

# Order Entry Posting Screen

WEB - BRICKBLOCK - Order Entry-Posting-Enter Orders

**Add Mode**

**General** | Details | Line Items | Order Totals

Order Number: 93011-000  
 Stage: Ordered  
 Type: Stock Order  
 Customer Number: 5500

LUCK BUILDERS CORPORATION  
 P. O. BOX 29682  
 12000 WEST PATTERSON AVE  
 RICHMOND, VA 23242

Ship To: 4  
 Manual  
 LUCK BUILDERS CORPORATION  
 FIRST UNION BANK  
 2150 WEST RIVER ROAD  
 GREENSBORO, NC 25412

Approved: No  
 Requested Date: 050511  
 Reference: BANK JOB  
 PO Number: PER QUOTE  
 Pickup  
 Ship Via: 1 JOHN HARRIS  
 Shipping Instructions:  
 Zone: Z3 20-Mile Radius  
 Terms: 1 NET 30  
 Discount: .00 %  
 SalesRep: 1 MOTLEY  
 Invoice Number: 93011-000  
 Invoice Date:

Period 1: 17477.52  
 Period 2: .00  
 Period 3: .00  
 Period 4: .00  
 Period 5: .00  
 Service Charge: .00  
 Future Balance: .00  
 Balance Due: 17477.52  
 Ordered Balance: 34176.34  
 Net Balance: 51653.86  
 Credit Limit Remaining: 6653.86

**Customer Credit Limit Exceeded**

Ship To #	Address	City	State	Zip	Phone Number
1	HILTON HOTEL JOB	GLEN ALLEN	VA	23060	8042514521
2	BRIDLEWOOD/LOT23	MANAKIN SABOT	VA	23103	8047521452
3	HINKLE JOB	RUCKERSVILLE	VA	23665	8045582335
4	FIRST UNION BANK	GREENSBORO	NC	25412	9105563214
5	4000 TRAIL HIGHWAY	GLEN ALLEN	VA	23060	8047843335
6	LOT 13 BUILDER WAY	RICHMOND	VA	23242	8047843335
7	P. O. BOX 29682	RICHMOND	VA	23242	8047843335

Always Display Totals Tab:   
 Print Pick Ticket: 1  2   
 Print Invoice:   
 Print Acknowledgment:   
 Printers:  
 Pick Ticket 1: PG  
 Pick Ticket 2: PG  
 Invoice: EMAIL  
 Ack: EMAIL

Order Number	Order Type	Customer	Invoice Number	Total Weight [lb]	Order Total [\$]
93011-000	Stock Order	5500 - LUCK BUILDERS CORPORATION	93011-000		.00

Customer is selected along with "Job or ShipTo" from drop down lists

The delivery zone will default for the Customer / Job or can be entered manually. It can be used to compute a delivery charge or increase the price of the product being delivered. Also a "Pickup" box can be selected which can change the sales tax jurisdiction if required by your state.

Customer balance and aging are displayed if desired. The credit limit if utilized is checked.

The order entry process begins by selecting the type of order - Stock Order, Quote, Credit Memo, Direct Ship, etc and then choosing a customer and job if required from drop down lists. Defaults for the customer's terms, salesperson, zone and ship via will be filled along with their balance, aging and credit limit remaining if desired.

In addition, delivery instructions can be entered for this job and will be printed on each delivery ticket for this job to ensure that the drivers find the job site along with any special instructions requested.

# Order Entry Posting Screen - Entering Line Items

WEB - BRICKBLOCK - Order Entry-Posting-Enter Orders

**Add Mode**

General Details **Line Items** Order Totals

Line Number: 2

STOCK#: 36-09-558

QTY ORD: 4000

UNIT: EA

WHSE: 1

QTY SHIPPED: 4000.00

DESCRIPTION: MB HAMPTON BLEND  
STOCK-425 C, 85 S- 4.5LB

PRICE: .37000

DISC \$/ %: \$ .00000

COMM: \$ 5.78

SMN: 1

CAT: 111

TAX: Taxable

COST: .16358

SUB: N

PRODUCT: MOTLEY  
BRICK

Quantity On Hand: 52700.00  
Quantity Reserved: 32700.00  
Quantity Received: .00  
**Selling Net Available: 20000.00**  
Quantity On Order: .00  
Last PO Ordered: 03-12-11  
Lead Time [Days]:  
Next PO Due Date:

