

Teaching Case

A REA Business Relational Database Development Project: Rockbridge Outfitters

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Abstract

This case consists of a business scenario of a small outfitter retail store – Rockbridge Outfitters, which provides background information, a description of the functional business requirements, and sample data. The case provides sufficient information to create a moderately complex resources, events, and agents (REA) conceptual business process model for the sales and inventory purchases of a retail store. Students should be able to convert the conceptual REA model into an Access database, populate it with data, and then develop a series of queries, forms, and reports that satisfy the stated functional requirements of the store. Teaching notes containing suggested implementation guidelines, suggested deliverables, and the resulting database containing the required queries, forms, and reports are provided.

Keywords: REA database design, database development, MS Access, project-oriented case study

1. CASE SUMMARY

Rockbridge Outfitters recently started business selling a variety of skiing, biking, hiking, and camping gear from a retail store located in Rockbridge County, Virginia. Rockbridge Outfitters' mission is to provide customers with "the best gear at the best price" for exploring the surrounding Shenandoah Valley and Blue Ridge Mountains. The owner of Rockbridge Outfitters would like to collect data on their operating activities in a relational database. You were asked to develop this database for Rockbridge Outfitters. However, the owner wants to see a prototype of the system before she commits to funding the entire development project. Therefore, the first step is to develop a prototype database of Rockbridge Outfitters' sales and inventory purchases.

2. FUNCTIONAL REQUIREMENTS

The owner of Rockbridge Outfitters recognized that prior to the design of the database she would have to collect the functional require-

ments of the outfitter to develop a sales tracking and payment system. After interviewing customers and employees regarding their needs, she prepared a functional requirements report. The report includes a sample of the data required for the system and the specifications that are needed to develop the database. Below is the detailed Rockbridge Outfitters Functional Requirements Report.

Database Requirements

Rockbridge Outfitters has a variety of items that need to be categorized for ease of inventory and sales monitoring. Each item must fall into one of their product categories (e.g. Downhill skis, tents, backpacks) and each category is given a unique code. Sample data for these categories is provided in Table 1.

When hired each employee is assigned their employee identification code and negotiates a commission rate. This commission percentage needs to be included in the database so the company can calculate each employee's com-

pensation based on their sales. The current list of employees is contained in Table 2.

Rockbridge Outfitters would like to distribute mailers or catalogs in the future to previous customers; therefore it collects contact information (address, city, state, and zip code) for each customer. In addition, the customers' email addresses should be stored as Rockbridge Outfitters may send regular emails highlighting their specials and new products. Customers are not added to the database until they have made a purchase at the store. A sample list of customers is provided in Table 3. In the future the owner would like to ensure that the store is marketing itself appropriately to both genders. If the customer is an individual, the customer type is their gender. Rockbridge Outfitters also has a few customers who are other small businesses. If the customer is a business, the customer type is 'Corp'. When entering data into the database, if the business' name is a single word, enter it as the last name. If the business' name contains multiple words, the first word should be entered as the first name and any remaining words should be considered the last name.

The store buys its goods from various sporting goods manufacturers, a sample of which is provided in Table 4. In order to accurately track purchases, these suppliers need to be included in the database. Suppliers are assigned a unique code and their mailing address is required.

Items that the company purchases from the suppliers and then sells to customers are integral to the database construction. Each item is grouped into a product category, has a unique stock keeping unit (SKU) product identifier assigned by Rockbridge Outfitters, a brand name, description of the product, and finally the current retail price. This retail price may vary from the most recent price the item was sold for as the store may have promotional offers, discounts, or general price changes. A sample list of products is provided in Table 5. Each item is purchased from one and only one supplier. Items will not be added to the database until purchased from a supplier.

Each purchase of a product needs to be recorded in the database. Even though currently only one employee is authorized to purchase products, Rockbridge Outfitters would like the flexibility in the future to record the employee who purchased the goods in case there is a question about the order. They also need to record the

date of the order. Each purchase may include a variety of items and quantities but only from a single supplier. The purchase price per unit and the ability to determine the total price will be necessary for accounting and pricing decisions. Some of the company's recent purchases are shown in Table 6.

