

2013

# Floral Supply Purchasing for the Cut Flower Wholesaler

With ProTrac your Floral Supply Buyer does not need to depend on walking the stacks,

handwritten notes, or justifying the purchase. ProTrac uses a Replenishment Process that reviews inventory on hand and inventory coming in on a Purchase Order. It uses Min – Max – and an Economic Order Point, Called Order Guide.

## **INVENTORY IS NEVER STANDING STILL**

If Inventory is TURNING 3-4 TIMES a year then life is good. If inventory is setting on the shelves and not moving or getting one turn per 12 months, then the cost of that inventory is moving up.

**According to the National Association of Wholesalers setting inventory costs the wholesaler 20% plus prime.**

For this Purchasing example, we will follow 6 items that are in the SYN (Syndicate Sales) Product Line. The products are Floral Products from Syndicate Sales.

**800-711-7374**

Mel Carney  
Professional Data Systems, Inc  
1/1/2013



# Floral Supply Purchasing for the Cut Flower Wholesaler

In the coming pages we have tried to give you a look at how a modern inventory system handles inventory. We start out showing you what ProTrac knows about an inventory item. Then we show you how to create an electronic Purchase Order that can be faxed, E mailed, or sent using Electronic Data Inter-Change, to the vendor.

## PROTRAC'S INVENTORY CONTROL AND PURCHASING

To introduce you to **ProTrac's Inventory Control** we have put together a series of screens with verbiage that explains the process that ProTrac uses to ensure that you have the Right Item, at the Right Price, In the Right Place. We will start with a short review about what we know about an item and how that information helps to make the right buys at the right cost.

Display 1, shows a ProTrac Search Screen that can be used directly from Order Entry or in Inventory Maintenance.

The Hi-lited Syndicate Sales Items have been assigned to a SYN Product Line. These five items will be followed in the coming pages to give you a glimpse of the information that ProTrac captures of every inventory item.

The Hi-lited item **SYN 1750031-04-09** Bubble Vase has been selected and the 1<sup>st</sup> Page of its Inventory Record is seen in Display 2.

**In Order Entry:** If a customer asks for an item that you did not have in stock or you were short inventory for the item, one keystroke will display any PO that is coming in with this product.

Display 1

Class Search    TST    ProTrac(R) 8.22.01    MDC    posb002

P/L: SYN    1750031-04-09    Stocked: Yes

Description: BUBBLE BALL VASE 12 (4")

Full Description

Class:    P/L: SYN

SubClass:    Year:

Description: VASE BUBBLE 4

P/L	Item Number	Description	ClassCode	Sub Class	Available	List Price /
SYN	1750031-04-09	BUBBLE BALL VASE 12 (4")	BUBBLE		100	23.73
SYN	1750052-01-09	BUBBLE BALL VASE 16"	BUBBLE		20	50.33
SYN	1780385-12-09	BUBBLE BALL VASE 4 (12")	BUBBLE		150	2.73
SYN	281BOPLC11	LARGE WEDDING BOUQUET BOX	BOUQUET		20	1.05
SYN	271-100-09	BOUQUET BOX LARGE 271	BOUQUET		25	1.33
SYN	272-50-09	BOUQUET BOX SMALL 272	BOUQUET		30	1.23
SYN	29PL					4.55
SYN	29PL					4.55
SYN	30C					7.21
SYN	3142					6.50

A SEARCH WAS DONE FOR VASE, BUBBLE, 4" PROTRAC SEARCHED FOR THESE WORDS IN EACH DESCRIPTION THAT HAS UP TO 180 CHARACTERS. THE SEARCH COULD HAVE BEEN FOR A WORD IN TEXT OR PARTIAL WORD WITH A WILD CARD SEARCH  
WE WILL FOLLOW THESE HIGHLIGHTED ITEMS THROUGH THE INVENTORY RECORD - ORDER RECOMMENDATION AND PROTRAC PURCHASE ORDER

F5/Srch    Exit

ESC=Exit

Enter a partial description, optional, and press 'F5'.

