

ProTrac

Distribution
Software for Hard
Goods
Distributors

Written For
Small to Mid - Sized
Companies
who
have to compete with
larger wholesalers
in their marketplace



In distribution, Profits are earned or lost a few pennies at a time.

Today's economy insists that you reduce:

- The amount of inventory on hand
- The number of hours it takes the process and bill orders
- The number of days to pay a customer invoice
- The cost of doing business
- Expenses

The most important thing that a wholesaler can do to maintain profitability is to eliminate:

- Non Revenue Producing Transactions** in the Buy Store Sell Pick Ship and Bill process— These are transactions which do not add any profit, just take away precious percentage points of profit.

In the first scenario a customer calls and asks:

- Do you have the product that I want?
- What is my Price?
- When can it be delivered?

That is where the speed of ProTrac's Order Entry gives your counter the power to respond quickly.

- **Note: The search for the Milwaukee V 28 Hammer Drill, on the next page, was done with a Product Line search.**

The customer is looking for a Hammer Drill to use on the construction site. The counter finds a **Milwaukee V28 Hammer Drill**— and ProTrac displays the following screen

Price Lookup Browse TST ProTrac(R) 8.21.03 MDC invbrw04

Acct#: 14THST01 14TH STREET CONSTRUCTION Index: Item Body

P/L-Item#: MLT 0724-24 14THST01's Price: 409.50 /

Description: V28-HAMMER DRILL Alt Item:

OEM#: You may need to go to the vendor's Web Site to see a pix of this item. All is available from

UPC: Notes:

Web Site: <http://www.milwaukeetool.com/webapp/wcs/stores/servlet/EndecaSearchResultsView?sid=10A98935D61Dstor>

P/L	Item Number	Description	VBO+OnOrd + AO OnOrd	CBO + AO BO	QtyAvail	List Price	/	
MLT	0724-24	V28-HAMMER DRILL	10	0	1	450.00		
MLT	0729-21	CORDLESS BAND SAW	0	0	21	372.70		
MLT	0730-22	V 28 6 1/2" CIRCULAR SAW	10	0	32	148.00		
MLT	0779-22	V 28 1/2" IMPACT WRENCH	0	0	46	243.50		
MLT	Many of our distributors use this as their start screen. From here you can look up inventory, Prices, Accounts Receivable, Multiple locations, Open Purchase Orders, do a product search by product or class of the item. You can also handle a lost sale or start a sales order.						185.00	
MLT							250.00	
MLT							140.00	
MLT							498.00	
MLT	202-20	V 1200 magnum 3/8" Cordless	0	0	41	150.00		

F5/Srch Class AcctNo Prices Index MLoc NSLost SLost AddOrd PO's Exit

ESC=Exit F9=Invoice/Item History

Enter data or press ESC to end.

The first line of the above screen shows that the V28 Hammer drill has **“one”** available and **“10 “ on order** from the vendor.

IN COMING PO'S: If the customer wanted two of these units, the counterman would click on the **PO's Button** and the next screen would be displayed. The line shows that the receiver would be arriving on **Feb 26**. If a **Back Order** was created, when the receiver hit the back dock an Automated Pick Ticket would be created and the product would be picked, shipped and billed.

TST-PO Item No Search

PO Item No Search TST ProTrac(R) 8.21.03 MDC invsrch

Item Number: MLT 0724-24

Whse	P/L	Item Number	PO #	S	Vend #	Exptd Date	Order Qty	Recvd Qty	BOrd Qty	Canceled
TST	MLT	0724-24	907	O	100	02/26/2010	10	0	0	0

ProTrac displays the single PO that has this item coming in on February 26. There are no Back Orders for this product so all 10 would be available for this customer when they arrived. Back Order: If a unit was put on back order. When the product arrived the warehouse or OE could generate the pick tickets for the back orders manually or automatically.

Before Back Ordering the Hammer Drill the counterman would select the **Multiple Location Button** and ProTrac would display how many of these units are in the remote branches. The product can be shipped to via a **ProTrac Branch Transfer** or you can have the branch **Drop Ship** the unit to your customer. Either way ProTrac will maintain control over the transaction, the inventory, and update cost to the correct location.