Finally, the last aspect of the database will be to record the sales that Rockbridge Outfitters makes to customers in its store. At this time the store does not have any repair or maintenance services so item sales are the only aspect that need to be considered for sales. The company accepts three types of payments: cash, check, or credit cards (American Express, Visa, Discover, or MasterCard). They make no sales on store credit. Each transaction is paid for with only one payment method. If a customer wants to use two payment methods, two separate sales are made. Each payment method should be assigned a code for ease of use, a description, and a type of payment classification. Similar to purchases, each sale could include various items and multiple quantities but only from one customer and one sales employee. Sales should include all relevant sales receipt information such as price for each item, sales tax paid, receipt total, date, and time. The sales tax for Virginia is 5.0%, however, it is necessary to keep track of sales tax by item because some items could be shipped out of state and are not subject to the Virginia state tax. Sample sales information is provided in Table 7.

At the end of each day the manager of Rockbridge Outfitters prepares a bank deposit for all the day's sales regardless of payment type. Each bank deposit has a date and unique deposit number, which is incremented with each deposit. The deposit number for October 4, 2015 was 1501. As a result of human error, the actual deposit amount could vary slightly from daily total of sales and sales tax.

The company has two accounts at one bank, Southwest Virginia Trust, and plans to stay with the bank, as the owner of Rockbridge Outfitters is a childhood friend of the branch manager of Southwest Virginia Trust. One account is exclusively for payroll. The other is the main checking account from which cash is disbursed and deposits are made. At this time Rockbridge Outfitters is not currently concerned with modeling disbursements but may consider it later. Banking information is presented in Table 8.

Queries Requirements

As Rockbridge Outfitters' data collection grows in size, it is important for management and staff to extract or filter information to answer questions about the business. Rockbridge Outfitters will require a variety of queries to extract information from the database. The initial set of queries is to include the following:

All query column headings are to be clear, concise and accurately describe the contents of the column to the average user. Only universally accepted abbreviations are to be used. All queries, when printed out, should fit on standard 8 1/2" by 11" paper when printed in landscape mode. The queries are to be named as they are listed below.

1) Customers. List all customers' first name, last name, and customer type in separate columns sorted in alphabetic order by last name.

2) Products in Category 283. List the stock number number and description of all products where category number is 283.

3) Items Above \$500. Provide the description and current retail price of all items with a retail price greater than \$500.

4) Supplier 1170. List supplier number 1170's name, state, and all items Rockbridge Outfitters buys from them. For each item list SKU, description, and retail price.

5) Lexington Categories. Which category of products is most popular for customers residing in Lexington? Display the city name, a count of items sold in each category in descending order and the category name.

6) Employee Commissions. Sales commission for employees is a percentage of the sales revenue they generate. For each employee list employee number, first and last name, and employee commission.

7) Total Commissions. Calculate the total sales commission expense incurred thus far.

8) Most Recent Purchase Date. Display the SKU number, item description, and the most recent purchase date for all items.

9) Most Recent Purchase Price. Display the SKU, item description, and most recent purchase price for each item ordered by stock number.

10) Purchase Price Extension. Display the SKU, item description, the total quantity purchased for each item, and the total purchases for that item labeled as Extension. Order the query by SKU.

11) Weighted Average Purchase Price. Display SKU, item description, and the weighted average purchase price of each item that Rockbridge Outfitters buys ordered by stock number.

12) Total Purchases. Calculate the dollar amount of purchases made.

13) Number of Sales. Calculate the total number of unique sales in the data provided; label the column Total Number of Sales.

14) Sales Counts. Display in a single query the total number of unique sales and the total quantity of items sold.

15) Sales by Category. Display the category number, category description, and total sales for each category, group by category.

16) Sale Price Extension. Display the SKU, item description, total quantity sold for each item, and the total sales for that item labeled as Extension. Order the query by SKU.

17) Weighted Average Sale Price. Display SKU, item description, and the weighted average sale price of each item that Rockbridge Outfitters sells listed by stock number.

18) Sales Receipt Summary. For each sale display sale date, sale number, payment method, and sale total order by date.

19) Deposit Detail. For each deposit display the following details: deposit date, deposit number, payment method, and deposit total for each payment method. Order by the query by deposit date and payment method.

20) Total Revenue. Calculate the total sales revenue for Rockbridge Outfitters to date.

21) Cost of Goods Sold (CGS). Calculate the total cost of goods sold for Rockbridge Outfitters to date. For the CGS calculation use the

weighted average purchase price for the cost of each item sold.

Forms Requirements

Rockbridge Outfitters needs several user-friendly forms so that our employees and administrators are able to enter data into the database. Some forms will be simple input forms, these are merely replications of the data in individual database tables; other forms are needed to combine data from multiple tables, known as application forms. Our management team has provided the following functional requirements for Rockbridge Outfitters' input and application forms.