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## Display 2

### ProTrac Inventory Record 1<sup>st</sup> Page of 4 Pages

The Information that would be used for a buy recommendation is found in the Inventory Item Record

Note the **Standard Pack** for this Vase is **4**. That is the number that will be used in Purchasing. The main **Vendor** is **297**, which is Syndicate Sales.

If you buy this unit from other vendors, **ProTrac can use up to 6 Alternate Vendors for buying**. If you have more than one branch, **the M LOC** or Multiple Location Key will display the product in all branches.

## Display 3 – ProTrac Pricing

This is the first level of ProTrac's Pricing

- We also support Individual **Customer Pricing** by Item, Product Line, or Class.
- **Qty Based Pricing** by Item
- **Qty Based Pricing** by Item and by Customer
- **Freight by each piece and for a 4 Pack is displayed**
- **This Vase is sold by the each and purchased in a Pack of 4**

## Display 2

TST-Inventory Pg1

Inventory Pg1 TST ProTrac(R) 8.22.01 MDC ivm0001

P/L-Item#: SYN 1750031-04-09 Resv AO: 0 QAVL: 64 QOH: 100  
 Desc BUBBLE BALL VASE (4)" AO BO: 0 Resv: 36 OnOrd: 0  
 CRYSTAL COLOR 180 Characters of Description OnOrd AO: 0 CBO: 0 VBO: 0  
 UPC: 9865474 CoreQty: 0 DefQty: 0

Vend Itm#: This product has 100 On Hand 64 are available for sale and there are orders totaling 36 being picked - when the invoice is created the QAVL will show 64 as will the QOH OnHand Value @ Sys Cost: 1,186.50  
 OEM#: 06/14/2010 Last Edit: 01/28/2011 By: MDC  
 BinLoc:

Class: BUBBLE Use Lots: No Tax Cd: T Std Pack: EA  
 SubClass: Comm Item: Yes Real Item: Yes StdPkQty: 4  
 Beg Year: 0000 End Year: 0000 Comm%: 4.30 Labor: No Vendor#: 297  
 Active: Yes Stocked: Yes Kit Item: UOM: EA  
 Published: No Pop Cd: NewOrd Qty: 0

Notes:  
 Web Site: [http://www.syndicatesales.com/SSL\\_catalog\\_search.asp?key=1750031](http://www.syndicatesales.com/SSL_catalog_search.asp?key=1750031)  
 This is the website for this unit - select the URL in OE and the picture will display

Next	Prev	F5/Srch	Browse	Add	Edit	Delete	M_Loc	Class	Ven Itm	Exit
1)Rpt	2)Pg2	3)Pg3	4)Pg4	6)Util	9)Price	PO's	QtyCmds	Serial	Bjns	Lots

ESC=Exit F9=Invoice/Item History

Enter data or press ESC to end.

## Display 3

Inventory Pricing TST ProTrac(R) 8.22.01 MDC ivm0007

P/L-Item#: SYN 1750031-04-09 Resv AO: 0 QAVL: 112 QOH: 148  
 Desc BUBBLE BALL VASE If you build bouquets you can use ProTrac's Kit and Or Assembly process AO BO: 0 Resv: 36 OnOrd: 0  
 CRYSTAL COLOR 1 OnOrd AO: 0 CBO: 0 VBO: 0  
 Prc Chg Date: 01/28/2011 CoreQty: 0 DefQty: 0  
 Inv Import Dt: 06/14/2010 By: MDC ConvFact: 1 Promo Price: **SELLING** **BUYING**  
 Price Per: 1 Promo Active: No Type:  
 Spec Ord Dep: 0.00 YOU SET UP YOUR OWN PRICE LIST CODES Std Pack: EA Std Pk Qty: 4  
 Hand Chg: 0.00 Stocked: Yes  
 Ex Auto Prc: No Active: Yes

List: 23.73	LRG FLST: 21.97	Std Cst: 11.8650	Std Cst: 47.46
SPEC: 0.00	CHAIN: 22.78	Current Cost: 11.8650	CurrCst: 47.46
PRICE A: 23.26	LVL 1A: 22.66	Avg Cst: 11.9785	AvgCst: 47.91
PRICE B: 23.02	LVL 2A: 22.54	Last Cst: 12.2150	LastCst: 48.86
PRICE C: 22.54	LVL 3A: 22.31	Freight Cost: 0.3500	Frgt Cst: 1.40
SML FLST: 21.57			

# Floral Supply Purchasing for the Cut Flower Wholesaler

## Display 4, ProTrac Inventory record.

ProTrac supports a Data Base for One Location or for multiple locations.

