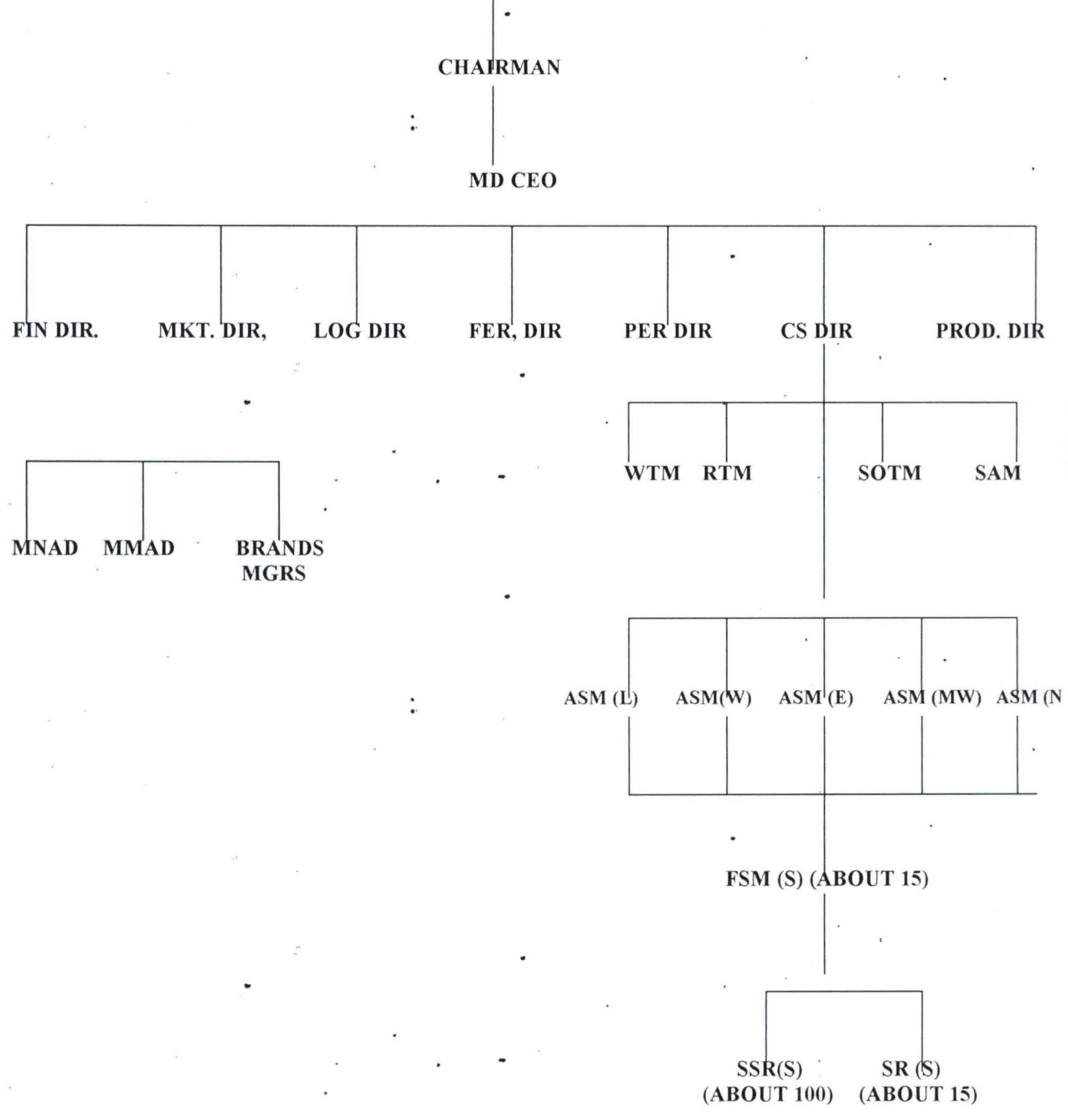
2. **Reliability; they “don’t take excuse duty”** or proceed on breaks and neither do they complain of being “overworked” Provided that appropriate maintenance procedures are in place and the environment in term of power are quite optimal.
3. **Memory capability:** - Computer system have total and instant recall of data-no forget-fullness. They also have virtually an unlimited capacity to store date.
4. **Retrieval** of date information on individual markets might be stored according to place, date turn-over etc. With computer, the same data may be accessed by more than one person at the same time.
5. **Modification of stored data;** it is possible to change data stored easily.
6. **Data Analysis:** Once information has been entered into a computer you can ask for summaries and break down of this information expressed in anyway you like.
7. **Transfer of Data:** At a most simple level, a computer can provide data for an other computer. For example the transfer of sales and price information in a digital (i.e. Computer held) format over telephone lines from a regional market to a central market information centre may speed up the dissemination of that information with greater accuracy.
8. **Continuous operation;** a well-designed computer system will allow untrained but educated users, even very busy directors to use an information system to assess a database (a set of stored date) with no more skill than it needed to operate a video recorder. It will be available all day (and night if necessary) and will not get bored with repeating the some task over and over.

In the light of the above it is not an over statement to say that computer is the ultimate working machine in information management

**KEY.**

MDEEO:	Managing Director, chief Executive Officer
FIN.DIR:	Financial Director
MKT.DIR:	Marketing Director
LOG.DIR:	Logistic Director
PER DIR:	Personnel Director
CS DIR:	Customer Service Director
PRO DIR:	Production Director.
MMNAD:	Marketing Manager Nonalcoholic Drinks
MMAD:	Marketing Manager Alcoholic, Drinks
BM	Brand Manager, Gulder, Star, Maltina, Almalta, Legend, HEINEKEN etc.

