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.
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.
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.
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) 980-6338 (909) 987-3154 FAX
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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.
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.
21. Product Margin options include: History, Product Group, Brand, Category, Product Class, & Pricing Class.
22. Invoice Margin options are Dollars or Per Unit.
23. In-depth 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 written 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 short weights.
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
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
14. Inventory Adjustment Report
    - 1. Customer Inventory
    - 2. Product Inventory
    - 3. Carton Inventory
C.M.C. ORDER ENTRY AND ACCOUNTS RECEIVABLE SYSTEM

FACT SHEET (cont’d)

OPERATING REPORTS (cont’d)

15. Distribution Report and G/L Journalization
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.
What is EDI?

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

Where did EDI come from?

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

Electronic Data Interchange

Without EDI

With EDI

Reduces Manual Data Entry
Reduces Mail Time
Reduces Postage/Handling Costs
Reduces Forms
Reduces Labor Costs
Reduces Order Cycle Time
Increases Customer Service
Improves Accuracy
Reduces Lead Time
Reduces Filing
Reduces Inventory Carry Costs
Reduces Data Entry Errors
Important For JIT Manufacturing
Increases Sales
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*ROUTE TOTALS* 159.00
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2 ROUTE TOTALS: 144.00 380.00 90.00

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100.00

Totals For This Shipper: 1650.00

$ 1428.00

LEAVE
RETURNED
PICK UP CHECK TODAY.

SHIPPING INSTRUCTIONS:

G.LOC CA CLASS A CHARGE
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<th>Type</th>
<th>Product - Description</th>
<th>Units</th>
<th>Price</th>
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100.00 Totals For This Invoice: 1650.00 $ 1428.00

**** 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
### INVOICE STATUS REGISTER

**COMPANY**: ABC

**PERIOD**: 5/1/98 TO 5/31/98

**PROCESSED (7 = ALL INVOICE TYPES)**

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<th>INVOICE #</th>
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<th>T/S</th>
<th>REFERENCE</th>
<th>ORIGINAL PAYMENTS</th>
<th>CR.ADJST</th>
<th>DB.ADJST</th>
<th>OVERPAY</th>
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**CHAIN STORE OVERPAYMENTS**

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

**COMPANY TOTAL**: 28214.10 | .00 | .00 | 25676.10