$QuoteDate	QuoteDate		Date the quote was issued
$QuoteNumber	QuoteNumber		Quote number
$EffectiveDate	EffectiveDate		Effective date of quote
$Contact	Contact		Who the quote is addressed to (usually a first name / last name), could also be the contact Name for an RGA if the drip is associated with an RGA. If no quote or RGA is related to the drip, the name of the Person specified is used.
$TitleContact	TitleContact		Title Firstname Lastname, eg: Mr. Bob Smith
$ShippingDate	ShippingDate		As shown on quote. Ie – "one week"
$ShipVia	ShipVia		Ship via from Quote, or if not specified in quote, from Customer record
$FOB	FOB		FOB from quote or if not specified, from customer record
$Terms	Terms		Terms from quote or if not specified, from customer record
$CreditLimit	Credit Limit		Dollar amount of credit allowed
$DeliveryDay	Delivery day of week		Mon – Fri as shown in customer record
$SalesRepNumber	SalesRepNumber		From customer record
$SalesPerson	SalesPerson		Sales person or rep name from Salesman account associated with customer
$SalesRepAddress1	SalesRepAddress1		from Salesman record
$SalesRepAddress2	SalesRepAddress2		from Salesman record
$SalesRepCity	SalesRepCity		from Salesman record
$SalesRepState	SalesRepState		from Salesman record
$SalesRepZip	SalesRepZip		from Salesman record
$SalesRepCSZ	SalesRepCSZ		formatted City-State-Zip from Salesman record specified in customer record
$SalesRepCountry			The name of the country the sales rep is located in. Country is already included in SalesRepCSZ if needed.
$SalesRepPhoneAC	SalesRepPhoneAC		The salesman telephone area code
$SalesRepPhone	SalesRepPhone		The salesman telephone number

$SalesRepFaxAC	SalesRepFaxAC		The salesman fax area code
$SalesRepFax	SalesRepFax		The salesman fax telephone number
$SalesRepEmail	SalesRepEmail		The salesman email
$CustomerNumber	CustomerNumber		Customer Number
$CustomerName	CustomerName		Customer Name from customer record
$Address1	Address1		First address line from quote or if NA, from customer record
$Address2	Address2		Second address line from Quote or if NA, from customer record
$CityStateZip	CityStateZip		Formatted City, State Zip Code from 1) Quote, or 2) RGA or 3) Person or 4) Customer
$City	City		from 1) quote document or 2) person or 3) customer record
$State	State		from 1) quote document or 2) person or 3) customer record
$Zip	Zip		from 1) quote document or 2) person or 3) customer record
$CompleteAddress	Complete address		Formatted mailing address
$PhoneAC	PhoneAC		Phone area code from 1) person or 2) customer record
$Phone	Phone		Phone number from 1) person or 2) customer record
$Ext	Ext		Extension from person record
$FaxAC	FaxAC		Fax area code from 1) person or 2) customer records
$Fax	Fax		Fax number from 1) person or 2) customer records
$CellAC	CellAC		Cell area code from person record
$Cell	Cell		Cell number from person record
$email	email		Email address from person record
$DefaultBuyerName	DefaultBuyerName		from customer record
$DefaultBuyerEmail	DefaultBuyerEmail		from customer record
$LastPurchaseDate	LastPurchaseDate		Date of last purchase from customer record. Requires importing sales history
$LastQuote	LastQuote		Date of last quote from customer record

$today	Today		Today's date in format MM/DD/YY
$LongToday	LongToday		Today's date in format **mmmmmmmmm dd, yyyy**
$Time	Time		Time the document was generated in format: **HH:MM XM**
$MilitaryTime	MilitaryTime		Time the document was generated in military time format: ie 23:30
$FirstName	FirstName		First name of the People record associated with this drip
$LastName	LastName		Last name of the People record associated with this drip
$Contact	Contact		Who the quote is addressed to (usually a first name / last name), could also be the contact Name for an RGA if the drip is associated with an RGA. If no quote or RGA is related to the drip, the name of the Person specified is used.
$TitleContact	TitleContact		Title Firstname Lastname, eg: Mr. Bob Smith
$Salutation	Salutation		Preferred way to address the person. Eg - what would follow DEAR _____ Examples might be "John" or "Ms. Smith" or "Dr. Jones". This is specified in the People record.
$Position	Position		Person's title at company. eg- "Vice President of Engineering"
$CreatorName	CreatorName		The name of the user who initiated this drip as listed in the program user file
$CreatorInitials	CreatorInitials		The initials of the user who initiated this drip as contained in the program user file