TST-Multi-Store Lookup
Multi-Store Lookup TST ProTrac(R) 8.21.03 SS invloc2a

Item: MLT 0724-24 Stocked: Yes
Description: V28-HAMMER DRILL

Store	Qty Avail	On Order	VBO	CBO	List	Price A	Price B	/
Store 1	1	10			450.00	427.00	414.00	
Store 2	3				450.00	435.00	420.00	
Store 3	2				450.00	420.00	418.00	

In Order Entry the inventory position of multiple stores/locations can be displayed. Note the sales price does not have to be the same in every store. That is a management decision.

Sales History

	CurrPeriod	LastPeriod	YTD	LYTD	LastYear
Unit sales	2	3	2		6
\$ Sales	840.00	1258.00	840.00		1680.00

Note: Last period was the last quarter of 2009

Serial# Exit

The Unit Sales and and dollar sales represent the sales of the hi-lited branch

The counter can also ensure that this is the unit the customer wants by selecting the Web Address of the product. The Picture from the Web Page is displayed for the counterman.


Notes: **Web Search in Order Entry**

Web Site: <http://www.milwaukee.com/webapp/wcs/stores/en/fetEndecaSearchResultsView?sid=10A98935D61Dgtor>

Web Search in Order Entry
To ensure that this is the drill the customer wants, the counter can click on the URL above and be taken directly to the vendor's Web site for this tool

The Pictures on this page came from Milwaukee Tools Web Site. The Picture can also reside on a drive on your server.

V28™ CORDLESS 1/2 IN. HAMMER-DRILL KIT



- Brochure
- Owner's Manual
- MSDS
- Product Video
- Related Articles
- Service Parts List
- Warranty

RELATED PRODUCTS

- V28™ Work Light
- 20 Piece Titanium Drill Bit Set
- 5 Piece 3-Flat Secure-Grip™ Hammer-Drill Bit Set

FEATURES

- Revolutionary 28 Volt Lithium-Ion Technology
- 1/2 in. all-metal, single-sleeve, ratcheting chuck with all carbide jaws
- 600 in. lbs. of maximum torque
- Exclusive Clip-Lok™ System

Continuing on with the order:

Information that a customer would ask includes the last time they bought the unit and how much they paid. ProTrac displays that information. To display all pricing click the Price button and the price screen is displayed.

TST-Price Lookup Browse

Price Lookup Browse TST ProTrac(R) 8.21.03 MDC invbrw04

Acct#: 14THST01 14TH STREET CONSTRUCTION Index: Item Body

P/L-Item#: MLT 0724-24 14THST01's Price: 409.50 /

Description: V28-HAMMER DRILL Alt Item:

Stockd: Yes Reord Qty: 1 On Hand: 1

OEM#: BinLoc: CC 101 StdPk: EA StdPk Qty: 1

UPC: Last Purch: 01/23/2009 - Qty: 1 @ \$409.50 /

Notes:

Web Site: <http://www.milwaukeeetool.com/webapp/wcs/stores/servlet/EndecaSearchResultsView?sid=10A98935D61D&stor>

P/L	Item Number	Description	VBO+OnOrd + AO OnOrd	CBO + AO BO	QtyAvail	List Price	/
MLT	0724-24	V28-HAMMER DRILL	10	0	1	450.00	
MLT	0729-21	CORDLESS BAND SAW	0	0	21	372.70	
MLT	0730-22	V 28 6 1/2" CIRCULAR SAW	10	0	32	148.00	
MLT	0779-22	V 28 1/2" IMPACT WRENCH	0	0	46	243.50	
MLT	108-30	1/4" DRILL COMMERCIAL	0	0	30	185.00	
MLT	135-75	RECIPROCATING SAW	0	0	24	250.00	
MLT	2-5-4-300	1/2" COMMERCIAL DRILL	0	0	29	140.00	
MLT	201-30	DRILL ROTARY HAMMER	0	0	10	498.00	
MLT	202-20	V 1200 Magnium 3/8" Cordless	0	0	41	150.00	

F5/Srch Class AcctNo 9)Prices Index MLoc NSLost SLost AddOrd PO's Exit

Note: The last time this customer purchased this item and what he paid for the unit is displayed.

On the next display all of the pricing that is available for this unit is displayed

Price List

P/L-Item#: MLT 0724-24

CO Disp: 0.00

This display shows all prices for this product. The customer's default price is 427.50. ProTrac has a Price ID file where management has as special price for this customer on this item and it would over-ride the default price.