Base Quantity: 4000.00  
Base Unit: EA  
Extension: 1480.00  
Line Gross Profit [%]: 55.79  
Order Gross Profit [%]: 55.79

Stock# 36-09-558 is selected and a quantity of 4000 is entered. Pricing for this product is shown along with an extension of the amount - \$1,480.00

Always Display Totals Tab:

Print Pick Ticket: 1  2

Print Invoice:

Print Acknowledgment:

Printers:

Pick Ticket 1: PG

Pick Ticket 2: PG

Invoice: EMAIL

Ack: EMAIL

Line	STOCK #	DESCRIPTION	CAT	WHSE	QTY ORD	UNIT	QTY SHIPPED	COST	PRICE	DISC \$/ %	Extension
1	36-09-558	MB HAMPTON BLEND	111	1	4000.00	EA	4000.00	.16	.37000	.00000	1480.00
<b>Line Total:</b>											<b>1,480.00</b>

Order Number	Order Type	Customer	Invoice Number	Total Weight [lb]	Order Total [\$]
93011-000	Stock Order	5500 - LUCK BUILDERS CORPORATION	93011-000	18000.00	1588.80

The "selling net available" stock for this product is computed and displayed.

If desired, the gross profit per line item & for the total order are displayed

As line items are entered, the following information is displayed - Description of the item, Item price (which may be specific to this customer and/or job), Product category, Taxable flag and Cost (if you wish it to be displayed). Comment lines may be entered as well as line item notes if necessary.

The order total in dollars and weight will accumulate as additional lines are entered.

# Order Entry Posting Screen - Using The Quantity Configurator

The screenshot shows the iWEB - BRICKBLOCK interface. The main window is titled "iWEB - BRICKBLOCK - Order Entry-Posting-Enter Orders". It has tabs for "General", "Details", "Line Items", and "Order Totals". The "Line Items" tab is active, showing details for Line Number 2. The product is "MB HAMPTON BLEND" (STOCK-425 C, 85 S- 4.5LB) with a quantity of 4000 and unit EA. A "Quantity Configurator" window is overlaid on top, titled "iWEB - BRICKBLOCK - Queries-Inventory Control-Quantity Configurator". It shows the same product and quantity, but also displays suggested quantities: 4250 (10 cubes) and 4080 (9 cubes and 3 straps). The "Alt Sell - Quantity" field is set to 4000.00. A note at the bottom right of the configurator states "Note: Prices do not include freight." The main screen also shows a "Line Total" of 1,480.00 and order summary information at the bottom.

**Quantity Configurator**—with the simple click on an icon, the above “Quantity Configurator” box appears. It is used as follows:

Selling a quantity that is even cubes and or straps - for brick the configurator computes the number of cubes, straps and eachs required to complete the quantity requested by the customer. It then suggests a “new” quantity with an even number of cubes and / or straps. In the above example the customer is asking for 4000 brick . The configurator then suggests a quantity of 4250 (10 cubes) or 4080 (9 cubes and 3 straps) which is often the way you want to sell the product.

The configurator can also be used to compute the number of bricks or pavers required to cover an area or square feet. If a customer wants enough pavers to cover 2500 SQFT, then by entering 2500 in the “Alt Sell” field, the configurator will compute the quantity of pavers required.