**NB PLC ORGANOGRAM.**





1. **Wholesale Trade Manager:** - As the name implies he formulates policies and programmes that affect the wholesale aspect of the business or “route to market”
2. **Retail Trade Manager:** - The focus of this office is the retail aspect of the business. The manager in the same vein plan for the retailers or “trade channel” member of the business.
3. **Sales Operation and training manager:** - The manger is in charge of training of the entire sales team. He projects, plans and advice on training need of the department.
4. **Sales Administration Manager:** - He coordinates the activities of the sales units across the country by receiving the periodical performance or reports, this he condense to a single report to the customer service director.
5. **Area Sale Managers:-** They oversee the operation of the company within a geographical spread called “Area” e.g. Lagos sales area Lagos, West sales area, Ibadan, or the North sales area, Kaduna. Directly working and reporting to the ASM are field sales manager and sales representatives.
6. **Field Sales Manager:** - They Manager units or districts within each sales area and directly report to the Area sales manager.
7. **Sales Representative:-** They directly relate with the customer of the company on day to day basis. They manager territories carved out of each district and report directly to the field manager.

Practically the selling process takes the form of a circle in the company. The circle begins with the sales representative raising an order for a customer of the company. Payment for the quality been purchased is made with cheque or draft immediately. After which the representative send across the order passes through accounts department before the order is effected delivery to the customer concerned.

## CHAPTER THREE

### 3.0 SYSTEM ANALYSIS AND DESIGN

**3.1 THE EXSITING SYSTEM:** The company has five area offices, supported by five breweries that are located at Lagos, Ibadan, Aba Kaduna and Enugu. The sales area offices are located at Lagos, Ibadan Benin, Aba, and Kaduna. Each sales area is broken down into districts and broken down into territories. Each territory is manned by a sales representative. It is in this territories that actual sales are conducted.

Once sales is generated in a territory, based on customer's request or need, an order is raised and dispatched to the area sales office for processing before delivery is effected. As delivery is made to the customer, it is the responsibility of the sales representative to make sure that the products gets to the nooks and cronies of the territory particularly for new products.

Sales, therefore, must be documented since it is a reference material. All staff in the sales territory have some level of responsibility for the sales items but the area sales representative is primarily responsible for making the actual sales and sending periodic sales report to the area sales office.

In the system, there is no effective facilities for processing data, so the area offices continue to depend on manual reports compiled by territory staff for monitoring sales. These reports continue to be frequently behind time and some time inaccurate for purpose of management decision.

Our postal system and even the courier services are not fast as possible because of poor road networks hence unreliable. This has worsened communications between territories and between territories and offices



considerable. Where there is reliable communication there cannot be efficient system operation.

### **3.2 CONSTRAINTS OF THE EXISTING SYSTEM**

The system entails a lot of documentation which are kept for record and as records. As these documents accumulates, with time retrieval becomes cumbersome and time consuming since some documents could be removed from the their reference point.

The system is tedious and time consuming as it involves frequent generation of sales orders needed to aid timely and accurate allocation of products to customers. The raising of sales order and sending it to the area sale office takes considerable time since the area sales representative is to either deliver it personally or send it by courier.

Another constraint is sales reconciliation, since the sales Territories will usually have to break bulk. The consequences of this is the difficulty of waiting for the inputs of sales clerks before arriving at the actual sales figure.

From the analysis, computerized central record can be kept for easy access to operating details and other form of record keeping that can be access through the simple press of the keyboard.

A sales representative with a lap-top computer can in less than a second communicate with the district office and place orders. And if linked to internet, a sales Representative can access the Website of an organization say Shiroro Hotel and have correct information on what is going to take place. For example, there may be a competition which will mean more guests translating to more product requirement, resulting to higher sales volume. The sales representative can place his order in time.

Finally, if every territory is computerized, the sales figures can be gotten at the district or National Office for evaluation and management decision purpose with a simple press of the keyboard.

### **3.3 THE FEASIBILITY STUDY**

This was carried out to achieve certain relevant objectives which include thus:

- a. To reduce the issue of over-dependence on oral information as regard the sales and distribution outlets.
- b. To avoid excessive duplication and manipulation of sales target.
- c. To allow proper reconciliation of sales made within a particular period within the given territory.
- d. To reduce to the barest minimum level the untimely preparation of consumer sales and distribution
- e. To have an up to date record list of the organization sales and distribution outlets as a means of planning and management decision making process.

### **3.4 SYSTEM DEVELOPMENT**

Developing system usually deals with the logical construction of a model that meets, the requirement identified during the analysis stage (see figure 3.1) The new system is to carry out the specified function using a computer. First output required and reports are identified.

Secondly, the input required to get the desired output. The file organization are then designed and finally the procedures describing the logic.

**3.5 OUTPUT DESIGN:** This is the information produce by the system

The system will produce the total sales for a period and the date of sales. The Method of output design varies, one simply retrieve data and display while the other is printed which will be for management decision making. The sales report

comprises the list of sales made in the sales territory and it contains the following information: -

**Customer Code:** This is a 7 byte character holding the entry key for any customer.

**Customer Name:** This is a 15 bytes character that holding the name of any customer.

**Brand Name:** This is a 15 bytes character that holds the product name

**Brand Type** This is a 1 bytes character that indicates whether the product is alcoholic or soft drink.

**Date Sold:** This is an 8 bytes character that indicates the date a particular product was sold.

**Quantity sold:** This is a 12 bytes character that holds the quantity of product sold.

**Amount:** This is a 25 bytes character holding the total value of goods sold.

**Sales Representative:** this is a 25 bytes character holding the name of sales man

**Territory:** This is 20 bytes character holding the name of territory.

**Territory Code:** This is a 15 bytes character holding the key to the territory in which the sale was made.

3.6 **INPUT DESIGN:** This refers to the act of submitting sales data into computer for processing. The keyboard will be preferable.