Price Level	Price	Margin%
Avg Cst	230.1667	0.00
COOP	432.00	47.92
Customer Default Price Level	427.50	47.37
Customer P/L Discount by Item No	409.50	45.05
LGE MFG	362.90	38.00
List	450.00	50.00
LVL 1A	427.50	47.37
LVL 2A	425.25	47.09
LVL 3A	423.00	46.81
PRICE A	427.50	47.37
PRICE B	414.00	45.65
PRICE C	375.00	40.00
SML MFG	351.56	36.00
SPEC	375.00	40.00

Customer's Default Price Level: PRICE A

The Next Screen shows that the V 28 was selected and put onto the order. This was done by simply clicking the (Add ORD) button. The display on the next page is the actual sales order.

Note:
The above screen and all of this information is available on any line of the sales order. At any time in Order Entry, by selecting the F8 key this Price and Browse screen is displayed.

The **MLT 0724-24** is now on the order. If another person was looking to sell this unit, ProTrac would show that there was none available for sale at this branch.

As soon as you put an item on a sales order, ProTrac removes that unit from the availability field in inventory. This is another way that the control of inventory is taken care of by ProTrac on every level.

Product Line Search
Milwaukee Tool Products can be set up with multiple Product Lines. **MLT = Milwaukee Tool. MLP = Milwaukee Parts. MLS = Milwaukee Supplies**

Generic Product Line

For products which are not vendor specific, like **Black Pipe. You might assign all Black Pipe to Product Line BP**

ORDER ENTRY

For the next line on the order the counterman just keys in **MLT** and ProTrac displays all of the **MLT Product Line. The MLT 400-30 Hammer Drill** is put onto the sales order.

TST-POS Part 2
POS Part 2 TST ProTrac(R) 8.21.03 MDC pos0009

Acct No: 14THST01 Phone: (972)963-5689 Order No: 4573 Order Type: P
Name: 14TH STREET CONSTRUCTION Ship Name: 14TH STREET AIRCRAFT

P/L	Item Number	Description	T	Qty	SellPrice /	CoreSell	Extended	T
MLT	0724-24	V28-HAMMER DRILL	S	1	409.50	0.00	0.00	N

ProTrac has put the item on the sales order with a Quantity of "1". When the enter key is selected ProTrac will accept this line and go to the next line of the sales order.

The next line will display the power of our Product Line (P/L). A Product Line can be for a vendor or it might be for a generic type of product. ProTrac has a Product Line, Class, and Sub Class to help you price and find items.

Line: 1 Of: 1 Sub Tot: 0.00 Tax: 0.00 Total: 0.00
Desc: V28-HAMMER DRILL Wght: 0.00
List: 450.00 Notes: N Last Purchase: 01/23/09 - Qty: 1 @ 409.50
Stocked: Yes QOH: 1 AVAIL: 1 CM%: 0.00
QOO :10 VBO: 0 CBO: 0

TAB/BACK-TAB=Navigate, F8=Item Browse

Enter the order quantity. Enter=Process,Esc=Cancel

TST-POS Part 2
POS Part 2 TST ProTrac(R) 8.21.03 MDC pos0009

Acct No: 14THST01 Phone: (972)963-5689 Order No: 4573 Order Type: P
Name: 14TH STREET CONSTRUCTION Ship Name: 14TH STREET AIRCRAFT

P/L	Item Number	Description	T	Qty	SellPrice /	CoreSell	Extended	T
MLT	0724-24	V28-HAMMER DRILL	S	1	409.50	0.00	409.50	N
MLT			S	1	0.00	0.00	0.00	N

Line: 2 Desc: List: 0.00

Partial Search Results

P/L-Item#: MLT

ProPL	ProItem	CustPL	CustItem	Description	QtyAvail
MLT	0779-22			V 28 1/2" IMPACT WRENCH	46
MLT	100-30			1/4" DRILL, COMMERCIAL	30
MLT	125-75			RECIPROCATING SAW	24
MLT	2-154-300			1/2" COMMERCIAL DRILL	29
MLT	200-30			SMALL ROTARY HAMMER	10
MLT	202-20			V 1200 magnum 3/8" Cordless	41
MLT	254-121365-FGD			3/4" HAND DRILL	54
MLT	2610-24			M18 18VXC High Capacity	33
MLT	2610-26			POWER SAW, CORDED	24
MLT	2611-24			M 18 1/2" HAMMER DRILL	2
MLT	3000-1			1 1/2 IN RT ANGLE DRILL KIT	48
MLT	31100-20			1/4" CORDLESS DRILL	29
MLT	400-30HAMMER			14.4 1/2" HAMMER DRILL	13
MLT	44406-1			SC: MLT0244-1 CORDLESS D	1