# Order Entry Posting Screen - Entering Line Items

WEB - BRICKBLOCK - Order Entry-Posting-Enter Orders

**Add Mode**

General Details **Line Items** Order Totals

Line Number: 6  Manual

STOCK #:  PRICE: .00000

QTY ORD:  DISC \$/%: \$ .00000

UNIT:  COMM: \$ .00

WHSE:  SMN:  No Back Order:

QTY SHIPPED:  CAT:

DESCRIPTION:  TAX: Taxable

COST: .00000

SUB: N

**Line Added**

Quantity On Hand:

Quantity Reserved:

Quantity Received:

**Selling Net Available:**

Quantity On Order:

Last PO Ordered:

Lead Time [Days]:

Next PO Due Date:

Base Quantity:

Base Unit:

Extension:

Line Gross Profit [%]:

Order Gross Profit [%]: 42.04

Always Display Totals Tab:

Print Pick Ticket: 1  2

Print Invoice:

Print Acknowledgment:

Printers:

Pick Ticket 1: PG

Pick Ticket 2: PG

Invoice: EMAIL

Ack: EMAIL

Line	STOCK #	DESCRIPTION	CAT	WHSE	QTY ORD	UNIT	QTY SHIPPED	COST	PRICE	DISC \$/%	Extension
1	36-09-558	MB HAMPTON BLEND	111	1	4000.00	EA	4000.00	.16	.37000	.00000	1480.00
2	HOL8816	8X8X16 HOLLOW BLOCK	374	1	600.00	EA	600.00	1.16	1.41000	.00000	846.00
3	ROAN/BS	ROANOKE BUFF MORTAR "S"	240	1	40.00	BG	40.00	3.28	5.65000	.00000	226.00
4	COM BO	PLEASE COVER MORTAR			.00		.00	.00	.00000	.00000	.00
5	179	#179 LOMANCO FOUND.VENT	326	1	12.00	EA	12.00	5.21	10.00000	.00000	120.00
<b>Line Total:</b>											2,672.00

Order Number: 93011-000    Order Type: Stock Order    Customer: 5500 - LUCK BUILDERS CORPORATION    Invoice Number: 93011-000    Total Weight [lb]: 40232.04    Order Total [\$]: 2904.32

The above order has 4 line items plus a "comment line" (please cover mortar). The total of all lines in dollars and weight is displayed at the bottom. In addition the gross profit margin % is shown if desired.

The operator can easily make changes to any line item entered by selecting that line and adjusting quantities, prices, etc as needed.

# Order Entry Posting Screen - Freight & Pallet Reminders

WEB - BRICKBLOCK - Order Entry-Posting-Enter Orders

**Add Mode**

General Details **Line Items** Order Totals

Line Number: 6 Product: [dropdown]  
 Manual

STOCK #: [input] PRICE: .00000  
 QTY ORD: [input] DISC \$/%: \$ .00000  
 UNIT: [input] COMM: \$ .00  
 WHSE: [input] SMN: [input]  
 QTY SHIPPED: [input] CAT: [input] No Back Order:   
 DESCRIPTION: [input] TAX: Taxable  
 COST: .00000  
 SUB: N

**Line Added**

Quantity On Hand:  
 Quantity Reserved:  
 Quantity Received:  
**Selling Net Available:**  
 Quantity On Order:  
 Last PO Ordered:  
 Lead Time [Days]:  
 Next PO Due Date:

**?** This order does not contain freight.  
 Do you wish to continue without freight?

OK Cancel

**?** A Pallet? does not exist on this order.  
 Do you wish to continue without a Pallet??

OK Cancel

Always Display Totals Tab:   
 Print Pick Ticket: 1  2   
 Print Invoice:   
 Print Acknowledgment:   
 Printers:  
 Pick Ticket 1: PG  
 Pick Ticket 2: PG  
 Invoice: EMAIL  
 Ack: EMAIL

Line	STOCK #	DESCRIPTION	CAT	WHSE	QTY ORD	UNIT	QTY SHIPPED	COST	PRICE	DISC %/	Extension
1	36-09-558	MB HAMPTON BLEND	111	1	4000.00	EA	4000.00	.16	.37000	.00000	1480.00
2	HOL8816	8X8X16 HOLLOW BLOCK	374	1	600.00	EA	600.00	1.16	1.41000	.00000	846.00
3	ROAN/BS	ROANOKE BUFF MORTAR "S"	240	1	40.00	BG	40.00	3.28	5.65000	.00000	226.00
4	COM BO	PLEASE COVER MORTAR			.00		.00	.00	.00000	.00000	.00
5	179	#179 LOMANCO FOUND.VENT	326	1	12.00	EA	12.00	5.21	10.00000	.00000	120.00
<b>Line Total:</b>											2,672.00