3.7 **FILE DESIGN:** Since this is more of an academic exercise one will not consider in detail and the fields that are necessary in an ideal situation. Below is the data base file used in this system.



### SALES DBF

FIELD NAME	TYPE	WIDTH	DESCRIPTION
C Code	C	Y	Customer Code
C Name	C	15	Customer Name
B Name	C	15	Broad Name
B Type	C	1	Broad Type
Date Sold	C	8	Date Sold
Oty Sold	N	12	Quantity Sold
Amount	N	25	Sales Value
Sales Rep	C	25	Salesman's Name
T Tory	C	20	Territory
T Code	C	15	Territory Code

### 3.8 SYSTEM CHANGE OVER/CONVERSION

The following approaches could be used during conversion: -

- a. **Parcalled Approach:** - This is a method whereby the old method is operated simultaneously for sometime with the new system to make sure that the new system meets the requirements that the old system has been meeting all along and to determined whether the new system will be to stand the test of time.
- b. **Direct Approach:** - This is a method where old system is discontinued and the new system becomes operational instantly.
- c. **Piecemeal Approach:-** This is a method whereby changing to a new system is done gradually until desired result is installed in other parts of the organization gradually.

Based on the above approached, the paralld method/approach was recommended its main attraction is that the old system is kept alive and operational until the new system has been proved for at least one system cycle. It allows the results of the new system to be compared with the old system, thereby promoting confidence.

### **3.9 COST AND BENEFITS ANALYSIS OF THE PROPOSED SYSTEM**

#### **1 DEVELOPMENT COST**

8 Pc (486 DX, 266/MHZ Processor-	-	1,300,000.00
102 U.K Keyboard	-	300,000.00
Laser Jet Printers (6L)	-	200,000.00
UPS (5000 KV)	-	100,000.00
Miscellaneous Expenses	-	50,000.00
	-	<b>N1,950,000.00</b>

#### **2. SOFTWARE REQUIREMENT**

Word Processing (6.1 Version)	-	35,000.00
Dbase Program	-	15,000.00
Spread Sheet	-	10,000.00
Window'98	-	5,000.00
	-	<b>N65,000.00</b>

#### **3. OPERATING**

System Analysis and Design	-	27,000.00
For 3 wkasr 9,000 per wh		
Installation	-	30,000.00
Training & Development	-	50,000.00

Utilities	-	50,000.00
2A/C (2 ½ HP)	-	100,000.00
Miscellaneous Expenses	-	50,000.00
		N30,7,000.00
Grand Total		N2,322,000.00

### **SYSTEM BENEFITS**

1. Greater reduction in the use of stationary
2. Sorting and arranging of information in various ways can be done easily and quickly.
3. Automatic updating of records & maintenance
4. Reduction in printing of Bin cards, ledger and other items.
5. Overtime cost to staff eliminated.



## CHAPTER FOUR

### 4.0 PROGRAM DEVELOPMENT/IMPLEMENTATION

#### 4.1 CHOICE OF PROGRAM LANGUAGE

The realization of the importance of data has meant there is a need for proper management and efficient organization of data. It is also important that data are not locked away so that they can easily be accessible to the user through the software used.

Dbase programming language is used to develop this package. The menu explains what the highlighted option does. No pre-knowledge of computer programming language is required for any user.

#### 4.2 DEFINITION OF DATABASE MANAGEMENT SYSTEM AND OBJECTIVE

- (i) A Database management system (DBM) is a software that constructs, expands and maintains the data contained in the database. It also provides the inter face between the user and the data in such a way that it enables the user to record, organize, select, summarize extract, report on and otherwise manage data contained in a data base.

#### (ii) OBJECTIVE OF DBMS

The overall objective in the development of database technology has been to treat data as an organization resource and as an integrated whole. Database system allow the data to be protected and organized separately from other resources (eg. Hardware, software and program).

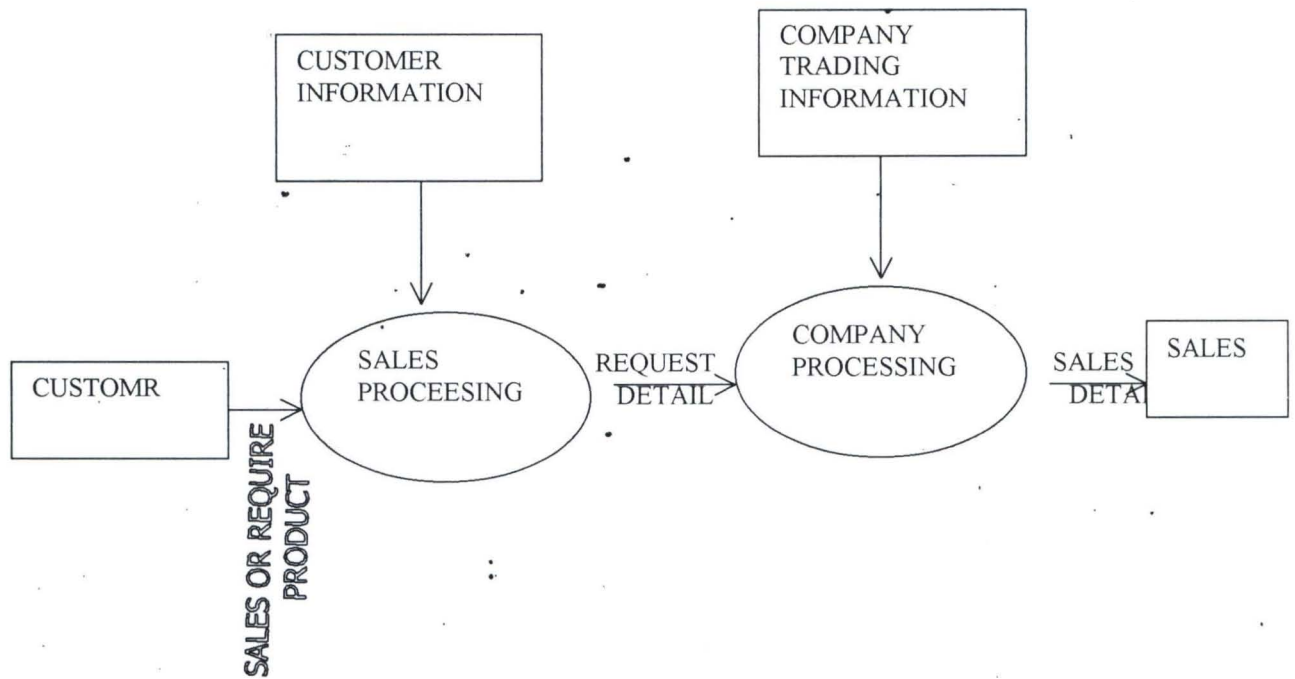
- (a) Data redundancy is reduced or eliminated.