Input Forms

Input forms are to allow our employees to enter, edit, or query data in the given table. These forms are to be columnar type forms that display data or allow for input of one record at a time. The forms are to be user friendly with all the field labels consisting of user-friendly descriptive names.

Input/Query forms are to be developed for the following tables:

- Category
- Customer
- Deposit
- Employee
- Item
- Payment Method
- Supplier
- Zip Code

Application Forms

Purchase. This form is to display the purchase information of a given purchase order number and date. The form when properly formatted is to display the date of the purchase, then the employee number and name as well as the supplier number and name both in columnar format. The quantity purchased, item number, item description, purchase price, and price extension below in tabular format, given the purchase order number entered at the top of the form. This form is a query only form and will not be used to input data.

Sale. The form is used to display the sale information given an individual sale number. The date and time of sale, payment method, employee number and name, and the customer

number and name should be displayed in columnar format below the sale number. Then the quantity sold, item number, item description, sale price, and price extension should be below in tabular format. Finally, the subtotal, sales tax, and total should be at the bottom of the form in columnar format. This form is a query only form and will not be used to input data.

Report Requirements

Customer. Rockbridge Outfitters needs a report of all the information for their customers. The report is display the last name, first name, customer number, street address, city, state, zip code, and customer type for each customers in the database.

Income Statement. Rockbridge Outfitters needs a partial income statement report to apply for a bank loan. The income statement must include the following: sales revenue, cost of goods sold, gross margin, and sales commission expense, and net profit. Note: this will require using queries already referenced. Combine the necessary queries into one query because a report can only run from one query.

Sales Invoice. Design a Sales Invoice for Rockbridge Outfitters. The report is to prompt the user for the sales date and sales number. The invoice needs to show the name of the customer as well as their mailing address. This data is to be presented in columnar format at the top of the invoice. Then below, in tabular format, display the following order information: quantity, item number, item description, item price, and extension for each item on the sale. After the last item on the invoice display the invoice subtotal, total sales tax, and invoice total.

Sales Journal. Rockbridge Outfitters needs a sales journal report to document their sales in the month of October. List all of the sales for the month grouped by date and by customer. For each customer show their name, the sale number, payment method, subtotal, tax, total, and then sum the total sales for the day. At the end of the report total the sales for the entire month.

Sales Journal Detail. Using the framework from the sales journal report, add the following details for each customer sale: quantity sold, item number, item description, item price, and total amount for each item bought.

APPENDIX

Table 1. Categories

<i>Nbr</i>	<i>Name</i>
477	Tents
410	Sleeping Bags
283	Backpacks
729	Downhill Skis
685	Downhill Ski Boots
320	Mountain Bikes

Table 2. Employees

<i>Nbr</i>	<i>Name</i>	<i>Position</i>	<i>Commision Rate</i>
1492	Bussell, Nathan	Seller	8.0%
3325	Chaffin, Brandy	Buyer/Seller	6.5%
6795	Gregg, Tony	Seller	7.0%
5701	Kish, Lori	Seller	8.0%
1063	Williams, Josh	Manager	5.0%