Order Number: 93011-000 Order Type: Stock Order Customer: 5500 - LUCK BUILDERS CORPORATION Invoice Number: 93011-000 Total Weight [lb]: 40232.04 Order Total [\$]: 2904.32

In addition to totaling the order with sales tax if applicable, there are a number of other items that integraERP checks:

**FREIGHT** - there are multiple options regarding freight charges including flat rates per zone, variable rates based on the products being shipped and minimum freight charges. If an item on an order would normally have freight or a delivery charge and none is computed or entered a warning message will display.

**PALLET** - if an item is on an order that normally would include the use or sale of a Pallet, a warning can also appear.

**TICKETS** - from this screen a delivery ticket, quote, invoice or an acknowledgement can be printed, emailed or faxed.

# Order Entry Totals Screen - Credit Cards, Final Load & Signature Capture

WEB - BRICKBLOCK - Order Entry-Posting-Enter Orders

**Maintain Mode** **Header Maintained**

General  Details  Line Items  **Order Totals**

Order Discount .% .00 \$ .00  
 Total ..... 2877.60

Down Payment Cash... \$ .00 Tender Cash  
 Credit Applied ..... 0.00  
 Down Payment Credit Card... .00 Credit Card Payments

Amount Due ..... 2877.60  
 Cash Discount ..... \$ 7.02  
Credit Card

PO Number... PER QUOTE  
 Comment.....  
 Final Load...

**Addons:** Recalculate  
 FREIGHT  Taxable .00  
 B&B FRT  Taxable 72.00  
 INSURANCE  Taxable .00  
 RESTOCK  Taxable .00

**Sales Taxes:**  
 State..... 2 NC: 5.000% 133.60  
 County..... 0 : .000% .00  
 City..... 0 : .000% .00  
 Total Tax: 133.60

Commission: 5.78  
 Gross Margin [%]: 42.04  
 Available Credit Balance: .00  
 Pre-Authorized Amount: .00  
 Approved: No  
 Reference: BANK JOB  
 Terms: NET 30

Always Display Totals Tab:  
 Print Pick Ticket: 1  2   
 Print Invoice:   
 Print Acknowledgment:   
 Printers:  
 Pick Ticket 1: PG  
 Pick Ticket 2: PG  
 Invoice: EMAIL  
 Ack: EMAIL

Line	STOCK #	DESCRIPTION	CAT	WHSE	QTY ORD	UNIT	QTY SHIPPED	COST	PRICE	DISC %/%	Extension
1	36-09-558	MB HAMPTON BLEND	111	1	4000.00	EA	4000.00	.16	.37000	.00000	1480.00
2	HOL8816	8X8X16 HOLLOW BLOCK	374	1	600.00	EA	600.00	1.16	1.41000	.00000	846.00
3	ROAMBS	ROANOKE BUFF MORTAR "S"	240	1	40.00	BG	40.00	3.28	5.65000	.00000	226.00
4	COM BO	PLEASE COVER MORTAR			.00		.00	.00	.00000	.00000	.00
5	179	#179 LOMANCO FOUND.VENT	326	1	12.00	EA	12.00	5.21	10.00000	.00000	120.00
<b>Line Total:</b>											2,672.00

**Order Number** 93011-000    **Order Type** Stock Order    **Customer** 5500 - LUCK BUILDERS CORPORATION    **Invoice Number** 93011-000    **Total Weight [lb]** 40232.04    **Order Total [\$]** 2877.60

**CREDIT CARD**- if this customer wants to pay with a credit card, the Credit Card Payments option can be selected and the system will obtain authorization and approval from this screen.

**FINAL LOAD** - often there is a need to deliver a final or "finish up" load which may not be subject to a delivery charge. If the "Final Load" box is checked the minimum freight will not be calculated.