Only the Product Line (MLT) was keyed on this line, with no item #. ProTrac displays a list of products in this Product line. You can scroll up and down. The MLT 400-30 Hammer Drill was put on the order

TAB/BACK-TA Show only stocked items SPO

Enter data or press ESC to end.

SEARCHING FOR A MODEL NUMBER

A Counterman may only know a portion of a model number. For the next line of the sales order, only a partial item number is keyed in the model number field. No Product Line or Description is keyed. The OE person puts 2610 and ProTrac then displays all of the items that have 2610. They select the one that they want and put it onto the sales order.

The screenshot shows the TST-POS Part 2 interface. At the top, it displays 'POS Part 2', 'TST', 'ProTrac(R) 8.21.03', 'MDC', and 'pos0009'. Below this, it shows account information: 'Acct No: 14THST01', 'Phone: (972)963-5689', 'Order No: 4573', and 'Order Type: P'. The name is '14TH STREET CONSTRUCTION' and the ship name is '14TH STREET AIRCRAFT'.

P/L	Item Number	Description	T	Qty	SellPrice /	CoreSell	Extended	T
MLT	0724-24	V28-HAMMER DRILL	S	1	409.50	0.00	409.50	N
MLT	400-30HAMMER	14.4 1/2" HAMMER DRILL	S	2	473.10	0.00	946.20	N
	2610		S	1	0.00	0.00	0.00	N

The 'Partial Search Results' dialog box is open, showing a search for 'P/L-Item#: 2610'. It lists several items with their descriptions and quantities available:

ProPL	ProItem	CustPL	CustItem	Description	QtyAvail
MAP	2610-00			120 Volt 24 Hour Timer	3
MAP	2610-20			208/240 Volt 24-Hr Timer	0
MLT	2610-24			M18 18V XC High Capacity	33
MLT	2610-26			POWER SAW, CORDED	24
SGS	26100			SN-53M C BUR	0
SGS	26103			SN-53M D/C C BUR	0
TIM	26100			TIMKEN ROLLER BEARING	0
TIM	26100 90051			TIMKEN ROLLER BEARING	0
TIM	26100 CL3			TIMKEN ROLLER BEARING	0

A tooltip is visible over the '2610-26' item, stating: 'This line starts with a partial item #. If the OE person does not know the product line but knows a piece of the item number they would key that number in and ProTrac would display all items with that Number.'

At the bottom of the dialog, there is a checkbox for 'Show only stocked items' and a button labeled 'SPO'. The main window also shows 'Line: 3', 'Desc:', and 'List: 0.00'.

SERIALLY CONTROLLED UNITS:

MLT 2610-26 is tagged as a serially controlled unit. As soon as it was selected for sale the **Question Box** appears to ask if you want to record the Serial Number.

If you say yes the Serial Number input box appears and 3 serial numbers are keyed. The Serial numbers will appear directly under the line on the pick ticket and **invoice**.

The 'Question' dialog box asks: 'Record serial number(s)?' with 'Yes' and 'No' buttons.

The 'Serial Number' dialog box shows the item number 'MLT 2610-26', order number '4573', line number '3', contact 'JOHN MILLARD', and phone '(972)963-5689'. It contains a table for entering serial numbers:

Seq#	Serial Number	Receipt Number
1	225648	
2	226598	
3	225695	

Below the table, a note states: 'These serialized units can be located by looking for the item, the serial number or they can be found under John Millard's name.'

At any time, you can search for Serial numbers by the number, by the customer, by the item number, and by John Millard. They are all associated with this serial number.

SEARCH BY A WORD IN A 180 CHARACTER DESCRIPTION

The next line on the sales order shows searching for a **word or in the item description**,

No Product Line, No Item Number are required

The product being searched for is a **Rip Saw Blade**.