Table 3. Customers

<i>Nbr</i>	<i>Name</i>	<i>Address</i>	<i>Customer Type</i>	<i>Email</i>
74	Banner, Kevin	400 W. Washington St., Buena Vista, VA 24416	M	skifanatic@aol.com
92	Leftwich, Bobby	1876 McClaughlin St., Buena Vista, VA 24416	M	leftwichbob19@gmail.com
66	Seals, Bryan	17 W. McDowell St., Buena Vista, VA 24416	M	bseals@rockbridge.net
78	Richey, Victoria	762 Maple Ave., Buena Vista, VA 24416	F	richeyfamily@yahoo.com
69	Nixon, Eugene	901 Walnut Ave., Buena Vista, VA 24416	M	mountainbiker12@hotmail.com
30	Hernandes, Norman	12 Sycamore Ave., Buena Vista, VA 24416	M	storminnorman@hotmail.com
61	Vigil, Adam	801 Chestnut Ave., Buena Vista, VA 24416	M	vigila23@hotmail.com
23	Sherry, Craig	909 Cedar Ave., Buena Vista, VA 24416	M	sherryfamily@mail.com
15	Knighton, Justin	513 Forest Ave., Buena Vista, VA 24416	M	naturelover@rockbridge.net
13	Devlin, Renee	739 Birch Ave., Buena Vista, VA 24416	F	drenee12@yahoo.com
36	Hazelwood, Elizabeth	897 Cypress Ave., Buena Vista, VA 24416	F	lizhazelwood@aol.com
97	Bottoms, Nicholas	7809 Red Hill Rd., Fairfield, VA 24435	M	bottomsnick12@gmail.com
57	Cochrane, Ernest	9013 Main St., Goshen, VA 24439	M	erniec53@live.com
79	Torres, Ramona	9543 Paxton Dr., Goshen, VA 24439	F	rtorres@mail.net
55	Driggers, Johnny	6783 Allegheny Dr., Goshen, VA 24439	M	johnnylovesnature@gmail.com
42	Metz, Matthew	2385 Mill St., Goshen, VA 24439	M	mattmetz@gmail.com
11	Lockard, Todd	5634 Furnace Hill Rd., Goshen, VA 24439	M	tlock1212@hotmail.com
86	Heins, Lawrence	6134 Slag Ln., Goshen, VA 24439	M	heinslawrence@rockbridge.net
95	Muse, Antonio	2136 Rockbridge Way, Goshen, VA 24439	M	musefamily@hotmail.com
25	Reichert, Jeff	4398 Old Allegheny Cir., Apt. 8, Goshen, VA 24439	M	canoemaster@hotmail.com
75	Luis, Matthew	7523 Palace Hill Ln., Goshen, VA 24439	M	luis matt20@gmail.com
71	Dominick, Tyler	5490 Stillwater Dr., Goshen, VA 24439	M	campingenthusiast@yahoo.com
52	Feliciano, Roger	8341 Maury River Rd., Goshen, VA 24439	M	rogerfeliciano12@rockbridge.net
40	Crozier, Bridget	601 Walker St., Lexington, VA 24450	F	bridgetc@rockbridge.net
82	Beaudoin, Jackson	781 Houston St., Lexington, VA 24450	M	kingkayaker@rockbridge.net
32	Calhoun, Stanley	590 Gibbs St., Lexington, VA 24450	M	masterhiker@hotmail.com
34	Moorehead, Alicia	643 Summit St., Lexington, VA 24450	F	aliciamoorehead121@aol.com
89	Bivins, Victor	986 Central Rd., Apt. 211, Lexington, VA 24450	M	bivinsv88@gmail.com
88	Venable, Thomas	513 Morningside Dr., Lexington, VA 24450	M	tommyvlexington@mail.com
27	Ware, Kathryn	324 Fuller St., Lexington, VA 24450	F	kathyware22@yahoo.com
60	Bradford, Tiffany	745 Davidson St., Lexington, VA 24450	F	tbradford3@mail.com
70	Vaught, Sheryl	316 Short St., Apt. 14, Lexington, VA 24450	F	hikeallday@rockbridge.net
58	Botello, Joshua	704 Peyton St., Lexington, VA 24450	M	joshieb@mail.com
64	Blue Ridge Rafting	17003 Crabtree Falls Hwy., Montebello, VA 24464	Corp	management@brrafting.com
98	Mendes, David	891 Reagan St., Rockbridge Baths, VA 24473	M	mendesd@mail.com
50	Appalachian Outfitters	9823 Whitehill Rd., Stuarts Draft, VA 24477	Corp	appoutfitters@gmail.com
41	Grassroots Recreation	16 Rockfish School Ln., Greenfield, VA 22657	Corp	mgmt@grassrootsrec.com
20	Rockbridge Outdoors	8913 Stagecoach Rd., Afton, VA 24476	Corp	rockbridgeoutdoors@mail.net

Table 4. Suppliers

<i>Nbr</i>	<i>Name</i>	<i>Street</i>	<i>City</i>	<i>State</i>	<i>Zip</i>
1010	Big Agnes	735 Oak St.	Steamboat Springs	CO	80487
1020	Cannondale	16 Trowbridge Dr.	Bethel	CT	06801
1030	Eagle Creek	5935 Darwin Ct.	Carlsbad	CA	92008
1040	GT	16 Trowbridge Dr.	Bethel	CT	06801
1050	K2	4201 6th Ave. S	Seattle	WA	98108
1060	Kelty	6235 Lookout Rd.	Boulder	CO	80301
1070	Lange	1413 Center Dr.	Park City	UT	84098
1080	Marmot	2321 Circadian Way	Santa Rosa	CA	95407
1090	Mountain Safety Research	4000 1st Ave. S	Seattle	WA	98134
1100	Mountainsmith	701 Pine Ridge Rd.	Golden	CO	80403
1110	NEMO	100 Factory St.	Nashua	NH	03060
1120	Rossignol	1413 Center Dr.	Park City	UT	84098
1130	Salomon	3210 Valmont Rd.	Boulder	CO	80301
1140	Sierra Designs	6235 Lookout Rd, Suite C	Boulder	CO	80301
1150	Specialized	15130 Concord Circle	Morgan Hill	CA	95037
1160	Tecnica USA	19 Technology Dr.	West Lebanon	NH	03784
1170	The North Face	14450 Doolittle Dr.	San Leandro	CA	94577
1180	Trek	801 W Madison St.	Waterloo	WI	53594