**SIGNATURE CAPTURE** - utilizing a signature pad attached to the PC, the persons signature can be captured at the time of pick up and it will be stored with the order. The signature can be viewed and/or printed as needed to confirm who picked up the order.

# Order Entry Special Functions—"Quick Ship"

Line	Quantity To Ship	Backorder	Ordered	Shipped	Unit	Product	Description
5	4000.00	<input type="checkbox"/>	4000.00	4000.00	EA	36-09-558	MB HAMPTON BLEND STOCK-425 C, 85 S- 4.5LB
10	600.00	<input type="checkbox"/>	600.00	600.00	EA	HOL8816	8X8X16 HOLLOW BLOCK T/90 SB/108 32 LB
15	40.00	<input type="checkbox"/>	40.00	40.00	BG	ROAN/BS	ROANOKE BUFF MORTAR "S" 40/PALL 75 LB
20	.00	<input type="checkbox"/>	.00	.00	COM		PLEASE COVER MORTAR
25	12.00	<input type="checkbox"/>	12.00	12.00	EA	179	#179 LOMANCO FOUND.VENT 12/BX ALUMINUM 2.67 LB
30	345.00	<input type="checkbox"/>	345.00	345.00	SQFT	PH/PAVER	PINE HALL BROWN PAVER COCOA FULL RANGE
35	5.50	<input type="checkbox"/>	5.50	5.50	TON	SAND	SAND
40	4.00	<input type="checkbox"/>	4.00	4.00	EA	503	MARSH.1/4 TUCK PT JOINTR
45	8.00	<input type="checkbox"/>	8.00	8.00	EA	36LWLINTEL	36" LIGHTWEIGHT LINTEL
50	4.00	<input type="checkbox"/>	4.00	4.00	EA	48LWLINTEL	48" LIGHTWEIGHT LINTEL

Line	Quantity To Ship	Backorder	Ordered	Shipped	Unit	Product	Description
5	.00	<input checked="" type="checkbox"/>	4000.00	4000.00	EA	36-09-558	MB HAMPTON BLEND STOCK-425 C, 85 S- 4.5LB
10	600.00	<input type="checkbox"/>	600.00	600.00	EA	HOL8816	8X8X16 HOLLOW BLOCK T/90 SB/108 32 LB
15	40.00	<input type="checkbox"/>	40.00	40.00	BG	ROAN/BS	ROANOKE BUFF MORTAR "S" 40/PALL 75 LB
20	.00	<input type="checkbox"/>	.00	.00	COM		PLEASE COVER MORTAR
25	.00	<input checked="" type="checkbox"/>	12.00	12.00	EA	179	#179 LOMANCO FOUND.VENT 12/BX ALUMINUM 2.67 LB
30	.00	<input checked="" type="checkbox"/>	345.00	345.00	SQFT	PH/PAVER	PINE HALL BROWN PAVER COCOA FULL RANGE
35	5.50	<input type="checkbox"/>	5.50	5.50	TON	SAND	SAND
40	.00	<input checked="" type="checkbox"/>	4.00	4.00	EA	503	MARSH.1/4 TUCK PT JOINTR
45	.00	<input checked="" type="checkbox"/>	8.00	8.00	EA	36LWLINTEL	36" LIGHTWEIGHT LINTEL
50	.00	<input checked="" type="checkbox"/>	4.00	4.00	EA	48LWLINTEL	48" LIGHTWEIGHT LINTEL

Many times there are multiple lines on an order (like the top screen above) and the customer only wants a few items shipped to start the job. Quick Ship allows the dispatcher or operator to quickly select the line items for this delivery by selecting them on this screen. The remaining items will be backordered and ready for the next delivery. For this initial delivery, only the Block, Mortar and Sand are selected as shown on the bottom screen.

