



## C.M.C. ORDER ENTRY SYSTEM

### FACT SHEET

1. **System is menu driven - errors are easily corrected - has detailed documentation.**
2. **Has look-up - user function keys - on screen help - dial-up support**
3. All reports can be customized by the user (O.D.B.C.) or C.M.C.'s Staff.
4. **Has many user configurable options for reports, with multi-state, multi-company consolidation.**
5. **Data is easily transferred to Spreadsheets and Laptops without rekeying.**
6. Spreadsheet export allows easy creation of special reports and graphs.
7. **Portable software - operates on MS-DOS, Windows, Windows 95, SCO, AIX, Novell, and others.**
8. The system is multi-company, multi-location with many intercompany functions.
9. Source Code is available. Inclusion files are used to store customized programs.
10. Audit trails for security. (Who made changes to data or master records, from what device, and when).
11. Built in system control options customize **C.M.C.'s** Order Entry System to your needs.
12. Stores product price on product master. Each customer, chain or group can have its own mark-up.
13. Stores market prices. Each customer, chain or group has its own mark-up.
14. Stores an many markets as needed by date. No need to switch prices at week end.
15. Level pricing allows mark-up by percent, customers or both to a user defined group of customers.
16. Special pricing stores price by customer, product and date. system "remembers" to use it on documents.
17. Special feature for multi-company users ensures identical customer and product records in all companies.
18. **Has very fast customer and product name "look-up" during Order Entry.**
19. "Frequent Product" feature allows for fast order entry on screen or on printed route sheets.
20. Includes customer credit limits for credit verifications at time of order entry (you can view aging).
21. Verifies product availability during order entry with stock-low or stock-out notification.
22. Warns operator if second order is started for same customer, same day. "Add to existing order?"
23. Option to store retail price for customer and **print** it on orders.
24. Automatically calculates sales taxes for state, county, and local levels (tax tables are configurable).
25. Shipping documents can be generated with or without prices or prices adjusted for summary billing.
26. **Pricing or re-pricing can be done automatically after the order has been entered.**
27. Has option for line item comments on orders, shipping/delivery instruction, and general remarks.
28. Global message prints on all documents. "Order now for the holidays."
29. Allows for multiple "ship to" addresses and temporary "ship to" addresses.
30. **Shippers/Invoices can be plain paper or pre-printed forms with up to 900 lines per document.**
31. Produces preliminary, adjusted and final truck route sheets with easy re-routing.
32. Accepts orders from Hand-Held and Laptop computers via telecommunications.
33. Allows key in of catch weights in totals or by case. Checks accuracy-user configured *min/max*.
34. Simple for beginning users fast for experienced users, works with **EDI**.

CHILSON'S MANAGEMENT CONTROLS, INC.  
9656 ARROW ROUTE STE. "L"  
RANCHO CUCAMONGA, CA 91730  
(909) 980-5338 (909) 987-3154 FAX

## C.M.C. ACCOUNTS RECEIVABLE SYSTEM

### FACT SHEET

1. **System is menu driven - errors are easily corrected - has detailed documentation.**
2. **Has look-up - user function keys - on screen help - dial-up support**
3. All reports can be customized by the user (O.D.B.C) or C.M.C.'s Staff.
4. **Has many user configurable options for reports, with multi-state, multi-company consolidation.**
5. **Data is easily transferred to Spreadsheets and Laptops without re-keying.**
6. Spreadsheet export allows easy creation of special reports and graphs.
7. **Portable software - operates on MS-DOS, Windows, Windows 95, SCO, AIX, Novell, and others.**
8. **The system is multi-company, multi-location with many intercompany functions.**
9. Source Code is available. Inclusion files are used to store customized programs.
10. Audit trails for security. (Who made changes to data or master records, from what device and when).
11. Built in system control options customize C.M.C.'s Accounts Receivable System to your needs.
12. Aging Report has six operator configurable aging limits that can be based on ship or invoice dates.
13. Includes daily, weekly, period, and year-end recommended procedures.
14. **Maintains detailed Invoice and Cash Receipt Histories with Reporting and Look-Up features.**
15. Verifies product availability during Order Entry with stock-low or stock-out notification.
16. **Has Salesperson and Broker features for tracking sales, margins, and paying commissions.**
17. Has cash collection report with four due dates for cash flow management.
18. Includes ad accrual fund calculation and administration by product and customer.
19. **Has extensive Margin Reports by customer, product, and invoice.**
20. Customer Margin Report options include: History, Salesperson, Agreement, Class.
21. Product Margin options include: History, Product Group, Brand, Category, Product Class, & Pricing Class.
22. Invoice Margin options are Dollars or Per Unit.
23. **Indepth sales analysis by customer and product is provided by the Sales Extract Program.**
24. Sales Extract reads both current and historical files to access sales data for any time period.
25. Instant Information - Sales reports available on all complete documents anytime.
26. Analysis Files can be created by G/L, Customer and Product Location, or by Product or Customer.
27. Analysis files can also be created by Geographical Code, Product Group Code and Customer Class.
28. **Password protected screen viewing of selected information is available for Executives, Sales, etc.**
29. You can view Customer, Chain, Product and Invoice Master Records, Standard Orders, & Special Pricing.
30. Automatically updates inventory for invoices, returns it for quantity reductions.
31. Tracks unfilled invoices. Tracks location and lot taken to fill invoices.
32. Cash receipts - very quick. Open items appear on screen. Forgiving, allows error correction.
33. **Cash receipts screen handles, invoice adjustments, overpayments, credit memos and shortweights.**
34. Detailed cash receipts report lists all transactions, reconciles to daily deposits..
35. Invoice generation automatically converts orders to invoices - document and date selection options.
36. Optional customer service charges and prompt payment discounts.
37. Defaults G/L accounts for nearly all transactions with optional operator override.
38. **Reports are run by date range - can be run at any time for any range of dates with existing data.**
39. No need to stop invoicing, cash receipts or other daily transaction to wait for period close.
40. G/L distribution report has date range and transaction type options - easy to find and fix errors.
41. Customer Inquiry - All stored invoices - window for line item detail - detailed payment information.