- (b) Data integration is achieved.
- (c) Data independence can be achieved.
- (d) Data are centrally controlled.
- (e) Data integrity can be maintained.

#### **4.3 REASONS FOR USING DABASE**

Throughout this project work, the programming language used is DBASE IV.

- (i) Dbase offers a programming language that enables one to construct his own database application. A large number of built-in function are provided,, including mathematical functions, string manipulation function. The programming language includes commands to perform conditional branching, looping, calculations, sort records format input screens, output reports, and so on.
- (ii) Files are organized in the form of a table, made up of rows of records.
- (iii) Screen design facility is provided for is to design our input and output and to perform emor checking and editing on input.
- (iv) It can be used in a very simple manner, using a menu facility called the assistant.



**Fig 3.1 DATA FLOW DIAGRAM**

#### **4.4 THE HARDWARE/SOFTWARE REQUIREMENTS**

##### **(1) HARDWARE REQUIREMENTS**

- (a) Personal Computer 836 Main Processor
- (b) RAM 32 or 64 MB
- (c) Floppy disk Drew -3.5/5.25
- (d) Colour Monitor
- (e) Laser Jet Printers (6L)
- (f) Stabilizer 1000 VA
- (g) UPS 5000 VA

##### **(2) SOFTWARE RRQUIREMENT**

- (a) MS-DOS-6.0/6.1 Version
- (b) WINDOW 97
- (c) TEXT EDITOR (MS-DOS)
- (d) DBASE IV/FOXPRO/CLIPPER



#### **4.5 PROGRAM DESCRIPTION**

This program stores all information regarding all sales made. it is written in modules to provide facilities for:

Data Entry

Data Update

Data Deletion

Sales Record Viewing

Report generation

System Introduction

System facility menu.

This program create and update date base: It also print report. The report when run gives option whether to display to the output on screen or print on a paper depending on choice.

#### **4.6 PROGRAM CALL**

To carry out any processing, the function name is called i.e. "Do SALES".

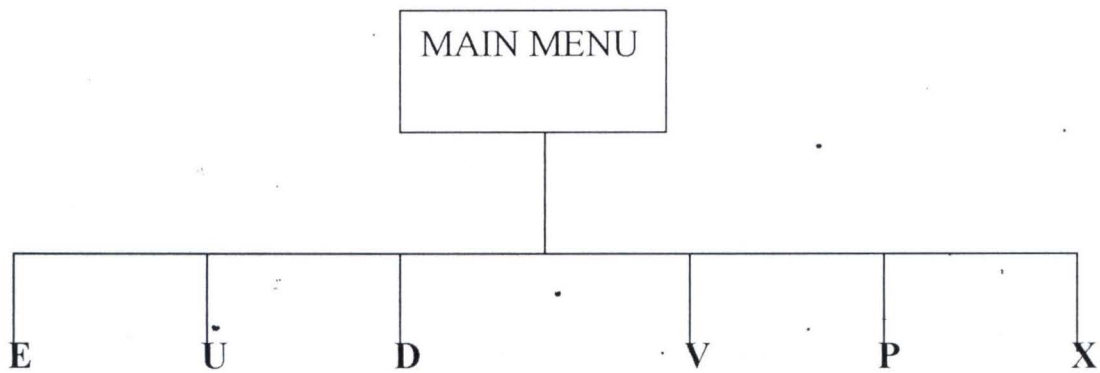
Then the system comes with.

#### **"PLEASE ENTER PASSWORD"**

when the password is correct the system will display: MAIN MENU and when the processes ends, we enter x to exit.

#### **4.7 THE MAIN MENU**

The Menu program module defines the tasks needed in which case the main program will call the subprogram for an operation.



The tasks include the function stated above. For one to make use of any task, the task code must be typed into the computer. It will then bring the information needed.

Data Entry – This appends data into a new database file.

Data Update – The next module is Edit data program. This is used to edit or modify the content of a record in the dbf.

Date deletion – This program deletes an existing data in the sales dbf, after the delete program locates the item to be deleted, the module deletes the record from sales dbf.

View Record – This program module display records on screen for the purpose of viewing.