Table 5. Items

<i>Category/ SKU #</i>	<i>Supplier</i>	<i>Description</i>	<i>Retail</i>
<i>Backpacks</i>			
3161	Mountainsmith	Mountainsmith Lookout 45	\$159.00
7571	Kelty	Kelty Yukon 48	\$119.95
4978	Kelty	Kelty Shrike 32	\$89.95
4809	The North Face	The North Face El Lobo 60	\$249.00
9887	Mountainsmith	Mountainsmith Apex 75	\$189.00
<i>Downhill ski boots</i>			
8148	Rossignol	Rossignol Synergy Sensor 100	\$479.95
5284	Salomon	Salomon Quest 8	\$349.99
1662	Lange	Lange Concept 9	\$399.99
6195	Tecnica USA	Tecnica USA Agent 80	\$495.00
<i>Downhill skis</i>			
3486	K2	K2 Shockwave	\$725.00
9398	Salomon	Salomon BBR 7.9	\$599.95
1318	Rossignol	Rossignol Avenger 76 Carbon	\$559.96
<i>Mountain Bikes</i>			
4295	Cannondale	Cannondale Claymore 2	\$4,599.00
2342	GT	GT Ruckus DJ 2.0	\$929.00
7816	Trek	Trek Ticket Signature	\$2,749.99
7931	Specialized	Specialized Rockhopper	\$720.00
<i>Sleeping Bags</i>			
1299	Sierra Designs	Sierra Designs Pyro 15	\$249.95
4563	The North Face	The North Face Nebula	\$369.00
7614	Sierra Designs	Sierra Designs Vapor 15	\$419.95
9034	The North Face	The North Face Dark Star	\$309.00
<i>Tents</i>			
3410	Sierra Designs	Sierra Designs Convert 2	\$449.95
2395	Sierra Designs	Sierra Designs Lightning XT 4	\$459.95
4706	Marmot	Marmot Thor 3P	\$550.00
1327	Mountain Safety Research	Mountain Safety Research Mutha Hubba	\$399.95
5909	Kelty	Kelty Buttress 6	\$299.95