The words **rip and saw** are keyed and ProTrac displays on the screen, every item that has **Rip and Saw** in its description. If **12"** would have been keyed, then only two units would have been displayed.

TST-POS Part 2
 POS Part 2 TST ProTrac(R) 8.21.03 MDC pos0009
 Acct No: 14THST01 Phone: (972)963-5689 Order No: 4573 Order Type: P
 Name: 14TH STREET CONSTRUCTION Ship Name: 14TH STREET AIRCRAFT

P/L	Item Number	Description	T	Qty	SellPrice /	CoreSell	Extended	T
MLT	0724-24	V28-HAMMER DRILL	S	1	409.50	0.00	409.50	N
MLT	400-30HAMMER	14.4 1/2" HAMMER DRILL	S	2	473.10	0.00	946.20	N
MLT	2610-26	POWER SAW, CORDED	S	3	256.50	0.00	769.50	N
		rip saw	S	1	0.00	0.00	0.00	N

The next line search is started in the description. The words Rip Saw were keyed and the enter key. ProTrac takes the OE person into a description search of the 180 character description field in the system.

Desc: List: 0.00 Notes: N

TST-Class Search
 Class Search TST ProTrac(R) 8.21.03 MDC posb002
 P/L: AMA RB-1020 Stocked: Yes
 Description: 10" EURO RIP SAW BLADE
 Full Description
 Class: P/L:
 SubClass: Year:
 Description: rip saw

P/L	Item Number	Description	ClassCode	Sub Class	Available	Your Price /
AMA	RB-1020	10" EURO RIP SAW BLADE	INDSTR		19	79.33
AMA	RB-1020-30	10" EURO RIP SAW BLADE	INDSTR		19	79.33
AMA	RB-1224	12" EURO RIP SAW BLADE	INDSTR		17	105.93
AMA	RB-1224-30	12" EURO RIP SAW BLADE	INDSTR		19	105.93
AMA	RB-1428	14" EURO RIP SAW BLADE	INDSTR		19	128.73
AMA	RB-1628	16" EURO RIP SAW BLADE	INDSTR		19	130.63

ProTrac displays every item in the system that has the words rip and saw in the description. If "12" had been keyed then ProTrac would only display the two blades with "12" in the description. ProTrac also has a Wild Card Search for a partial Name followed by and Asterisk. ie Blade searched for with a Bla* would bring up all iterations of that word.

TAB/BACK-TAB=Navigate, CURSOR

Enter a description for this item

Description Search Options
If the Rip Saw Blade comes from multiple vendors.

You could restrict this product display to a specific **Vendor, Product line, Class, or Sub-Class**. Depending on how you asked for the product display, ProTrac would vary the units displayed to meet your requirements.

Partial Word Search: If you were looking for a Blade, you could key bla*. This WILD CARD search will bring up every product with "bla" in its description. You can have multiple WILD CARD searches in a single search.

TST-POS Part 2

POS Part 2 TST ProTrac(R) 8.21.03 MDC pos0009

Acct No: 14THST01 Phone: (972)963-5689 Order No: 4573 Order Type: P

Name: 14TH STREET CONSTRUCTION Ship Name: 14TH STREET AIRCRAFT

P/L	Item Number	Description	T	Qty	SellPrice /	CoreSell	Extended	T
MLT	0724-24	V28-HAMMER DRILL	S	1	409.50	0.00	409.50	N
MLT	400-30HAMMER	14.4 1/2" HAMMER DRILL	S	2	473.10	0.00	946.20	N
MLT	2610-26	POWER SAW, CORDED	S	3	256.50	0.00	769.50	N
CAE	0586862E	2-1/8" 135 DEG SPLIT POINT	S	1	7.68	0.00	7.68	N

The customer wants to know how much he has paid for these drill bits in the past. The last time he bought them was in Sept of 09. ProTrac has a purchase Verify in Order Entry that displays every time someone purchased a product for any length of time.