# C.M.C. ORDER ENTRY AND ACCOUNTS RECEIVABLE SYSTEM

## FACT SHEET

### PROOF LISTINGS

1. Customer Proof
2. Chain Store Proof
3. Shipping Document Proof
4. Invoice Proof (by type)
5. Bill To / Ship To Price Proof
6. Customer Routing Proof
7. Customer Codes Proof
8. Customer Price List Proof
9. Variance Price Proof
10. Pricing Proof Report
11. Standard Order Proof
12. Feature Price Proof
13. Special Price Proof
14. Level Pricing Proof
15. Matrix (Daily Market) Proof
16. Product Codes Proof
17. Global Message Proof

### OPERATING REPORTS

1. Customer Master Lists
  1. Customer Master List
  2. Chain Store Master List
  3. Customer Mailing Labels
  4. Chain Store Mailing Labels
2. Variance Price List
  1. Non-Chain Customers
  2. Chain Customers
  3. Both
3. Shipping Document Print
  1. Shipping Document Print (Plain Paper)
  2. Shipping Document Print (Forms)
4. Route Sheets
  1. Preliminary Route Sheets
  2. Adjusted Route Sheets
  3. Final Route Sheet
5. Product Master
6. Invoice Print
  1. Invoice Print (Plain Paper)
  2. Invoice Print (Forms)\*
    - . Select
    1. Invoices
    2. Service Charge Invoices
    3. Invoices & Service Charge Invoices
    4. Overpayments
    5. Credit Memos
7. Invoice Status Register
  1. Invoices
  2. Service Charge Invoices
  3. Invoices & Service Charge Invoices
  4. Overpayments
  5. Credit Memos
8. Customer Aging
9. Market Pricing
10. Cash Receipts Register
  1. Consolidated Cash Receipts - Detail
  2. Consolidated Cash Receipts - Totals
  3. Regular Cash Receipts Register
11. Product Sales Analysis
  1. Current Sales Analysis
  2. Unconsolidated Chain Sales Analysis
  3. Comparative Sales Analysis
12. Customer Sales Analysis
  1. Current Sales Analysis
  2. Comparative Sales Analysis
13. Salespersons Commission Report
14. Inventory Adjustment Report
  1. Customer Inventory
  2. Product Inventory
  3. Carton Inventory

## C.M.C. ORDER ENTRY AND ACCOUNTS RECEIVABLE SYSTEM

### FACT SHEET (con't)

#### OPERATING REPORTS (con't)

15. Distribution Report and G/L Journalbation
16. Customer Statements
17. Audit Trail Reports
18. Carton Inventory List
19. Inventory Interface Reports
  1. Pick Sheets (Document Detail)
  2. Pick Sheets (Summary **Only**)
  3. Invoice Inventory Report
20. Margin Analysis Reports
  1. Invoice Margin Report
  2. Invoice Per Unit Margins
  3. Customer Margin History
  4. Customer Margin By Salesperson
  5. Customer Agreement
  6. Customer Class
  7. Product Margin History
  8. Product Group Margin
  9. Product **Brand Margin**
  10. Product Category Margin
  11. Product Class Margin
  12. Pricing Class Margin
21. Summary Billing Reports
  1. Summary **Invoice** Print
  2. Billing Summary Report
  3. Week-Ending Invoice Summary
22. Sales Extract Reports
  1. Sales Analysis Extraction
  2. Sales Analysis By G/L **Location**
  3. Product Sales Analysis
  4. Product Sales by A/R Location
  5. Product Sales by Geo. Location
  6. Product Sales by Group Codes
  7. Customer Sales Analysis
  8. Customer Sales By A/R Location
  9. Customer Sales By Geo. Location
  10. Customer Sales By Salesperson
  11. Customer by Customer Class
23. Period Sales Analysis Reports
  1. Product Period Analysis
  2. Product Period Comparative
  3. Customer Period Analysis
  4. Customer Period Comparative
  5. Customer Period By Salesperson
24. Miscellaneous Reports
  1. Cash Collection Report
  2. Customer Exception Report
  3. Customer Volume Report
  4. Customer Velocity Report
  5. Invoice Amount Analysis
  6. Product Label Print
  7. Daily Shipping Document Register
  8. Ad Accrual Activity Report