## Order Entry Special Functions - "Brick Count"

★

○ Ship To Name

● Customer Number  Ship To Number

Stock#	Description	Qty Ordered	Qty Shipped	Qty Remaining
▶ 36-09-558	GS HAMPTON BLEND E/M	12325.00	0.00	12325.00
▶ HOL4416	4X4X16 HOLLOW ASHLAR BLK	200.00	200.00	0.00
▶ HOL8816	8X8X16 HOLLOW BLOCK	432.00	432.00	0.00
▶ ROAN/BS	ROANOKE BUFF MORTAR "S"	80.00	40.00	40.00

Often a request is made from the contractor or mason asking what has been delivered to a job. For these situations a Product Movement by Job or Brick Count inquiry was designed. The system will summarize shipments by product by customer and job. Above you see that (4) products were ordered for the Wells Fargo Bank Job. Of these, no brick has been delivered, all block has been delivered and a partial delivery of mortar had been made. The quantities ordered, shipped and remaining are clearly listed on the screen.

★

○ Ship To Name

● Customer Number  Ship To Number

Stock#	Description	Qty Ordered	Qty Shipped	Qty Remaining																																	
▶ 36-09-558	GS HAMPTON BLEND E/M	12325.00	0.00	12325.00																																	
▲ HOL4416	4X4X16 HOLLOW ASHLAR BLK	200.00	200.00	0.00																																	
	<table border="1"> <thead> <tr> <th>Order Number</th> <th>Type</th> <th>Stage</th> <th>Req Date</th> <th>Order Qty</th> <th>Ship Qty</th> <th>Units</th> <th>Warehouse</th> <th>Price Reference</th> <th>SalesRep</th> <th>PO Number</th> </tr> </thead> <tbody> <tr> <td><u>1392622-000</u></td> <td>SO</td> <td>INV</td> <td>09-10-11</td> <td>200.00 *</td> <td>200.00</td> <td>EA</td> <td>1</td> <td>1.15 BANK JOB</td> <td>1</td> <td>WFB112RT</td> </tr> <tr> <td colspan="11" style="text-align: center;">1 - 1 of 1</td> </tr> </tbody> </table>	Order Number	Type	Stage	Req Date	Order Qty	Ship Qty	Units	Warehouse	Price Reference	SalesRep	PO Number	<u>1392622-000</u>	SO	INV	09-10-11	200.00 *	200.00	EA	1	1.15 BANK JOB	1	WFB112RT	1 - 1 of 1													
Order Number	Type	Stage	Req Date	Order Qty	Ship Qty	Units	Warehouse	Price Reference	SalesRep	PO Number																											
<u>1392622-000</u>	SO	INV	09-10-11	200.00 *	200.00	EA	1	1.15 BANK JOB	1	WFB112RT																											
1 - 1 of 1																																					
▶ HOL8816	8X8X16 HOLLOW BLOCK	432.00	432.00	0.00																																	
▶ ROAN/BS	ROANOKE BUFF MORTAR "S"	80.00	40.00	40.00																																	

If more details are needed, the operator can drill down to see the Order#, Date and details of that delivery. For additional detail, a drill down is available by selecting the Order# and a complete view of the entire order is presented on the screen. This functionality answers many questions and saves an enormous amount of time over the traditional method of manually reviewing delivery tickets for a job or running a report.

# Order Entry Special Functions - Run# Tracking

WEB - SOFTWARE ENTERPRISES - Purchase Orders-Posting-Receiving

Maintain Mode

Header Line Items

Line Number: 1

Product: PHCOL  
Description: PH COLONIAL  
Warehouse: 1  
Order Quantity: 8500.00  
Order Unit: EACH  
Received Quantity: 0.00  
Exception Quantity:   
Weight: 0.00  
Reference:   
Vendor Product: PHCOL  
Cost Basis: Each  
Back Order:

Base Quantity: 8500.00  
Base Unit: EACH  
Cost: .23500  
Order-For Number:   
Run: 091211T 8500.00 Add  
Code:   
Runs Entered:

Run# tracking can be selected by individual product or stock item. If you choose to track Run#s, they are normally assigned when a purchase order is received. The above PO was issued for 8500 of product# PHCOL - when received the Run# of "091211T" was assigned to this receipt and integraERP will track the available quantity and to what customer and Job the Run#s were delivered.