Line: 4 Qty: 4 Sub Tot: 2,125.20 Tax: 0.00 Total: 2,132.70

Desc: 2-1/8" 135 DEG SPLIT POINT AIRCRAFT RH TURN Wght: 10.00

List: 9.06 Notes: N Last Purchase: 09/17/09 - Qty: 5 @ 7.68

Stocked: Yes Next Qty Brk: 5 @ 7.52

TST-Purch Verify

Purch Verify TST ProTrac(R) 8.21.03 MDC posb001

Account#: 14THST01 14TH STREET CONSTRUCTION How many days back?: 300 Process

Item#: CAE 0586862E Desc: 2-1/8" 135 DEG SPLIT POINT

Invoice #	Invoice Date	PO Number	Order No	P/L	Item Number	TC	Qty Shp	Sell Price	Ext Price
2382	08/17/2009	456	4382	CAE	0586862E	S	50	8.15	407.50
2397	09/17/2009	3345	4501	CAE	0586862E	S	5	7.68	38.40

PURCHASE VERIFY IN ORDER ENTRY
The customer wants to know what he has paid for this item in the past. The last time he bought it is always displayed. ProTrac has a Purchase Verify (In Order Entry) which shows every time the customer has purchased an item in any given period of time, including the order number, PO Number, invoice date, invoice, qty shipped, sell price, and extended price.

F5/Srch AcctNo Print Exit

ESC=Exit F5=Search

Press F12 to export browse data to Excel.

Price List

P/L-Item#: CAE 0586862E

SO Dep 0.00

Without leaving Order Entry this display can be brought up so that all of the pricing and Qty based pricing can be shown

Price Level	Price	Margin%
Avg Cst	5.2542	0.00
COOP	8.09	44.00
Customer Default Price Level	7.68	41.02
Customer Item Qty Break Level - 5	7.52	39.76
Customer Item Qty Break Level - 10	7.25	37.52
Customer Item Qty Break Level - 20	7.07	35.93
LGE MFG	7.95	43.02
List	9.06	50.00
LVL 1A	7.81	42.00
LVL 2A	7.68	41.02
LVL 3A	7.61	40.47
PRICE A	7.68	41.02
PRICE B	7.81	42.00
PRICE C	7.68	41.02

Customer's Default Price Level: PRICE A

PRICE DISPLAY IN ORDER ENTRY

Note Lines: Below the description on the above order screen there is a button for NOTES. After the line has been put on the order, you can select the (N) key and an 180 character window will open. The note that you key, will stay with the line through the Pick Ticket and Invoicing. (Example on next page)

ProTrac has another note field in the item file. This note field is used for any kind of warning or information that has to stay with the item through invoicing. See Note box drop down on the next page

This order is now done and ready to be sent to the warehouse for picking. Depending on how you use the Pick Ticket, it can be priced or not priced.

TST-POS Part 2

POS Part 2 TST ProTrac(R) 8.21.03 MDC pos0009

Acct No: 14THST01 Phone: (972)963-5689 Order No: 4573 Order Type: P

Name: 14TH STREET CONSTRUCTION Ship Name: 14TH STREET AIRCRAFT

P/L	Item Number	Description	T	Qty	SellPrice /	CoreSell	Extended	T
MLT	0724-24	V28-HAMMER DRILL	S	1	409.50	0.00	409.50	N
MLT	400-30HAMMER	14.4 1/2" HAMMER DRILL	S	2	473.10	0.00	946.20	N
MLT	2610-26	POWER SAW, CORDED	S	3	256.50	0.00	769.50	N
CAE	0586862E	2-1/8" 135 DEG SPLIT POINT	S	1	7.68	0.00	7.68	N

POS/OE Line Notes

Item #: CAE 0586862E

Notes: This is a note that is attached to the pick ticket and on the invoice. There are 4 lines of 30 Characters each line.

Line: 4 Of: 4 Desc: 2-1/8" 135 DEG List: 9.06

Save Cancel Finish

F2=Finish Order Options

Enter the line note or ? for standard notes.

Contact: JOHN MILLARD Phone: (972)963-5689 Ship Via: Customer Pickup Time: Picked:

Sls Rep: Bud Sls ID: MDC

Line	P/L	Item No	Description	Bin Location	On Hand	Qty To Pick	Picked Qty	Order Qty
4	CAE	0586862E	2-1/8" 135 DEG SPLIT POINT AIRCRAFT RH TURN 1/2" SHNK W HEAT DISP REMOVE TITINIUM RIVETS		141	1		1
This is a note that is attached to the pick ticket and on the Invoice. There are 4 lines of 30 Characters each line.								
3	MLT	2610-26	POWER SAW, CORDED 18V XC High Capacity LITHIUM-I		24	3		3
S#: 225648 S#: 226598 S#: 225695								
2	MLT	400-30HAMMER	14.4 1/2" HAMMER DRILL		13	2		2
1	MLT	0724-24	V28-HAMMER DRILL	CC 101	1	1		1