#### INQUIRY FUNCTIONS

1. Customer Master Inquiry
2. Chain Master Inquiry
3. Product Master Inquiry
4. Invoice Master Inquiry
5. Standard Master Inquiry
6. Special Order **Inquiry**

"SOFTWARE AND HARDWARE FOR **EGGS AND POULTRY SINCE 1973**"

#### CALL FOR REFERENCES

Recommended Supplier: National Poultry Food Distributors, Assoc., IBM Business Partner, Member: U.S. Poultry and Egg Association, Pacific Egg and Poultry Assoc., (Board Member), American Feed Industry Assoc., American Society of Agricultural Consultants and other organizations.

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# What is EDI?

A means to communicate between companies from one computer to another via a standardized set of rules.

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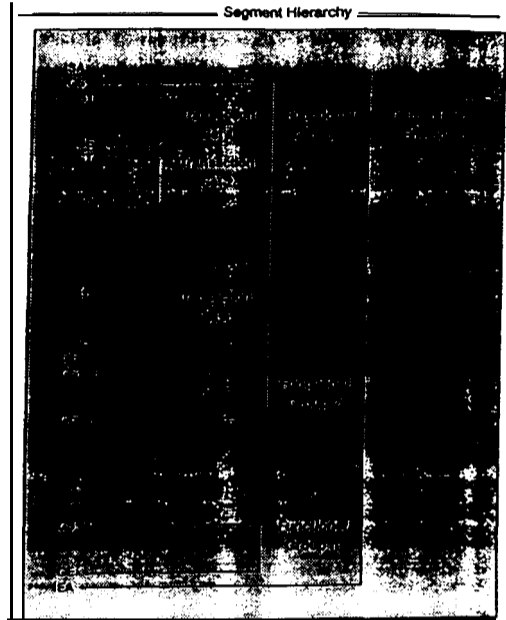
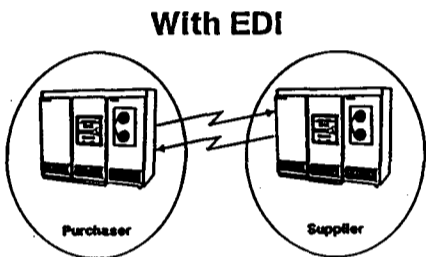
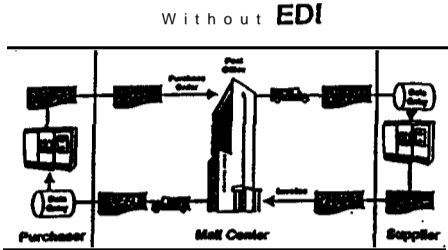


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Where did EDI come from?

- 1960's - Started in transportation industry.
- 1979 - ANSI formed the Accredited Standards Committee (ASC) X 12.
- USC, VICS EDI, WINS

## Electronic Data Interchange



```

--- LOG PRINT ---
Chilman's Management Controls, Inc.
Program edcl1e
Version 1.0a

10/14 14:33 LSW Deleted system log.
10/14 14:07 HSW Shutting down system ...
10/14 14:00 LSW Processing terminated!
10/14 14:00 LSW --- Ended translator processing ---
10/14 14:00 LSW Translator supervisor stopped.
10/14 14:00 LSW Processing terminated!
10/14 14:00 LSW --- Ended interpreter processing ---
10/14 14:00 LSW Interpreter supervisor stopped.
10/14 14:00 LSW Terminated log processing.
10/14 14:00 LSW Processing terminated!
10/14 14:00 LSW --- Ended log processing ---
10/14 14:00 LSW Log supervisor stopped.
10/14 14:00 HSW System shut down successfully.
10/15 07:29 LSW --- Begin log processing ---
10/15 07:29 LSW --- Begin interpreter processing ---
10/15 07:29 LSW --- Begin translator processing ---
10/15 14:00 CSUF --- Begin communication processing ---
10/15 14:00 CSUF Receiving envelopes from ABC Stores
(00128000000).
10/15 14:00 CSUF Receiving -> 'rcv14505'
10/15 14:00 CSUF
10/15 14:00 CSUF Executing user defined script: ABC Recv/Send EDI
10/15 14:00 CSUF 14:00:09 ***** 3780 LOGON *****
Tue Oct 13, 1996
10/15 14:00 CSUF ASCII/EBCDIC Table changed
10/15 14:00 CSUF Configuration changed to:
to: accl1abc.ovt
10/15 14:00 CSUF Running job file
'/u/edcl/walmart.cfg'
10/15 14:00 CSUF Running job file
'/u/edcl/14500.job'
10/15 14:00 CSUF 14:00:56 Command> EE /u/edcl/14500.job
10/15 14:00 CSUF 14:00:56 Command> #
10/15 14:00 CSUF 14:00:56 Command> # j_u00.r - This 37000line
script picks up EDI envelopes present
10/15 14:00 CSUF 14:00:56 Command> # in your mailbox at ABC.
10/15 14:00 CSUF 14:00:56 Command> #
10/15 14:00 CSUF 14:00:56 Command> # Dial ABC (IBM 3780
Bisynchronous - 9600 BPS Send Line)
10/15 14:00 CSUF 14:00:56 Command> #
10/15 14:00 CSUF 14:00:56 Command> AN 12613726415 T46
10/15 14:00 CSUF Tone Dialing
10/15 14:00 CSUF Tone Dialing 1
10/15 14:00 CSUF Telephone Connection
Complete
10/15 14:00 CSUF 14:03:00 Command> BRANCH NOT OK to 1500
10/15 14:00 CSUF 14:03:00 Command> #
  