Table 6. Purchases

<i>PO#</i>	<i>Date</i>	<i>Employee Name</i>	<i>Supplier Name</i>	<i>Quantity</i>	<i>SKU#</i>	<i>Description</i>	<i>Unit Cost</i>	<i>Extension</i>
2025	9/23/15	Chaffin, Brandy	Mountainsmith	10	9887	Mountainsmith Apex 75	\$122.85	\$1,228.50
				3	3161	Mountainsmith Lookout 45	\$103.35	\$310.05
				Total Order:				\$1,538.55
2026	9/23/15	Chaffin, Brandy	Sierra Designs	3	3410	Sierra Designs Convert 2	\$269.97	\$809.91
				4	2395	Sierra Designs Lightning XT4	\$275.97	\$1,103.88
				2	1299	Sierra Designs Pyro 15	\$149.97	\$299.94
				3	7614	Sierra Designs Vapor 15	\$251.97	\$755.91
Total Order:				\$2,969.64				
2027	9/23/15	Chaffin, Brandy	Kelty	3	7571	Kelty Yukon 48	\$77.97	\$233.91
				3	4978	Kelty Shrike 32	\$58.47	\$175.41
				3	5909	Kelty Buttress 6	\$179.97	\$539.91
Total Order:				\$949.23				
2028	9/23/15	Chaffin, Brandy	Technica USA	5	6195	Tecnica USA Agent 80	\$247.50	\$1,237.50
Total Order:				\$1,237.50				
2029	9/23/15	Chaffin, Brandy	Lange	5	1662	Lange Concept 9	\$200.00	\$1,000.00
Total Order:				\$1,000.00				
2030	9/23/15	Chaffin, Brandy	Mountain Safety Research	3	1327	Mountain Safety Research Mutha Hubba	\$239.97	\$719.91
Total Order:				\$719.91				
2031	9/23/15	Chaffin, Brandy	The North Face	3	4809	The North Face El Lobo 60	\$161.85	\$485.55
				3	4563	The North Face Nebula	\$221.40	\$664.20
				3	9034	The North Face Dark Star	\$185.40	\$556.20
Total Order:				\$1,705.95				
2032	9/23/15	Chaffin, Brandy	Marmot	4	4706	Marmot Thor 3P	\$330.00	\$1,320.00
Total Order:				\$1,320.00				
2033	9/23/15	Chaffin, Brandy	Rossignol	4	8148	Rossignol Synergy Sensor 100	\$239.98	\$959.92
				2	1318	Rossignol Avenger 76 Carbon	\$279.98	\$559.96
Total Order:				\$1,519.88				
2034	9/23/15	Chaffin, Brandy	K2	6	3486	K2 Shockwave	\$362.50	\$2,175.00
Total Order:				\$2,175.00				
2035	9/23/15	Chaffin, Brandy	Salomon	2	9398	Salomon BBR 7.9	\$299.98	\$599.96
				2	5284	Salomon Quest 8	\$175.00	\$350.00
Total Order:				\$949.96				
2036	9/23/15	Chaffin, Brandy	Cannondale	3	4295	Cannondale Claymore 2	\$2,989.35	\$8,968.05
Total Order:				\$8,968.05				
2037	9/23/15	Chaffin, Brandy	GT	3	2342	GT Ruckus DJ 2.0	\$603.85	\$1,811.55
Total Order:				\$1,811.55				
2038	9/23/15	Chaffin, Brandy	Trek	4	7816	Trek Ticket Signature	\$1,787.49	\$7,149.96
Total Order:				\$7,149.96				
2039	10/13/15	Chaffin, Brandy	Trek	6	7816	Trek Ticket Signature	\$1,787.49	\$10,724.94
Total Order:				\$10,724.94				
2040	10/16/15	Chaffin, Brandy	Sierra Designs	3	2395	Sierra Designs Lightning XT4	\$275.97	\$827.91
Total Order:				\$827.91				
2041	10/16/15	Chaffin, Brandy	Technica USA	3	6195	Tecnica USA Agent 80	\$247.50	\$742.50
Total Order:				\$742.50				
2042	10/16/15	Chaffin, Brandy	The North Face	3	4563	The North Face Nebula	\$232.47	\$697.41
Total Order:				\$697.41				
2043	10/16/15	Chaffin, Brandy	K2	6	3486	K2 Shockwave	\$362.50	\$2,175.00
Total Order:				\$2,175.00				
2044	10/16/15	Chaffin, Brandy	Mountainsmith	3	3161	Mountainsmith Lookout 45	\$108.41	\$325.23
Total Order:				\$325.23				

Table 7. Sales (1 of 3)

Sale#	Date	Time	Employee Name	Customer Name	Payment Method	Quantity	SKT#	Description	Sales Price	Sales Tax	Extension	Deposit Number
1051	10/4/2015	8:30 PM	Chaffin, Brandy	Vigil, Adam	Check	1	4706	Marmot Thor 3P	\$550.00	\$27.50	\$577.50	1501
										Total	\$577.50	
1052	10/5/2015	11:45 AM	Bussell, Nathan	Blue Ridge Rafting	AMEX	5	6195	Tecnica Agent 80	\$495.00	\$24.75	\$2,598.75	
						5	3486	K2 Shockwave	\$725.00	\$36.25	\$3,806.25	
										Total	\$6,405.00	1502
1053	10/5/2015	6:00 PM	Bussell, Nathan	Botello, Joshua	Check	1	8148	Rossignol Synergy Sensor 100	\$479.95	\$24.00	\$503.95	
						1	3486	K2 Shockwave	\$725.00	\$36.25	\$761.25	
										Total	\$1,265.20	1502
1054	10/6/2015	12:30 PM	Gregg, Tony	Sherry, Craig	Cash	1	2395	Sierra Designs Lightning XT4	\$459.95	\$23.00	\$482.95	
						1	4563	The North Face Nebula	\$369.00	\$18.45	\$387.45	
						1	4809	The North Face El Lobo 60	\$249.00	\$12.45	\$261.45	
										Total	\$1,131.85	1503
1055	10/6/2015	12:47 PM	Gregg, Tony	Vigil, Adam	Cash	1	3410	Sierra Designs Convert 2	\$449.95	\$22.50	\$472.45	
						1	7614	Sierra Designs Vapor 15	\$419.95	\$21.00	\$440.95	
										Total	\$913.40	1503
1056	10/6/2015	1:20 PM	Chaffin, Brandy	Richey, Victoria	VISA	1	2342	GT Ruckus DJ 2.0	\$929.00	\$46.45	\$975.45	
										Total	\$975.45	1503
1057	10/7/2015	1:15 PM	Gregg, Tony	Hernandes, Norman	Cash	1	1327	Mountain Safety Research Mutha Hubba	\$399.95	\$20.00	\$419.95	
										Total	\$419.95	1504
1058	10/7/2015	1:45 PM	Gregg, Tony	Nixon, Eugene	Cash	2	1299	Sierra Designs Pyro 15	\$249.95	\$12.50	\$524.90	
						1	7571	Kelly Yukon 48	\$119.95	\$6.00	\$125.95	
										Total	\$650.84	1504
1059	10/7/2015	2:10 PM	Gregg, Tony	Nixon, Eugene	Check	1	6195	Tecnica USA Agent 80	\$495.00	\$24.75	\$519.75	
										Total	\$519.75	1504
1060	10/7/2015	5:38 PM	Gregg, Tony	Seals, Bryan	VISA	1	6195	Tecnica USA Agent 80	\$495.00	\$24.75	\$519.75	
						1	1318	Rossignol Avenger 76 Carbon	\$559.96	\$28.00	\$587.96	
										Total	\$1,107.71	1504
1061	10/8/2015	2:00 PM	Bussell, Nathan	Crozier, Bridget	MC	1	2342	GT Ruckus DJ 2.0	\$929.00	\$46.45	\$975.45	
										Total	\$975.45	1504