Product Number	Description	Whse	Net Avail	On Hand	Reserved	Committed	Received	In Transit
PHCOL/091511L	PH COLONIAL	1	24650.00	24650.00	.00	.00	.00	.00
PHCOL/091411G	PH COLONIAL	1	12325.00	12325.00	.00	.00	.00	.00
PHCOL/091211T	PH COLONIAL	1	8500.00	8500.00	.00	.00	.00	.00

When using Run#s, the product inquiry screen will display all Run#s available for that product. For this product PHCOL, there are 3 Run#s in stock each with different quantities available.

# Order Entry Special Functions - Run# Tracking Continued

WEB - SOFTWARE ENTERPRISES - Order Entry-Posting-Enter Orders

Maintain Mode

General Details **Line Items** Order Totals

Line Number: 6  Manual

STOCK #: PHCOL/091211T PRICE: .29500

QTY ORD: 425.00 DISC \$/%: \$ .00000

UNIT: EACH COMM: \$ .00

WHSE: 1 SMN: 1 MOTLEY

QTY SHIPPED: 425.00  No Back Order CAT: 111 BRICK

DESCRIPTION: PH COLONIAL TAX: Taxable COST: .23500

**Line Added - Run Changed**

Quantity On Hand: 8500.00  
 Quantity Reserved: 425.00  
 Quantity Received: .00  
**Selling Net Available: 8075.00**  
 Quantity On Order: .00  
 Last PO Ordered: 09-23-11  
 Lead Time [Days]:  
 Next PO Due Date:

Product Number	Description	Whse	Net Avail	On Hand	Reserved	Committed	Received	In Transit
PHCOL/091511L	PH COLONIAL	1	24650.00	24650.00	.00	.00	.00	.00
PHCOL/091411G	PH COLONIAL	1	12325.00	12325.00	.00	.00	.00	.00
PHCOL/091211T	PH COLONIAL	1	8500.00	8500.00	.00	.00	.00	.00

Base Quantity: 425.00  
 Unit: EACH  
 Price: 125.38

Print Pick Ticket: 1  2   
 Print Invoice:

Line	STOCK #	DESCRIPTION	CAT	WHSE	QTY ORD	UNIT	QTY SHIPPED	COST	PRICE	DISC %	Extension
5	PHCOL	PH COLONIAL	111	1	425.00	EACH	425.00	.23	.29500	.00000	125.38
6	PHCOL/091211T	PH COLONIAL	111	1	425.00	EACH	425.00	.23	.29500	.00000	125.38

When orders are entered for Run# products, the Run# can be assigned at entry time, which directs the yard to pull or load a particular Run# or the Run# can be added once the yard indicates which Run# was loaded for this delivery. In order entry, the Run#s can be displayed so the dispatcher or operator can select or verify the Run# for this delivery. That information is stored with the order so when more PHCOL is needed for this Job, a quick inquiry will show what Run was utilized.

## Order Entry Special Functions - Prompt Pay Cash Discounts by Product

Getting paid promptly is imperative for proper cash flow in today's environment. A traditional step to help in this area is offering prompt pay cash discounts such as 2% 10 Net 30. The difficulty with this approach is the fact that you are offering the same 2% on all products which have a wide range in gross margin. Standard software allows a prompt pay discount but it applies that same discount to all items on an invoice. integraERP allows 6 different methods of prompt pay discounts:

- Customer & Job by Product
- Customer & Job by Product Category
- Customer by Product
- Customer by Product Category
- Customer Type by Product Category
- Customer Type with Quantity Breaks

By utilizing this feature in integraERP, the discount can vary by customer and product which allows you to tailor the discount as needed. In the example below Luck Builders gets 2% on Brick, 10% on Mortar and 12% on Block.