```

- Reduces Manual Data Entry
- Reduces Mail Time
- Reduces Postage/Handling Costs
- Reduces Forms
- Reduces Labor Costs
- Reduces Order Cycle Time
- Increases Customer Service
- Improve8 Accuracy
- Reduces Lead Time
- Reduces Piling
- Reduces Inventory Carry Costs
- Reduces Data Entry Errors
- Important For JIT Manufacturing
- Increase8 Sales

CUSTOMER STATUS: ACTIVE ONLY

CUSTOMER	PHONE	FREQ	CUS CLS
COD8 STS ALPHA BILLING DATA	CONTACT #1	OVERPAYMENTS	SHIP.PRC
SHIPPING DATA	CONTACT #2	TOTAL OWED	INV.PRC
USE - SHIPPING INSTRUCTIONS	SALESMAN	CREDIT LIMIT	SRVXCRG
SUMMARY CUSTOMER FOB CODE A/R W C .	GEO WCATION	LAST PAY AMT	DYS.DUE
	START DATE	LAST PAY DAT	PAY.COD
	TAX STATUS	FED	STATE CNTY
	BID SHTS	PRC CD	AGREEMNT PRT
			CNTL
			STD.ORDRS
			INTR VNDR
			LOCAL
			OTHER INFORMATN
			RTE