P I C K I N G S L I P

FREEDOM DISTRIBUTION INC P.O. Box 538 SoldTo: 14THST01 14TH STREET CONSTRUCTION

02/11/2010
PAGE: 2
PO#: 4573
ORD#: 4573

of items to pick 7 7

Total Weight: 10.00
Total Volume: 0.00

***** END PICK ITEMS *****

Picked By: _____

This Pick ticket was generated with up to 180 characters of description to ensure that the right product is picked and shipped.

These are Serial Numbers which were keyed onto the sales ticket.

If you use Bins the Pick Ticket could print in Bin # sequence

After the items are picked and the picker signs the document, it is sent into Accounting for invoicing. A delivery ticket can also be printed for this order.

TST-POS Order Browse

POS Order Browse TST ProTrac(R) 8.21.03 MDC pos1003

Search:

Order#	Account#	Sta	SlsID	Rep1	Order Date	ShipTo Name	Invoice#	InvoiceDate	Order Total	Cmp	C
4573	14THST01	O	MDC	BUD	02/11/2010	14TH STREET AIRCRAFT			2,140.38	16	1
4569	AC01	O	MDC	SUE	02/10/2010	R&C FLORAL DESIGN 1			2.50	ARZ	R
4555	14THST01	O	MDC	BUD	12/18/2009	14TH STREET AIRCRAFT			443.03	16	1
4553	R1CRN01	O	MDC	SUE	11/24/2009	R 1 CANMAN FLORAL			16.28	ARZ	R
4551	R1FLORL	O	MDC	SUE	11/24/2009	R1 FLORAL DESIGN			139.70	ARZ	R
4550	R.J.B01	O	MDC	JON	11/24/2009	R.J. BIRDWELL			42.25	ARZ	R
4548	R.J.B01	O	MDC	JON	11/24/2009	R.J. BIRDWELL			149.20	ARZ	R
4547	R1FLORL	H	MDC	SUE	11/24/2009	R1 FLORAL DESIGN			840.48	ARZ	R
4546	R1CRN01	O	MDC	SUE	11/24/2009	R 1 CANMAN FLORAL			368.52	ARZ	R
4542	32ND01	B	MDC	MDC	11/17/2009	32ND ST. CONSTRUCTION			0.00	ARZ	3
4540	14THST01	B	MDC	BUD	11/17/2009	14TH STREET AIRCRAFT			0.00	16	1
4522	14THST01	O	MDC	BUD	10/13/2009	14TH STREET AIRCRAFT			5.03	16	1

Order Type: POS Quote Transfer Work Order

Order Status: All Open Ordered BackOrd Hold All Invoiced

Sort/Srch By: Order# Acct# SalesID ShipName Job# CustPO Req Date Category

F5/Srch Exit

ESC=Exit

Press the F12 key to export the order data to Excel.

The pick ticket has been sent into accounting for invoicing. Accounting would display this screen which has all open orders.

Every order open or closed can be displayed from this screen along with every back order or quote. The orders and quotes can also be searched for, by SR, Customer, Acct #, job, Required Date, and or category

The Browse Screen above is the place to review any invoice open or closed, open orders, or quote for as long as you have had the system. You can find a closed invoice and send a copy to a customer and it looks just like it did when you sent it the first time, except that it will say "REPRINT" on the resent document.

SOLD TO: 14TH STREET CONSTRUCTION
7415 W TEXAS AVE
GRAND PRAIRIE TX 75050

SHIP TO: 14TH STREET AIRCRAFT
Dept 0414
GRAND PRAIRIE TX 75050

JOHN MILLARD PH: (972)963-5689
FAX: (972)963-2245 I N V O I C E

PL	ITEM NUMBER	DESCRIPTION	ORDER	SHIP	B/O	YOUR PRICE	EXT AMOUNT
MLT	0724-24	V28-HAMMER DRILL	1	1		409.50	409.50N
MLT	400-30HAMMER	14.4 1/2" HAMMER DRILL	2	2		473.10	946.20N
MLT	2610-26	POWER SAW, CORDED 18V XC High Capacity L S#: 225648 S#: 226598 S#: 225695	3	3		256.50	769.50N
CAE	0586862E	2-1/8" 135 DEG SPLIT AIRCRAFT RH TURN 1/2" SHNK W HEAT DISP REMOVE TITINIUM RIVETS	1	1		7.68	7.68N

This is a note that is attached to the pick ticket and on the Invoice. There are 4 lines of 30 Characters each line.