Instead of “Walking the stacks” with a Clipboard to find out what Supplies to Buy, a **Purchase Order can be electronically created for a Product Line or for a vendor.**

### Purchase Information

ProTrac is **recommending** that the minimum number of this Vase on the shelf would be **100 units.**

The **Maximum is 125 units**

The **Optimum amount of inventory on the shelf for this vase is 110 units**

**Order Guide is the watcher of Min and Max. If a product is spiking up or down, Order Guide will move itself and Min and Max to reflect that movement**

## Display 4

**TST-Inventory Pg2**

Inventory Pg2 TST ProTrac(R) 8.22.01 MDC lvm0002

P/L-Item#: SYN 1750031-04-09 Resv AO: 0 QAVL: 64 QOH: 100

Desc BUBBLE BALL VASE (4)" AO BO: 0 Resv: 36 OnOrd: 0

CRYSTAL COLOR 180 Character Item description OnOrd AO: 0 CBO: 0 VBO: 0

Last Sale: 01/10/2011 Last Recd: 06/14/2010 PO:

OEM#: UOM: EA MIN: 100

Country: ConvFact: 1 MAX: 125

Active: Yes Stocked: Yes Price Per: 1 Order Guide: 110

Std Pack: EA StdPkQty: 4 Volume: 0.00 Unit Qty: 1

Ord By S/P: No Weight: 0.0000 Reorder Quantity: 1

POS Serial: No Purch Serial#: No Ex OPC: No New Order Qty: 0

Order Info:

PO Note: This is one of 4 screens worth of information on a single inventory item. This item's MINimum for this location is 100 Its MAXimum that you want on the shelf is 125. Its Optimum amount that ProTrac is recommending is 110 units. These recommendations come from Sales, Purchase Orders incoming, and working sales orders.

GL COGS:

GL Invent:

GL Ret-Allow:

GL Defect Inv:

Next Prev F5/Srch Browse Edit PQ's

QtyCmnds Serial 1)Pg1 3)Pg3 4)Pg4 9)Price

ESC=Exit

Find the next inventory item.

- The Min, Max, and Order Guide can be assigned by the wholesaler
- ProTrac can take control of the movement of Min and Max
- You can set a switch to give you control over the Min and Max Movement. ProTrac will not change the MIN or MAX without your approval. ( This is the way the sample ProTrac file is set)

As a product’s sales increase:

**Order Guide can move or make the suggestion to move Min, Max, and Order Guide to reflect the increase in sales.**

If a product is on the back side of the Sales Bell Curve then **Order Guide can move or make the suggestion to move all three fields down, to reflect that sales for this item are falling off.** Order Guide keeps track of Min and Max, orders working in house, Purchase orders that have been submitted, the sales velocity of each item, and manufacturer’s minimums in dollars and weight.

### Difference between your Current Inventory Control and ProTrac

1. A significant reduction in inventory levels along with an improvement in Customer Satisfaction
2. With ProTrac’s Electronic Replenishment process you will spend less hours preparing purchase orders
3. ProTrac has an electronic pricing program. No more manual updating of prices for most large vendors.

# Floral Supply Purchasing for the Cut Flower Wholesaler

## When you purchase product, ProTrac will review:

- How long it takes to get the item from the vendor
- How much safety Stock do you want built into its replenishment calculation
- How much shelf stock do you want
  - This information is stored in ProTrac's Inventory Record.
  - Note (The Lead Safety, Shelf #'s can represent weeks or days)

## ProTrac's Product Line

The product, **SYN 1750031-04-09** is purchased from one vendor, Syndicate Sales. ProTrac calculates the Lead time for a product line by adding the three columns

- **Lead Time** = How long it takes for product to arrive from each vendor- 1 week
- **Safety Stock** = The amount of inventory the distributor wants to maintain above the normal amount on the shelf – 1 week
- **Shelf**= The amount of inventory that ProTrac recommends to be on hand and available – 1 Week

ProTrac would review all of the movement for an item, at incoming PO's, and Sales Velocity.

