**13-22. Martin Shoes, Inc. (Planning a Database Using REA**

**and E-R Methodology)**

Martin Shoes, Inc., manufactures and distributes orthopedic footwear. To sell its products,

the marketing department requires sales personnel to call on the shoe retailers within

their assigned geographic territories. Each salesperson has a laptop computer, which he

or she uses to record sales orders during the day and to send these sales orders to Martin’s

network nightly for updating the company’s sales order file.

Each day, warehouse personnel review the current sales orders in its file, and where

possible, pick the goods and ready them for shipment. (Martin ships goods via common

carrier, and shipping terms are generally FOB from the shipping point.) When the shipping

department completes a shipment, it also notifies the billing department, which then

prepares an invoice for the customer. Payment terms vary by customer, but most are

‘‘net 30.’’ When the billing department receives a payment, the billing clerk credits the

customer’s account and records the cash received.

**Requirements**

**1.** Identify the resources, events, and agents within Martin’s revenue process.

**2.** Develop an E-R diagram for this process.

**3.** With a particular DBMS in mind, design the tables for this revenue process. Note that

you will need tables for each resource, event, and agent, as well as tables for each

many-to-many relationship.