THANK YOU FOR YOUR PURCHASE
OUR NEW HOURS ARE 7:00AM TO 5:30PM

Pay \$2097.72 if paid by 02/22/10. Total due by 03/14/10.

WEIGHT:	10.00	TAXABLE:	.00	SUB TOTAL:	2132.88
TENDER:	.00	CH NON-TAX:	2140.38	TAX:	.00
CHANGE:	.00	LABOR:	.00	Delivery:	.00
		FUEL SURCHG:	7.50	INV TOTAL:	2140.38

RECEIVED BY _____

TST TST

The note stayed with the item on the invoice

You may not charge a Fuel Surcharge, but you might charge a delivery fee, which is something that you decide when you set up the system.

This Invoice can be as simple as this plain invoice or it can be an Electronic Invoice that is on the next page. The invoice can be faxed or Email to the customer. This reduces the cost of mailing and handling your invoices. It also eliminates postage. An invoice costs .85 cents when you figure the form, stuffing, handling, and postage.

This wraps up this document on Order Entry.

The best way to understand the speed of keying an order and or searching for an item to put on the order is see a **live demonstration via the Internet.**

A four line order with searches can be processed and printed on the pick ticket in under two minutes.

When the order is complete, your inventory has been updated and your pricing for this customer is correct. A pick ticket is ready to be printed as is an invoice.

Back Orders.

Our **Order, Back Order and Purchasing Modules** work together so that the back ordered item is ordered and shipped to your customer.

ProTrac ensures that the customer would be billed for the back order, when it was shipped

Your Logo would be printed here
ABC SUPPLY COMPANY
ST. LOUIS, MO 64116
314-698-63259

KAPPEL ELECTRIC 11650 WILES RD CORAL SPRINGS, FL 33076		VISTA BELLA MDL "D" 33076	
Contact: GEORGE BRENEL	Phone: (954)695-5689	Terms Code: 2% 10 NET30	Customer PO: MDC
Special Instructions:		Ship Via:	Tax Exempt No:
Customer Pickup:		Ship To:	

PL	Item Number	Description	Quantity Ordered	Quantity B/O	Quantity Shipped	Sell Price	Ext Price	T
PRC	P0302-33	ENTRY LIGHT	1	0	1	53.00	53.00	Y
PRC	P0502-33	ENTRY LIGHT	1	0	1	53.00	53.00	Y
PRC	P0601-33	COACH LITE	2	0	2	90.00	180.00	Y
PRC	P0601-33	COACH LITE	3	0	3	90.00	270.00	Y
PRC	P7100-30	GARAGE LIGHT	2	0	2	26.00	52.00	Y
PRC	P7103-30	GARAGE FLUORENT, CLEAR WRAPAR	3	0	3	25.60	76.80	Y
PRC	P7103-30	GARAGE FLUORENT, CLEAR WRAPAR	1	0	1	25.60	25.60	Y

THIS IS AN ELECTRONIC FORM WHICH COMES DIRECTLY FROM PROTRAC. NO ADDITIONAL INVOICE FORMS TO BUY OR STORE

Non-Tax Total	0.00	Sub Total	710.40
Taxable Total	710.40	Misc Charges:	0.00
		Discount:	0.00
		Tax:	95.90
		Freight:	0.00
		Invoice Total:	806.30

X _____
 Thank You

ProTrac provides the wholesaler with a Business Model that brings order to the Buy, Store, Sell, Pick, Ship, Bill, and Replenish cycle.

- If inventory control is not working
- If pricing is a laborious process
- **Then Order Entry Grinds to a halt**
- If Orders do not get out in a timely basis
- If the Invoices are not paid promptly
- **AR totals are too high**
- If Purchasing is hand writing PO's
- If Price updates are manual

Then the company is possibly taking a 3% hit on its profits from every sales dollar