501 A      ABC MARKETS      ABC MARKETS      (POP) 980-5338      .00      3      A      a 2 1

STORE 501      STORE 501      JAN YOUNG      2715.00      N      a 51

4367 WEST MAIN ST      4367 WEST MAIN ST      5000      Y      22-00-120120      2 7 1

SOUTHCOAST      CA SOUTHCOAST      CA RR      .00      30      0

45678-      45678-      CA      0/ 0/ 0      15      N      0

Y      05/26/1998      a      1      0

NON-TAXABLE      0      1      0      0

1 - DEST'N      Fax: POP) 980-5339

502 A      FOOD FOR BCD      FOODFORBCD      (POP) 980-5448      .00      3      A      a 2 2

STORE 502      STORE 502      FRANK SMITH      4892.25      Y      a 5 2

4367 WEST CENTRAL      4367 WEST CENTRAL      1500      Y      22-00-120120      a 7 a

SOUTHCOAST      CA SOUTHCOAST      CA RR      .00      30      0

45678-      45678-      CA      0/ 0/ 0      15      N      0

Y GO TO THE BACK DOOR AND RING THE BELL 3 TIMES.      05/26/1998      2      2      0

NON-TAXABLE      0      1      0      0

1 - DEST'N      Fax: 909) 980-5449

SO3 A      THE CDE MARKETS      THE CDE MARKETS      (SOS) 980-5333      .00      0      A      2 a3

STORE so3      STORE 503      TOM JONES      .00      Y      2 5 3

4000 WEST AVE      5500 WEST MAIN ST      0      Y      22-00-120120      a 7 3

SOUTHCOAST      CA SOUTHCOAST      CA RR      2538.00      10      0

45678-      45678-      CA      5/29/98      1      N      0

Y MAKE SURE TO PICK UP THE CHECK.      05/26/1998      a      3      0

NON-TAXABLE      0      1      0      0

1 - DEST'N      Fax: 909) 980-5334

SO4 A      BUY AND DEFINE MARKET      BUY AND DEFINE MARKET      (909) 980-4200      .00      3      A      2 a4

STORE 504      STORE 504      BILL REYNOLDS      5541.00      Y      2 5 4

5000 SOUTH MARKET ST.      5050 SOOTH MARKET ST.      SUSAN FRANC8      4500      Y      22-00-120120      2 7 4

SOUTHCOAST      CA SOUTHCOAST      CA RR      .00      30      0

45678-      45678-      CA      0/ 0/ 0      15      N      0

05/26/1998      a      2      0

NON-TAXABLE      0      1      0      0

1-DEST'N      Fax : 909) 980-4210

COMPANY : 22

SAMPLE EGG PRODUCER

ROUTE 1 FOR SATURDAY

CUSTOMER	STOP	ORDER	TYP	NAME & CONTACTS	PRODUCT	DESCRIPTION	QNTY. TYPE	QUANTITY	PRICE /	UNIT
501	1	NO CALL		ABC <b>MARKETS</b>	111120	SUNRISE AA JUMBO 1/a CASE	1/2 CASE	10.00	.00000	DOZ
	5/30/98	1031		4367 WEST <b>MAIN ST</b>	112120	SUNRISE AA EXLRQ 1/1 CASE	1/a CASE	20.00	.00000	wz
				<b>SOUTHCOAST</b>	CA 113120	SUNRISE AA <b>LARGE 1/2 CASE</b>	1/2 CASE	20.00	.00000	wz
				(SOS) <b>980-5338 JAN YOUNG</b>	114120	SUNRISE AA <b>MED. 1/1 CASE</b>	1/2 CASE	10.00	.00000	DOZ
					115110	SUNRISE <b>SMALL 1/2 CASE</b>	1/2 CASE	4.00	.00000	DOZ
								64.00		
502	a	CALL OUT		FOOD FOR <b>BCD</b>	111110	SUNRISE AA JUMBO CASE	CASE	10.00	.00000	DOZ
	5/30/98	1031		4367 WEST <b>CENTRAL</b>	111110	SUNRISE AA EXLRQ CASE	CASE		.00000	wz
				<b>SOUTHCOAST</b>	CA 111116	<b>EXL SUNRISE SIX PK CASE</b>	CASE	5.00	.00000	DOZ
				(909) <b>980-5448 FRANK SUITS</b>	112118	<b>EXL SUNRISE 18 PK CASE</b>	CASE	10.00	.00000	18
					113110	SUNRISE AA <b>LARGE CASE</b>	CASE		.00000	DOZ
					113210	<b>KROGER AA LARGE CASE</b>	CASE	50.00	.00000	wz
					114110	SUNRISE AA MEDIUM CASE	CASE		.00000	wz
					115110	SUNRISE AA <b>SMALL CASE</b>	CASE		.00000	DOZ
								75.00		
503	3	CALL IN		THE <b>CDE MARKETS</b>	111110	SUNRISE AA JUMBO CASE	CASE	5.00	.00000	wz
	5/30/98	1033		5500 WEST <b>MAIN ST</b>	111110	<b>KROGER AA JUMBO CASE</b>	CASE	5.00	.00000	DOZ
				<b>SOUTHCOAST</b>	CA 111111	SUNRISE AA <b>EXLG. BASKET</b>	BASKET		.00000	DOZ
				(SOS) <b>980-4112 TOM JONES</b>	112222	<b>KROGER AA EXLG. BASKET</b>	BASKET		.00000	DOZ
					113122	SUNRISE AA <b>LARGE BASKET</b>	BASKET		.00000	DOZ
					113222	<b>KROGER AA LARGE BASKET</b>	BASKET		.00000	DOZ
					114122	SUNRISE AA <b>MED. BASKET</b>	BASKET	10.00	.00000	DOZ
								10.00		
504	4	CALL OUT		BUY AND <b>DEFINE MARKET</b>	111110	SUNRISE AA JUMBO CASE	CASE		.00000	DOZ
	5/30/98	1034		5050 <b>SOUTH MARKET ST.</b>	111120	SUNRISE AA JUMBO 1/a CASE	1/a CASE		.00000	DOZ
				<b>SOUTHCOAST</b>	CA 111110	<b>KROGER AA JUMBO CASE</b>	CASE		.00000	DOZ
				(SOS) <b>980-4201 BILL REYNOLDS</b>	111220	<b>KROGER AA JUMBO 1/a CASE</b>	1/2 CASE		.00000	DOZ
				<b>SUSAN FRANCE</b>	111110	SUNRISE AA <b>EXLRG CASE</b>	CASE		.00000	wz
					112120	SUNRISE AA <b>EXLRG 1/2 CASE</b>	1/1 CASE		.00000	wz
					111110	<b>KROGER AA EXLRG CASE</b>	CASE		.00000	wz
					111110	<b>KROGER AA EXLRG 1/2 CASE</b>	1/2 CASE		.00000	DOZ
					113110	SUNRISE AA <b>LARGE CASE</b>	CASE		.00000	DOZ
					113110	<b>SUNRISE AA LARGE 1/2 CASE</b>	1/2 CASE		.00000	DOZ
					113110	<b>KROGER AA LARGE CASE</b>	CASE		.00000	wz
					113110	<b>KROGER AA LARGE 1/2 CASE</b>	1/1 CASE		.00000	DOZ
					114110	SUNRISE AA MEDIUM CASE	CASE		.00000	DOZ
					114120	SUNRISE AA <b>MED. 1/1 CASE</b>	1/2 CASE		.00000	DOZ
					115110	SUNRISE AA <b>SMALL CASE</b>	CASE		.00000	DOZ
					115120	<b>SUNRISE SMALL 1/2 CASE</b>	1/2 CASE		.00000	DOZ
								.00		
• ROUTE TOTALS •								159.00		