★ Add Mode					
Type	4. Customer By Product Category				
Warehouse	1 NORFOLK YARD				
Customer Number	5500 LUCK BUILDERS CORPORATION				
Beginning Product Category	111 BRICK ★ Add Mode	Type	4. Customer By Product Category		
Ending Product Category	111 BRICK	Warehouse	1 NORFOLK YARD		
Discount Percentage	.02	Customer Number	5500 LUCK BUILDERS CORPORATION		
		Beginning Product Category	240 MORTAR ★ Add Mode	Type	4. Customer By Product Category
		Ending Product Category	240 MORTAR	Warehouse	1 NORFOLK YARD
		Discount Percentage	.10	Customer Number	5500 LUCK BUILDERS CORPORATION
				Beginning Product Category	374 BLOCK
				Ending Product Category	374 BLOCK
				Discount Percentage	.12

With this feature, integraERP will calculate different prompt pay discounts for each category and summarize them on the invoice. You could also setup a scenario where a customer normally receives a discount, but due to pricing on a particular job, you are not offering a discount. This can be accomplished in integraERP as well.

## Order Entry Special Functions - Product Allocation forecasting

iWEB - SOFTWARE ENTERPRISES - Queries-Order Entry-Product Allocation Forecasting

Product Number	PH/MODULAR	Warehouse		Type	All
Description	PH MODULAR BRICK OVERSIZE BURGUNDY	Unit Of Measure	EACH	On Hand	65000.00
		On Order	18700.00	In Transit	
		Reserved	89900.00	Received	.00
		On Hand + Received	65000.00		

  

PO Order	OE Order	WT Order	Type	Stage	Name	Date	Warehouse	Quantity	UOM	Total Change	Quantity	Running Available
	<u>1392630-000</u>		SO	ORD	LUCK BUILDERS CORPORAT	09/23/11	1	17000.00-	EACH		17000.00-	48000.00
	<u>1392625-000</u>		SO	ORD	TIDEWATER CONSTRUCTION	09/26/11	1	8500.00-	EACH		8500.00-	39500.00
	<u>1392626-000</u>		SO	ORD	CUSTOM MARBLE, INC.	09/29/11	1	5100.00-	EACH		5100.00-	34400.00
	<u>1392627-000</u>		SO	ORD	LUCK BUILDERS CORPORAT	10/12/11	1	19350.00-	EACH		19350.00-	15050.00
	<u>1392628-000</u>		SO	ORD	ABC MASONRY	10/27/11	1	18700.00-	EACH		18700.00-	3650.00-
<u>91-00</u>			PO	ORD	PINEHALL BRICK	11/02/11	1	18700.00	EACH		18700.00	15050.00
	<u>1392629-000</u>		SO	ORD	TIDEWATER CONSTRUCTION	11/07/11	1	12750.00-	EACH		12750.00-	2300.00
	<u>1392631-000</u>		SO	ORD	ABC MASONRY	11/16/11	1	8500.00-	EACH		8500.00-	6200.00-

It is difficult to manage inventory availability when there are a number of orders for a product with varying delivery dates. If you were to perform an inventory inquiry on the above product PH/MODULAR it would display the following:

<b>On-Hand</b>	<b>65000</b>	<b>(physical count on the yard)</b>
<b>Reserved</b>	<b>89900</b>	<b>(orders in the system to be delivered)</b>
<b>On Order</b>	<b>18700</b>	<b>(purchase orders in the system that have not been received)</b>
<b>Selling Net Available</b>	<b>24900-</b>	

This information is important but it does not provide the data you need to make decisions about upcoming deliveries and promises you may have made regarding delivery dates. The Product Allocation Forecasting screen above presents a detailed analysis for a particular product with a "Running Available" column. It sorts all sales orders and purchase orders for this product by date providing a running or available product quantity as deliveries are made and purchase orders are received. In this example you will see that the delivery for ABC Masonry on 10/27/11 cannot be accomplished since your On-Hand inventory will go negative after the previous delivery. That delivery cannot be made until at least 11/01/11 when PO# 91 for 18,700 arrives. As a result of reviewing this information the salesperson or dispatcher can react and contact ABC Masonry and re-schedule a delivery, call Pine Hall and speed up the PO delivery or reduce the quantity for Luck Builders (the delivery before ABC) to cover what is needed.