Finally exit in the program makes the computer to quit task and return to Dos. When you run the program with the command from Dbase Dot prompt. Do SALES, followed by the appropriate password, password, a main menu is displayed with the following options

E,U,D,V,P,X

## 4.8 IMPLEMENTATION

The system developed can be implemented on a personal computer. Once a database has been created, four types of operations are possible on it, +, modification, select, restore. Some of these operations will be more frequent and will involve larger amount of data and will be subject to execution time constraint.

In order to minimize execution time, the structure allows for these frequencies, amount of data and time constraint. Some compromise are necessary, disk space is sacrificed in order to store several files since execution time is of prime importance.

At this stage effort will be made check accuracy and timeliness of the new system. With a view to identifying any unusual situation. This will be achieved through the following:

- (i) Impact evaluation – This determines the effect of the new system on the company.
- (ii) Event logging This entails users recording unusual events that affects the new system.
- (iii) Attitude survey – This entails sampling the views of the current users towards the new system, which could be positive or otherwise.

The system has the following advantages:

1. It provides a quick and efficient method of data and report generation.
2. Physical quantities of all items sold are accurately recorded.
3. It reduces the bulk of files that have to be stored.
4. It makes it easier to follow up and monitor all sales that have been made
5. It is easy to use and understand and may be used by most staff.



## 4.9 TESTING

Testing covers everything that makes up the information system – The hardware, the software, the end-users, the procedures (for example, user manuals) and the data.

During the programming phase of system development, programs were written according to system specification and were individually tested and have been debugged. To ensure that the software combines into an operational information system, integrated system testing was performed. The inter between the system and other systems was tested as well.

The system was tested using test data. In the first stage, each program module was tested. The test data was judiciously compiled and validated. The test was repeated and modifications made until all modules function according to expectation. Then the entire modules was tested as a unit. Testing and modification continued until the components of the system work as they should and all input/output were validated.

## 4.10 STARTING THE SYSTEM

The system is accessed as follows and the files from either C: drive or drive A 1, C:/type dbase and press enter key. This is to change directory to dbase iv directory.

C:/dbase>

2. When the above expression appears, then type dbase and press enter key to get the base control center.
3. Type copy A:.\*,\* enter, to copy all the files from the diskette to the hard disk and type base enter to load dbase iv.

4. Now press Esc and choose "Y" to quit assist mode and go to dot prompt. Here, the information has been stored in the C: drive (i.e. copied all the project files to the hard disk directory).
  5. Type "DO SALES" enter to load the main menu program and allows you using the appropriate password to select you option.
- B. If you are loading the program form drive. A
1. Change your directory to Dbase by typing CD Dbase; you will see the sign below on your screen C:/Dbase>
  2. You now type Dbase and press enter-key to go to the dot prompt.
  3. Type set default to A: press enter key and this changes the C: drive.
  4. To run the program, you type the command Do Sales and press enter. This will take your to the menu screen.

When the command Do Sales is typed and enter key pressed, the Computer allows you to enter your password before you have access to the main menu, highlighting a number of options. This is in the form shown below: -

CODE	NAME OF MENU	FUNCTION
E		"
U		"
D		"
V		"
P		"
X	SELECT OPTION	"

The Exit in the menu and sub program brings the processing to an end. The exit function in the sub-program returns the user to the main menu while the Exit in the main menu returns the user to Dos .

Finally, Password is used to maintain security, making sure that intruders do not have access to the system. :

#### 4.11 USER TRAINING

As earlier stated the users do not require any pre-knowledge of computer programming language.

Testing was done with live data by several people who will eventually use the system. Testing with live data provides an extra level of assurance that the system will work properly when implemented.

An information system is however dynamic and must be responsive to the changing need so an organization and those who use it. This system is, however, easy to use and maintain.



## CHAPTER FIVE

### 50 SUMMARY, CONCLUSION, AND RECOMMENDATIONS.

It is rewarding to see that sales information management when facilitated by the program, improves considerably. It becomes much easier and indeed more interesting to generate reports. Such reports are turned out not only in a timely manner but it is also accurately reported.

This satisfies primarily, the desire to have at all times, an up-to-date information on the status of goods sold. With the Dbase program, there is evidence of better co-more objective decisions on sales and supply matters and not just a matter of speculation based on inadequate and inaccurate information.

### 5.2 CONCLUSION

For many Computer users database remain myths; in fact, 90% of the computers used for Business data processing belong to the mini and small category. Somehow, this seem to discourage their users form seriously considering database implementation. This project addressees just those users, the soilet majority of non-giant computer users. A contains actual design, programming and implementation methods specifically oriented towards data base.

It can be seen form the analysis of the system that there is still some other areas where computer can be employed. Hence, further work is still open for any one who wishes to take up work to these areas.

Finally the system security and reliability continue to depend on: -

- i. Application of good and modern maintenance culture.
- ii. Availability of qualified opérational and maintenance personnel's
- iii. Provision of modern communication system

### 5.3 RECOMMENDATION.

On the long run, increased sales is assumed as a result of accurate performance. The speed of procuring orders will also be enhanced thereby ensuring increased productivity.

Cost of operation will equally reduce on the long run as substantial time will be saved compare to the part. Timeliness of decisions to taken by the management. Reliability of the data base in existence Easy of updating available files and records

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iv.