(Day/Route Sequence)

CUSTOMER	STOP	ORDER	TYP	NAME & CONTACTS	PRODUCT	DESCRIPTION	QNTY.	TYPE	QUANTITY	PRICE /	UNIT
501	1	NO CALL		ABC MARKETS	111120	SUNRISE AA JUMBO 1/2 CASE	1/2	CASE	10.00	1.06000	DOZ
	5/30/98	1031		4367 WEST MAIN ST	112120	SUNRISE Ah EXLRG 1/2 CASE	1/2	CASE	20.00	.94000	DOZ
				SOUTHCOAST	113120	SUNRISE hh LARGE 1/2 CASE	1/2	CASE	20.00	.81000	DOZ
				(909)980-5338 JAN YOUNG	114120	SUNRISE hh MED. 1/2 CASE	1/2	CASE	10.00	.66000	DOZ
					115120	SUNRISE SMALL 1/2 CASE	1/2	CASE	4.00	.46000	DOZ
						TOTAL:			64.00		
502	2	CALL OUT		FOOD FOR BCD	111110	SUNRISE AA JUMBO CASE		CASE	10.00	1.05750	DOZ
	5/30/98	1032		4367 WEST CENTRAL	112110	SUNRISE hh EXLRG CASE		CASE	30.00	.93750	DOZ
				(Call Day) 5 - THURSDAY SOUTHCOAST	112116	EXL SUNRISE SIX PK CASE		CASE	5.00	.96000	DOZ
				(909)980-5448 PRANK SMITH	112118	EXL SUNRISE 18 PK CASE		CASE	10.00	.96000	18
					113110	SUNRISE AA LARGE CASE		CASE	50.00	.80750	DOZ
					113210	KROGER hh LARGE CASE		CASE	50.00	.81000	DOZ
					114110	SUNRISE AA MEDIUM CASE		CASE	30.00	.65750	DOZ
					115110	SUNRISE hh SMALL CASE		CASE	10.00	.45750	DOZ
						TOTAL:			195.00		
503	3	CALL IN		THE CDE MARKETS	111110	SUNRISE AA JUMBO CASE		CASE	5.00	1.06000	DOZ
	5/30/98	1033		5500 WEST MAIN ST	112110	KROGER hh JUMBO CASE		CASE	5.00	1.06000	DOZ
				(Call Day) 5 - THURSDAY SOUTHCOAST	112122	SUNRISE AA EXLG. BASKET		BASKET	10.00	.94000	DOZ
				(909)980-5333 TOM JONES	112222	KROGER hh EXLG. BASKET		BASKET	10.00	.94000	DOZ
					113122	SUNRISE hh LARGE BASKET		BASKET	50.00	.81000	DOZ
					113222	KROGER Ah LARGE BASKET		BASKET	10.00	.81000	DOZ
					114122	SUNRISE hh MED. BASKET		BASKET	10.00	.66000	DOZ
						TOTAL:			100.00		
504	4	CALL OUT		BUY AND DEFINE MARKET	111110	SUNRISE AA JUMBO CASE		CASE	15.00	1.06000	DOZ
	5/30/98	1034		5050 SOUTH MARKET ST.	111120	SUNRISE AA JUMBO 1/2 CASE	1/2	CASE	10.00	1.06000	DOZ
				(Call Day) 5 - THURSDAY SOUTHCOAST	112120	KROGER AA JUMBO CASE		CASE	25.00	1.06000	DOZ
				(909)980-4200 BILL REYNOLDS	112220	KROGER hh JUMBO 1/2 CASE	1/2	CASE	10.00	1.06000	DOZ
				SUSAN FRANCE	112110	SUNRISE hh EXLRG CASE		CASE	25.00	.94000	DOZ
					112120	SUNRISE AA EXLRG 1/2 CASE	1/2	CASE	10.00	.94000	DOZ
					112210	KROGER AA EXLRG CASE		CASE	25.00	.94000	DOZ
					112220	KROGER hh EXLRG 1/2 CASE	1/2	CASE	10.00	.94000	DOZ
					113110	SUNRISE AA LARGE CASE		CASE	25.00	.81000	DOZ
					113120	SUNRISE hh LARGE 1/2 CASE	1/2	CASE	10.00	.81000	DOZ
					113210	KROGER hh LARGE CASE		CASE	25.00	.81000	DOZ
					113220	KROGER AA LARGE 1/2 CASE	1/2	CASE	10.00	.81000	DOZ
					114110	SUNRISE AA MEDIUM CASE		CASE	25.00	.66000	DOZ
					114120	SUNRISE hh MED. 1/2 CASE	1/2	CASE	10.00	.66000	DOZ
					115110	SUNRISE Ah SMALL CASE		CASE	10.00	.46000	DOZ
					115120	SUNRISE SMALL 1/2 CASE	1/2	CASE	10.00	.46000	DOZ
						TOTAL :			255.00		
12 ' . ROUTE TOTALS *									614.00		



