

Sheet1

CUSTOMER,N,6,0 CONTACT,N,6,0 LNAME,C,15 FNAME,C,15 COMPANY,C,30 SALESPER,C,3

Sheet1

SALUTATION,C,3 TITLE,C,30 ADDRESS1,C,30 ADDRESS2,C,30 CITY,C,22 STATE,C,2

Sheet1

ZIP,C,10 PHONE1,C,20 PHONE2,C,20 PHONE3,C,20 PHONE4,C,20 GROUP,C,4 DIVISION,C,10

Sheet1

DEPARTMENT,C,10 ORG_LEVEL,C,4 CARRIER,C,20 COUNTY,C,4 SMSA,C,4 EMAIL,C,20

Sheet1

YTD_SALES,N,10,2 POTENTIAL,N,10,2 DATE,D LASTDATE,D LASTTIME,C,8 NEXTDATE,D

Sheet1

NEXTTIME,C,8 FIELD1,C,10 FIELD2,C,10 FIELD3,C,10 FIELD4,C,10 FIELD5,C,10 FIELD6,C,10

Sheet1

FIELD7,C,10 FIELD8,C,10 FIELD9,C,10 FIELD10,C,10 COMMENT,C,50 NOTES,M