Table 7. Sales (2 of 3)

<i>Sale#</i>	<i>Date</i>	<i>Time</i>	<i>Employe Name</i>	<i>Customer Name</i>	<i>Payment Method</i>	<i>Quantity</i>	<i>SKC#</i>	<i>Description</i>	<i>Sales Price</i>	<i>Tax</i>	<i>Extension</i>
1062	10/8/2015	5:40 PM	Gregg, Tony	Leftwich, Bobby	Cash	1	3161	Mountainsmith Lookout 45	\$159.00	\$7.95	\$166.95
									<i>Total</i>		\$166.95
											1505
1063	10/11/2015	2:00 PM	Chaffin, Brandy	Vaught, Sheryl	Cash	1	6195	Tecnica USA Agent 80	\$396.00	\$19.80	\$415.80
						1	9398	Salomon BBR 7.9	\$599.95	\$30.00	\$629.95
									<i>Total</i>		\$1,045.75
											1506
1064	10/11/2015	5:45 PM	Bussell, Nathan	Venable, Thomas	Check	3	4295	Cannondale Claymore 2	\$4,599.00	\$229.95	\$14,486.85
									<i>Total</i>		\$14,486.85
											1506
1065	10/11/2015	8:37 PM	Chaffin, Brandy	Reichert, Jeff	MC	1	1662	Lange Concept 9	\$319.99	\$16.00	\$335.99
						1	8148	Rossignol Synergy Sensor 100	\$383.96	\$19.20	\$403.16
						1	9887	Mountainsmith Apex 75	\$189.00	\$9.45	\$198.45
									<i>Total</i>		\$937.60
											1506
1066	10/12/2015	1:15 PM	Bussell, Nathan	Bradford, Tiffany	AMEX	1	7816	Trek Ticket Signature	\$2,749.99	\$137.50	\$2,887.49
									<i>Total</i>		\$2,887.49
											1507
1067	10/13/2015	2:15 PM	Bussell, Nathan	Bivins, Victor	Check	2	7816	Trek Ticket Signature	\$2,749.99	\$137.50	\$5,774.98
									<i>Total</i>		\$5,774.98
											1508
1068	10/13/2015	7:00 PM	Chaffin, Brandy	Torres, Ramona	Cash	1	5909	Kelty Buttress 6	\$299.95	\$15.00	\$314.95
									<i>Total</i>		\$314.95
											1508
1069	10/13/2015	7:15 PM	Bussell, Nathan	Moorehead, Alicia	Cash	1	1662	Lange Concept 9	\$319.99	\$16.00	\$335.99
									<i>Total</i>		\$335.99
											1508
1070	10/13/2015	8:00 PM	Bussell, Nathan	Knighton, Justin	Cash	1	2395	Sierra Designs Lightning XT4	\$459.95	\$23.00	\$482.95
						1	4563	The North Face Nebula	\$369.00	\$18.45	\$387.45
									<i>Total</i>		\$870.40
											1508
1071	10/15/2015	5:30 PM	Kish, Lori	Banner, Kevin	Check	1	7816	Trek Ticket Signature	\$2,749.99	\$137.50	\$2,887.49
									<i>Total</i>		\$2,887.49
											1509
1072	10/15/2015	6:45 PM	Kish, Lori	Bottoms, Nicholas	MC	1	2395	Sierra Designs Lightning XT4	\$459.95	\$23.00	\$482.95
						1	4809	The North Face El Lobo 60	\$249.00	\$12.45	\$261.45
									<i>Total</i>		\$744.40
											1509