SHIP

COMPANY: a 2

ARV35005 5 .1A

DAY	RTE	PRODUCT	DESCRIPTION	DOZER	1/2 CASE	CASE	BASKET	EACH	TOTE	POUND	BOX
7	2	111110	SUNRISE AA JUMBO CASE	.00	.00	30.00	.00	.00	.00	.00	.00
7	2	111120	SUNRISE AA JUMBO 1/2 CASE	.00	20.00	.00	.00	.00	.00	.00	.00
7	2	111210	KROGER M JUMBO CASE	.00	.00	30.00	.00	.00	.00	.00	.00
7	2	111220	KROGER hh JUMBO 1/2 CASE	.00	10.00	.00	.00	.00	.00	.00	.00
7	2	112110	SUNRISE AA EXLRG CASE	.00	.00	55.00	.00	.00	.00	.00	.00
7	2	111116	EXL SUNRISE SIX PK CASE	.00	.00	5.00	.00	.00	.00	.00	.00
7	2	112118	EXL SUNRISE 18 PK CASE	.00	.00	10.00	.00	.00	.00	.00	.00
7	a	112110	SUNRISE AA EXLRG 1/2 CASE	.00	30.00	.00	.00	.00	.00	.00	.00
7	2	112122	SUNRISE AA EXLG. BASKET	.00	.00	.00	10.00	.00	.00	.00	.00
7	2	112210	KROGER Ah EXLRG CASE	.00	.00	as.00	.00	.00	.00	.00	.00
7	2	112220	KROGER AA EXLRG 1/2 CASE	.00	10.00	.00	.00	.00	.00	.00	.00
7	2	112222	KROGER AA EXLG. BASKET	.00	.00	.00	10.00	.00	.00	.00	.00
7	2	113110	SUNRISE AA LARGE CASE	.00	.00	75.00	.00	.00	.00	.00	.00
7	2	113120	SUNRISE AA LARGE 1/2 CASE	.00	30.00	.00	.00	.00	.00	.00	.00
7	2	113122	SUNRISE AA LARGE BASKET	.00	.00	.00	50.00	.00	.00	.00	.00
7	2	113210	KROGER AA LARGE CASE	.00	.00	75.00	.00	.00	.00	.00	.00
7	2	113220	KROGER AA LARGE 1/2 CASE	.00	10.00	.00	.00	.00	.00	.00	.00
7	2	113222	KROGER Ah LARGE BASKET	.00	.00	.00	10.00	.00	.00	.00	.00
7	2	114110	SUNRISE AA MEDIUM CASE	.00	.00	55.00	.00	.00	.00	.00	.00
7	2	114120	SUNRISE AA RED. 1/2 CASE	.00	20.00	.00	.00	.00	.00	.00	.00
7	2	114122	SUNRISE AA MED. BASKET	.00	.00	.00	10.00	.00	.00	.00	.00
7	2	115110	SUNRISE AA SMALL CASE	.00	.00	20.00	.00	.00	.00	.00	.00
7	2	115120	SUNRISE SMALL 1/2 CASE	.00	14.00	.00	.00	.00	.00	.00	.00
ROUTE TOTALS				.00	144.00	380.00	90.00	.00	.00	.00	.00

DOCUMENTS SELECTED TO PROCESS ~ NEW, PRINTED,

SAMPLE EGG PRODUCER  
 555 WEST MAIN ST  
 RIVERSIDE, CA 85423

DOCUMENT #	1033
ROUTE #	2
DAY #	7
STOP #	3
SALESMAN:	RR
SHIP DATE	5/30/98

SHIP TO:  
 THE CDE MARKETS  
 STORE 503  
 5500 WEST MAIN ST  
 SOUTHCOAST

CUSTOMER #: 503  
 PHONE: (909) 980-4112  
 CONTACTS:  
 TOM JONES  
 REF.#:  
 TERMS: DUE IN 1 DAYS.