\*\*\*\*\*MAIN MENU\*\*\*\*\*

```
SET TALK OFF
SET BELL OFF
SET STATUS OFF
SET SCOREBOARD OFF
SET TITLE OFF
SET HEADING OFF
SET CURSOR OFF
SET PROC TO PRODD2
LELL=0
OLDDIR="  "
NEWDIR="  "
MLEVEL=0
MMENU=.T.
TT1="SALES DISTRIBUTION NETWORK SYSTEM"
SET COLOR TO W+/B
CLEAR
ITEM1="ADDING NEW SALES RECORD  "
ITEM2="DELETE EXISTING SALES RECORD"
ITEM3="AMEND EXISTING SALES RECORD "
ITEM4="ENQUIRY ABOUT SALES      "
ITEM5="EXIT TO DBASE           "
```

```
TEMPITEM=ITEM1
SET COLOR TO G+/B
@1,15 SAY TT1
SET COLOR TO W+/B
@5,35 SAY "[ MAIN MENU ]"
@6,25 TO 18,60 DOUBLE
@8,30 SAY ITEM1
@10,30 SAY ITEM2
@12,30 SAY ITEM3
@14,30 SAY ITEM4
@16,30 SAY ITEM5
```

```
SET COLOR TO W+/GR
@8,30 SAY ITEM1
TEMPY=8
TEMPITEM=ITEM1
REALY=8
DO WHILE MMENU
AA=INKEY()
IF AA=13
SET COLOR TO W+/B
set cursor on
IF REALY=16
STORE .F. TO MMENU
ENDIF
```

```
IF REALY=8
```

```
DO INSERT1
ENDIF
IF REALY=10
DO DELETE1
ENDIF
IF REALY=12
DO AMMEND1
ENDIF
IF REALY=14
DO REPORT1
ENDIF
```

```
set cursor off
TT1="VALUE ADDED TAX FOR SALES ANALYSIS SYSTEM"
SET COLOR TO W+/B
CLEAR
ITEM1="ADDING NEW SALES RECORD  "
ITEM2="DELETE EXISTING SALES RECORD"
ITEM3="AMEND EXISTING SALES RECORD "
ITEM4="ENQUIRY ABOUT SALES      "
ITEM5="EXIT TO DBASE           "
```

```
TEMPITEM=ITEM1
SET COLOR TO G+/B
@1,15 SAY TT1
SET COLOR TO W+/B
@5,35 SAY "[ MAIN MENU ]"
@6,25 TO 18,60 DOUBLE
@8,30 SAY ITEM1
@10,30 SAY ITEM2
@12,30 SAY ITEM3
@14,30 SAY ITEM4
@16,30 SAY ITEM5
```

```
SET COLOR TO W+/GR
@8,30 SAY ITEM1
TEMPY=8
TEMPITEM=ITEM1
REALY=8
```

```
ENDIF
```

```
IF AA=24
REALY=REALY+2
IF REALY>16
```

REALY=8  
ENDIF

IF REALY=8  
REALITEM=ITEM1  
SET COLOR TO W+/B  
@TEMPY,30 SAY TEMPITEM  
SET COLOR TO W+/GR  
@8,30 SAY REALITEM  
TEMPITEM=ITEM1  
TEMPY=8  
ENDIF

IF REALY=10  
REALITEM=ITEM2  
SET COLOR TO W+/B  
@TEMPY,30 SAY TEMPITEM  
SET COLOR TO W+/GR  
@10,30 SAY REALITEM  
TEMPITEM=ITEM2  
TEMPY=10  
ENDIF

IF REALY=12  
REALITEM=ITEM3  
SET COLOR TO W+/B  
@TEMPY,30 SAY TEMPITEM  
SET COLOR TO W+/GR  
@12,30 SAY REALITEM  
TEMPITEM=ITEM3  
TEMPY=12  
ENDIF

IF REALY=14  
REALITEM=ITEM4  
SET COLOR TO W+/B  
@TEMPY,30 SAY TEMPITEM  
SET COLOR TO W+/GR  
@14,30 SAY REALITEM  
TEMPITEM=ITEM4  
TEMPY=14  
ENDIF

IF REALY=16  
REALITEM=ITEM5  
SET COLOR TO W+/B  
@TEMPY,30 SAY TEMPITEM  
SET COLOR TO W+/GR  
@16,30 SAY REALITEM  
TEMPITEM=ITEM5



TEMPY=16  
ENDIF

ENDIF

IF AA=5  
REALY=REALY-2  
IF REALY<8  
REALY=16  
ENDIF

IF REALY=8  
REALITEM=ITEM1  
SET COLOR TO W+/B  
@TEMPY,30 SAY TEMPITEM  
SET COLOR TO W+/GR  
@8,30 SAY REALITEM  
TEMPITEM=ITEM1  
TEMPY=8  
ENDIF

IF REALY=10  
REALITEM=ITEM2  
SET COLOR TO W+/B  
@TEMPY,30 SAY TEMPITEM  
SET COLOR TO W+/GR  
@10,30 SAY REALITEM  
TEMPITEM=ITEM2  
TEMPY=10  
ENDIF

IF REALY=12  
REALITEM=ITEM3  
SET COLOR TO W+/B  
@TEMPY,30 SAY TEMPITEM  
SET COLOR TO W+/GR  
@12,30 SAY REALITEM  
TEMPITEM=ITEM3  
TEMPY=12  
ENDIF

IF REALY=14  
REALITEM=ITEM4  
SET COLOR TO W+/B  
@TEMPY,30 SAY TEMPITEM  
SET COLOR TO W+/GR  
@14,30 SAY REALITEM  
TEMPITEM=ITEM4  
TEMPY=14

ENDIF

IF REALY=16  
REALITEM=ITEM5  
SET COLOR TO W+/B  
@TEMPY,30 SAY TEMPITEM  
SET COLOR TO W+/GR  
@16,30 SAY REALITEM  
TEMPITEM=ITEM5  
TEMPY=16  
ENDIF  
ENDIF

ENDDO

set color to w+/b  
clear  
SET CURSOR ON  
SET TALK ON  
SET BELL ON  
SET STATUS ON  
SET SCOREBOARD ON  
SET TITLE ON  
SET HEADING ON

\*\*\*\*\* PROCEDURES  
\*\*\*\*\*

PROCEDURE INSERT1

Use prodd2.dbf

RR1=.T.

