

Sheet1

FIELDNM,C,10	DESC,C,20	DES	FIELD	DEF	IEPC	HDATA,C,11	SRC	SCC	GR	GC	ORDE	
FN	First Name	15	15	0	C	X	FN	3	0	3	15	102
LN	Last Name	20	20	0	C	X	LN	4	0	4	15	103
TITLE	Title/Posi	20	20	0	C	X	TITLE	5	0	5	15	201
BP	Business Phone	18	18	0	C	X	BP	6	0	6	15	202
HP	Phone #2	12	12	0	C	X	HP	7	0	7	15	203
CN	Company Name	30	30	0	C	X	CN	8	0	8	15	101
AD	Address	30	30	0	C	X	AD	9	0	9	15	301
ADO	Address #2	30	30	0	C	X	ADO	10	0	10	15	801
Z	Zip	10	10	0	C	!	CNNZIP	11	0	11	4	304
C	City	20	20	0	C	X	C	11	16	11	21	302
S	St	2	2	0	C	!	BNNSTATES	11	42	11	45	303
COUNTRY	Country	15	15	0	C	X	COUNTRY	12	0	12	8	802
AINTEREST	A-interest	10	8	0	C	!	DNNINTEREST	14	0	14	11	401
BINTEREST	B-interest	10	8	0	C	!	DNNINTEREST	15	0	15	11	404
CINTEREST	C-interest	10	8	0	C	!	DNNINTEREST	16	0	16	11	501
AQUOTE	A-Quote	8	8	2	N	9	AQUOTE	14	20	14	27	402
BQUOTE	B-Quote	8	8	2	N	9	BQUOTE	15	20	15	27	405
CQUOTE	C-Quote	8	8	2	N	9	CQUOTE	16	20	16	27	502
AQUOTEQTY	A-Qty	8	8	0	N	9	AQUOTEQT	14	36	14	41	403
BQUOTEQTY	B-Qty	8	8	0	N	9	BQUOTEQT	15	36	15	41	406
CQUOTEQTY	C-Qty	8	8	0	N	9	CQUOTEQT	16	36	16	41	503
DATE1	Date1	8	8	0	D	D	DATE	18	0	18	6	901
ACTION1	Action1	8	8	0	C	X	ACTION	18	16	18	24	902
DATE2	Date2	8	8	0	D	D	DATE	19	0	19	6	903
ACTION2	Action2	8	8	0	C	X	ACTION	19	16	19	24	904
DATE3	Date3	8	8	0	D	D	DATE	20	0	20	6	905
ACTION3	Action3	8	8	0	C	X	ACTION	20	16	20	24	906
DATE4	Date4	8	8	0	D	D	DATE	21	0	21	6	1001
ACTION4	Action4	8	8	0	C	X	ACTION	21	16	21	24	1002
REP	Rep	3	2	0	C	!	ENYREP	3	49	3	53	701
DISTRIBU	Distributor	4	4	0	C	!	FNNDISTRIBU	3	58	3	70	702
SOURCE	Source	6	2	0	C	!	x SOURCE	4	55	4	66	708
QUALIFIED	Quality	4	1	0	C	!	x QUALIFIE	5	55	5	66	709
SIC	Sic	5	5	0	C	!	x SIC	6	55	6	66	711
DUNS	Duns #	10	10	0	C	!	DUNS	7	55	7	66	608
BELLRINGER	Bellringer	10	10	0	C	X	BELLRING	8	55	8	66	710
CODE	1Code	5	2	0	C	!	xNNCODE	9	55	9	66	703
CODEB	2Code	5	2	0	C	!	xNNCODEB	10	55	10	66	704
CODEC	3Code	5	2	0	C	!	xNNCODEC	11	55	11	66	705
CODED	4Code	5	2	0	C	!	xNNCODED	12	55	12	66	706
CODEE	5Code	5	2	0	C	!	xNNCODEE	13	55	13	66	707
POTSALES	Potential Sales	9	9	0	N	9	POTSALES	16	53	16	69	601
SALES	Actual Sales	9	9	2	N	9	SALES	17	53	17	69	602
SALESDATE	Sales Date	8	8	0	D	D	SALESDATE	18	53	18	69	603
EXP	Expense \$	7	7	0	N	9	EXP	19	53	19	69	604
COMMISSION	Commission \$	7	7	0	N	9	COMMISS	20	53	20	69	607
HOURS	Hours Spent	4	4	0	N	9	HOURS	21	53	21	69	605
CALLS	Calls Made	4	4	0	N	9	CALLS	22	53	22	69	606

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ADDDATE	Added	8	8	0	D	D	ADDDATE	24	53	24	69	1003
EXTRANOTES	Extra Notes Ctrl/Pdn	10	10	0	M	X		23	55	23	76	
RECNO()	Record #	8	8	0	N	9		0	0	0	0	
LINKNUM	Linknum	9	9	0	C	9		0	0	0	0	

:R,C,4