Quantity	Type	Product - Description	Units	Price	Extended
5.00	CASE	111110 SUNRISE AA JUMBO CASE	150.00	1.0600	159.00
5.00	CASE	111210 KROGER AA JUMBO CASE	150.00	1.0600	159.00
10.00	BASKET	112122 SUNRISE AA EXLG. BASKET	150.00	.9400	141.00
10.00	BASKET	112222 KROGER AA EXLG. BASKET	150.00	.9400	141.00
50.00	BASKET	113122 SUNRISE AA LARGE BASKET	750.00	.8100	607.50
10.00	BASKET	113222 KROGER AA LARGE BASKET	150.00	.8100	121.50
10.00	BASKET	114122 SUNRISE AA MED. BASKET	150.00	.6600	99.00

100.00

Totals For This Shipper:

1650.00

\$ 1428.00

	LEFT	RETURNED	SHIPPING INSTRUCTIONS: PICK UP CHECK TODAY.	G.LOC CA CLASS A CHARGE
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SAMPLE EGG PRODUCER  
 555 WEST MAIN ST  
 RIVERSIDE, CA 85423  
 (909) 980-5343

Invoice: 1033  
 Invoice Date: 5/30/98  
 Ship Date: 5/30/98

503  
 THE CDE MARKETS  
 STORE 503  
 4000 WEST AVE  
 SOUTHCOAST, CA. 45678

THE CDE MARKETS  
 STORE 503  
 5500 WEST MAIN ST  
 SOUTHCOAST, CA. 45678

Attn: TOM JONES

Ref:

Terms: DUE IN 10 DAYS

Quantity	Type	Product - Description	Units	Price	Extended
5.00	CASE	111110 SUNRISE AA JUMBO CASE	150.00	1.0600	159.00
5.00	CASE	111210 KROGER AA JUMBO CASE	150.00	1.0600	159.00
10.00	BASKE	112122 SUNRISE AA EXLG. BASKET	150.00	.9400	141.00
10.00	BASKE	112222 KROGER AA EXLG. BASKET	150.00	.9400	141.00
50.00	BASKE	113122 SUNRISE AA LARGE BASKET	750.00	.8100	607.50
10.00	BASKE	113222 KROGER AA LARGE BASKET	150.00	.8100	121.50
10.00	BASKE	114122 SUNRISE AA MED. BASKET	150.00	.6600	99.00
-----					
100.00	Totals For This Invoice:		1650.00	\$	1428.00
PALLETS		LEFT	RETURNED		
BASKETS		90.00	0		

\*\*\*\*\* PLEASE NOTE \*\*\*\*\*  
 -----  
 THANK YOU FOR YOUR BUSINESS  
 REMEMBER THE JULY 4TH SPECIAL

Please Reference Invoice Number On Payment. Thank You.

Billing Questions Or Problems, Call (909) 980-5343

COMPANY : 22

PERIOD 5/ 1/98 TO 5/31/98

PROCESSED (7 - ALL INVOICE TYPES)

CUSTOMER NAME	INVOICE	DATE	T/S	REFERENCE	ORIGINAL	PAYMENTS	CR.ADJST	DB.ADJST	FROM OVERPAY	CR.MEMO	BALANCE
501 ABC MARKETS	1026	5/28/98	I2		2715.00	.00	.00	.00	.00	.00	1715.00
	1031	5/30/98	I2		810.60	.00	.00	.00	.00	.00	610.60
<b>CUSTOMER TOTAL</b>					3525.60		.00	.00	.00		3525.60
502 FOOD FOR BCD	1027	5/28/98	I2		4892.25	.00	.00	.00	.00	.00	4892.25
	1032	5/30/98	I2		4748.35	.00	.00	.00	.00	.00	4748.35
<b>CUSTOMER TOTAL</b>					9640.50		.00	.00	.00	.00	9640.50
503 THE CDE MARKETS	1028	5/28/98	I3		2538.00	2538.00	.00	.00	.00	.00	.00
	1033	5/30/98	I2		1428.00	.00	.00	.00	.00	.00	1428.00
<b>CUSTOMER TOTAL</b>					3966.00		.00	.00	.00	.00	1428.00
						2538.00		.00			
504 BUY AND DEFINE MARKET	1029	5/28/98	I2		5541.00	.00	.00	.00	.00	.00	5541.00
	1034	5/30/98	I2		5541.00	.00	.00	.00	.00	.00	5541.00
<b>CUSTOMER TOTAL</b>					11082.00		.00	.00	.00	.00	11062.00
						.00		.00		.00	

CHAIN STORE OVERPAYMENTS :

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Total (I)nvoices:	28214.10		.00				.00				25676.10
Total (S)ervice Charges:	.00		.00			2538.00		.00		.00	.00
Total (O)verpayments:	.00		.00			.00		.00		.00	.00
Total (C)redit Memos:	.00		.00			.00		.00		.00	.00
Total chain Overpayments:	.00		.00			.00		.00		.00	.00
COMPANY TOTAL	28214.10		.00			2538.00		.00		.00	25676.10