Table 7. Sales (3 of 3)

<i>Sale#</i>	<i>Date</i>	<i>Time</i>	<i>Employee Name</i>	<i>Customer Name</i>	<i>Payment Method</i>	<i>Quantity</i>	<i>SKU#</i>	<i>Description</i>	<i>Sales Price</i>	<i>Tax</i>	<i>Extension</i>
1073	10/16/2015	12:45 PM	Bussell, Nathan	Hazelwood, Elizabeth	Cash	1	4809	The North Face El Lobo 60	\$249.00	\$12.45	\$261.45
									<i>Total</i>		\$261.45
1074	10/16/2015	1:30 PM	Bussell, Nathan	Calhoun, Stanley	VISA	1	1662	Lange Concept 9	\$319.99	\$16.00	\$335.99
						1	9398	Salomon BBR 7.9	\$599.95	\$30.00	\$629.95
									<i>Total</i>		\$965.94
1075	10/16/2015	3:15 PM	Kish, Lori	Mendes, David	Cash	1	3161	Mountainsmith Lookout 45	\$159.00	\$7.95	\$166.95
									<i>Total</i>		\$166.95
1076	10/16/2015	6:45 PM	Bussell, Nathan	Devlin, Renee	Cash	1	4706	Marmot Thor 3P	\$550.00	\$27.50	\$577.50
									<i>Total</i>		\$577.50
1077	10/16/2015	8:30 PM	Bussell, Nathan	Ware, Kathryn	Check	1	7816	Trek Ticket Signature	\$2,749.99	\$137.50	\$2,887.49
									<i>Total</i>		\$2,887.49
1078	10/17/2015	1:10 PM	Chaffin, Brandy	Sherry, Craig	Cash	1	4978	Kelty Shrike 32	\$89.95	\$4.50	\$94.45
									<i>Total</i>		\$94.45
1079	10/17/2015	1:15 PM	Kish, Lori	Beaudoin, Jackson	VISA	1	5284	Salomon Quest 8	\$279.99	\$14.00	\$293.99
									<i>Total</i>		\$293.99
1080	10/18/2015	1:45 PM	Chaffin, Brandy	Lockard, Todd	MC	1	1318	Rossignol Avenger 76 Carbon	\$559.96	\$28.00	\$587.96
						1	9887	Mountainsmith Apex 75	\$189.00	\$9.45	\$198.45
						1	3486	K2 Shockwave	\$725.00	\$36.25	\$761.25
									<i>Total</i>		\$1,547.66
1081	10/18/2015	7:38 PM	Chaffin, Brandy	Luis, Matthew	AMEX	2	9887	Mountainsmith Apex 75	\$189.00	\$9.45	\$396.90
									<i>Total</i>		\$396.90
1082	10/18/2015	7:45 PM	Gregg, Tony	Leftwich, Bobby	Cash	1	3161	Mountainsmith Lookout 45	\$159.00	\$7.95	\$166.95
									<i>Total</i>		\$166.95
1083	10/18/2015	7:50 PM	Chaffin, Brandy	Heins, Lawrence	Check	1	3486	K2 Shockwave	\$725.00	\$36.25	\$761.25
						1	1318	Rossignol Avenger 76 Carbon	\$559.96	\$28.00	\$587.96
						1	5284	Salomon Quest 8	\$279.99	\$14.00	\$293.99
						1	9034	The North Face Dark Star	\$309.00	\$15.45	\$324.45
									<i>Total</i>		\$1,967.65
1084	10/18/2015	7:55 PM	Gregg, Tony	Vaught, Sheryl	Check	3	3486	K2 Shockwave	\$725.00	\$36.25	\$2,283.75
									<i>Total</i>		\$2,283.75

Table 8. Bank Account

Account ID	<i>Account Description</i>
Checking	Southwest Virginia Trust Checking Account
Payroll	Southwest Virginia Trust Payroll Account