Do while RR1

Store space (25) to tempno

Store space (1) to YesNo

Clear

@0,10 SAY "SALES NETWORK DISTRIBUTION SYSTEM DATA ENTRY  
FORM"

@1,10 SAY "=====

@3,0 SAY "CUSTOMER'S NAME:" Get tempno  
READ

tempno=upper(tempno)

tempno=rtrim(tempno)

tempno=ltrim(tempno)

@5,0 SAY "BRANCH NAME:" Get BNAME

@7,0 SAY "SALES REP. NAME:" Get REPNAME

@9,0 SAY "PRODUCT NAME : " Get PRONAME

@11,0 SAY "QUANTITY SOLD:" GET QTT

@13,0 SAY "UNIT PRICE:" GET UNIP

@15,0 SAY "DATE : " GET PDATE

Append blank

read  
REPLACE CUSTNAME WITH TEMPNO  
REPLACE TPRICE WITH UNIP\*QTT  
@22,20 SAY "More records to add (Y/N)?" Get YesNo  
Read  
If upper(YesNo) <> "Y"  
Store .F. to RR1  
Endif  
Enddo  
RETURN

PROCEDURE AMMENDI  
USE PRODD2.DBF  
RR2=.T.

Do while RR2  
Store space (25) to tempno  
Store space (1) to YesNo  
Store space (1) to YesNo2  
set color to w+/b  
CLEAR  
@1,10 SAY "SALES NETWORK DISTRIBUTION SYSTEM AMMENDMENT  
FORM"  
@2,10 SAY "-----"  
@3,0 SAY "CUSTOMER'S NAME:" Get tempno

READ  
tempno=upper(tempno)  
tempno=rtrim(tempno)  
tempno=ltrim(tempno)

Go top  
NN=""  
DO WHILE .NOT. EOF()  
NN=rtrim(CUSTNAME)  
NN=ltrim(NN)

IF NN=TEMPNO  
CLEAR  
@0,10 SAY "SALES NETWORK DISTRIBUTION SYSTEM AMMENDMENT  
FORM"  
@1,10 SAY "-----"

@2,0 SAY "CUSTOMER'S NAME:"  
@4,0 SAY "BRANCH NAME:"  
@6,0 SAY "SALES REP. NAME:"  
@8,0 SAY "PRODUCT NAME:"  
@10,0 SAY "QUANTITY SOLD:"  
@12,0 SAY "UNIT PRICE :"  
@14,0 SAY "TOTAL PRICE :"  
@16,0 SAY "DATE:"  
SET COLOR TO GR+/B  
@2,25 say custname  
NAME



```
@6,25 SAY REPNAME
@8,35 SAY PRONAME
@10,25 SAY QTT
@12,25 SAY UNIP
@14,25 SAY TPRICE
@16,25 SAY PDATE
set color to w+/b
@22,40 SAY "Ammend (Y/N)?" Get YesNo2
Read
If upper(YesNo2)="Y"
```

Clear

```
@0,10 SAY "SALES NETWORK DISTRIBUTION SYSTEM AMMENDMENT
FORM"
```

```
@1,10 SAY "=====
```

```
@3,0 SAY "CUSTOMER'S NAME:" Get tempno
READ
```

```
tempno=upper(tempno)
```

```
tempno=rtrim(tempno)
```

```
tempno=ltrim(tempno)
```

```
@5,0 SAY "BRANCH NAME:" Get BNAME
```

```
@7,0 SAY "SALES REP. NAME:" Get REPNAME
```

```
@9,0 SAY "PRODUCT NAME  :" Get PRONAME
```

```
@11,0 SAY "QUANTITY SOLD:" GET QTT
```

```
@13,0 SAY "UNIT PRICE:" GET UNIP
```

```
@15,0 SAY "DATE  :" GET PDATE
```

```
read
```

```
REPLACE CUSTNAME WITH TEMPNO
```

```
REPLACE TPRICE WITH UNIP*QTT
```

```
@16,20 SAY "RECORD AMMENDED SUCCESSFULLY"
```

```
Endif
```

```
Endif && if NN
```

```
SKIP
```

```
ENDDO
```

```
@23,30 SAY "More Ammendment (Y/N)" Get YesNo2
```

```
Read
```

```
If upper(YesNo2) <> "Y"
```

```
RR2=.F.
```

```
Endif
```

```
Enddo
```

```
RETURN
```

```
PROCEDURE DELETE1
```

```
USE PRODD2.DBF
```

```
RR2=.T.
```

```
Do while RR2
```

```
Store space (25) to tempno
Store space (1) to YesNo
Store space (1) to YesNo2
set color to w+/b
CLEAR
@1,10 SAY "SALES NETWORK DISTRIBUTION SYSTEM.DELETE FORM"
@2,10 SAY "=====
@3,0 SAY "CUSTOMER'S NAME:" Get tempno
READ
tempno=upper(tempno)
tempno=rtrim(tempno)
tempno=ltrim(tempno)
```

```
Go top
NN=""
"
DO WHILE .NOT. EOF()
NN=rtrim(CUSTNAME)
NN=ltrim(NN)
IF NN=TEMPNO
CLEAR
@0,10 SAY "SALES NETWORK DISTRIBUTION SYSTEM DELETE FORM"
@1,10 SAY "=====
@2,0 SAY "CUSTOMER'S NAME:"
@4,0 SAY "BRANCH NAME:"
@6,0 SAY "SALES REP. NAME:"
@8,0 SAY "PRODUCT NAME:"
@10,0 SAY "QUANTITY SOLD:"
@12,0 SAY "UNIT PRICE : "
@14,0 SAY "TOTAL PRICE : "
@16,0 SAY "DATE:"
SET COLOR TO GR+/B
@2,25 say custname
@4,25 SAY BNAME
@6,25 SAY REPNAME
@8,35 SAY PRONAME
@10,25 SAY QTT
@12,25 SAY UNIP
@14,25 SAY TPRICE
@16,25 SAY PDATE
set color to w+/b
@22,40 SAY "DELETE (Y/N)" YesNo2
Read
If upper(YesNo2)="Y"
DELETE
@16,20 SAY "RECORD SUCCESSFULLY DELETED"
Endif

Endif && if NN
SKIP
ENDDO
```

```
@23,30 SAY "More DELETION (Y/N)" Get YesNo2
Read
If upper(YesNo2) <> "Y"
RR2=.F.
Endif
Enddo
RETURN
```

```
PROCEDURE REPORT1
USE PRODD2.DBF
RR2=.T.
```

```
Do while RR2
Store space (25) to tempno
Store space (1) to YesNo
Store space (1) to YesNo2
set color to w+/b
```

```
CLEAR
```

```
@1,10 SAY "SALES NETWORK DISTRIBUTION SYSTEM REPORT FORM"
```

```
@2,10 SAY "=====
```

```
@3,0 SAY "CUSTOMER'S NAME:" Get tempno
```

```
READ
```

```
tempno=upper(tempno)
```

```
tempno=rtrim(tempno)
```

```
tempno=ltrim(tempno)
```

```
Go top
```

```
NN=" "
```

```
DO WHILE .NOT. EOF()
```

```
NN=rtrim(CUSTNAME)
```

```
NN=ltrim(NN)
```

```
IF NN=TEMPNO
```

```
CLEAR
```

```
@0,10 SAY "SALES NETWORK DISTRIBUTION SYSTEM REPORT FORM"
```

```
@1,10 SAY "=====
```

```
@2,0 SAY "CUSTOMER'S NAME:"
```

```
@4,0 SAY "BRANCH NAME:"
```

```
@6,0 SAY "SALES REP. NAME:"
```

```
@8,0 SAY "PRODUCT NAME:"
```

```
@10,0 SAY "QUANTITY SOLD:"
```

```
@12,0 SAY "UNIT PRICE :"
```

```
@14,0 SAY "TOTAL PRICE :"
```

```
@16,0 SAY "DATE:"
```

```
SET COLOR TO GR+/B
```

```
@2,25 say custname
```

```
@4,25 SAY BNAME
```

```
@6,25 SAY REPNAME
```

```
@8,35 SAY PRONAME
```

```
@10,25 SAY QTT
```



```
@12,25 SAY UNIP
@14,25 SAY TPRICE
@16,25 SAY PDATE
set color to w+/b
KK=''
@18,20 SAY "PRESS ANY KEY TO CONTINUE....." GET KK
READ
Endif && if NN
SKIP
ENDDO
```

```
@23,30 SAY "More REPORT (Y/N)" Get YesNo2
Read
If upper(YesNo2) <> "Y"
RR2=.F.
Endif
Enddo
RETURN
```

BRANCH NAME	CUSTOMERS NAME	SALESMAN'S NAME	PRODUCT NAME	QUANTITY	TOTAL PRICE	DATE
LAGOS	GBENGA OKEOWO	MARTINS EYO	SALT	10000.00	7000000.00	07/07/98
LAGOS	GBENGA OKEOWO	MARTINS EYO	SUGAR	4000.00	2600000.00	04/06/98
LAGOS	GBENGA OKEOWO	MARTINS EYO	MILK	4000.00	2000000.00	05/05/98
LAGOS	GBENGA OKEOWO	MARTINS EYO	FLOUR	3000.00	900000.00	06/06/98
LAGOS	GBENGA OKEOWO	MARTINS EYO	CUSTARD	4500.00	2250000.00	07/06/98
KADUNA	OJO ORIMOLADE	SHOLA ORIADE	SUGAR	9000.00	4500000.00	06/07/98
KADUNA	OJO ORIMOLADE	SHOLA ORIADE	SALT	5000.00	2500000.00	05/05/98
KADUNA	OJO ORIMOLADE	SHOLA ORIADE	MILK	6000.00	1200000.00	06/05/98
KADUNA	OJO ORIMOLADE	SHOLA ORIADE	CUSTARD	3000.00	1200000.00	03/03/98
PORTHARCOURT	IKECHUKWU O.	AUSTIN O.	SUGAR	4000.00	800000.00	02/02/98
PORTHARCOURT	IKECHUKWU O.	AUSTIN O.	SALT	9000.00	900000.00	04/02/98
PORTHARCOURT	IKECHUKWU O.	AUSTIN O.	FLOUR	500.00	500000.00	01/02/98
PORTHARCOURT	IKECHUKWU O.	AUSTIN O.	STRAWBERRY	400.00	800000.00	01/01/98
OYO	OLU TANIMOLA	SULE OLU	SALT	5000.00	500000.00	09/09/98
OYO	OLU TANIMOLA	SULE OLU	SUGAR	500.00	500000.00	08/08/98
OYO	OLU TANIMOLA	SULE OLU	STRAWBERRY	200.00	200000.00	03/03/98
OYO	OLU TANIMOLA	WALE	CUSTARD	5000.00	500000.00	03/03/98