- It would determine that it needed to order enough products to handle the next months sales
- Once it had established the first recommendation it would then add **three weeks (lead, Safety, Shelf) for a total of 7 weeks' worth of product.**

**This is information not available to a Manual Inventory Review**

## Order Point Calculation

Before creating a Purchase Order your buyer would run an Order Point Calculation Report. It lets your buyer review ProTrac's new Min, Max, and Order Guide/Point recommendations.

Review the **Order Point Guide Report** next page

## Display 5

APC/OPC Maint    TST    ProTrac(R) 8.22.01    MDC    apc0002

P/L: SYN    Alternate P/L:

P/L Name: Syndicate Sales Supp    Class Code:

Description: Syndicate Sales Supplies

The **Lead time** is 1 Week, **Safety Stock** is 1 Week, **Shelf Stock** is 1 Week

Vendors		Order Point Calc:					
Vendor Number:	231	Lead Time:	1.00	Safety:	1.00	Shelf:	1.00
Alt Vend #1:	0	Lead Time:	0.00	Safety:	0.00	Shelf:	0.00
Alt Vend #2:	0	Lead Time:	0.00	Safety:	0.00	Shelf:	0.00
Alt Vend #3:	0	Lead Time:	0.00	Safety:	0.00	Shelf:	0.00
Alt Vend #4:	0	Lead Time:	0.00	Safety:	0.00	Shelf:	0.00
Alt Vend #5:	0	Lead Time:	0.00	Safety:	0.00	Shelf:	0.00

When you review your replenishment in preparation for creating a Purchase Order, ProTrac will add three weeks of supply for this item to its resupply recommendation.

Save    Cancel

ESC=Exit

Enter data or press ESC to end.

# Floral Supply Purchasing for the Cut Flower Wholesaler

## ORDER POINT GUIDE CALCUALTION

**Before creating a PO in the branch or at HQ, the buyer should run this Order Point Report.**

ProTrac has been set, to not make changes to Min, Max and Order Guide until instructed to do so by your buyer. This means that your buyer needs to review the following ProTrac recommendations and approve of the new Min, Max, and Order Point suggestions.

**When it is approved, ProTrac will make the changes electronically.**

The sales of item **SYN 1750052-01-09** has really taken off and ProTrac is recommending that you increase its Min and Max by 51 units of On Hand inventory. That change has not been made and will not be until your buyer approves of the change.

The three other products on the report, has a Minus in front of the net change. This means that ProTrac is recommending that the **old Min, Max, and Order Point** be lowered, because they are not selling as well as they used sell. They may be at the top of their Sales Bell Curve and are getting ready to spiral down the back side of the Bell Curve. In preparation for this spiral, ProTrac is recommending a reduction in the stocking levels.

**In a manual purchase situation, because there have been some sales of these items, they would be ordered at the same level that they were ordered the last time.**

\*\*\* ProTrac TEST TEST TES

ProTrac(R) 8.22.01

Mel

ORDER POINT CALCULATION

The **1750052-01-09** is the only product on this report that has had a significant jump in sales. ProTrac is recommending that you increase your Min - Max - Order Guide to new levels

P/L	ITEM NUMBER	DESCRIPTION	STAND/AVG \$ COST	ON HAND	OLD GUIDE	NEW GUIDE	NET CHG	OLD MIN	NEW MIN	OLD MAX	NEW MAX	AVG WK SALE	QTY SOLD	YTD
SYN	1750031-04-09	BUBBLE BALL VASE (4 Y	11.8650	100	110	110	0	100	100	125	125	4.30	20	40
SYN	1750052-01-09	BUBBLE BALL VASE 16 Y	25.1650	20	25	76	51	15	61	40	99	9.43	132	145
SYN	1780385-12-09	BUBBLE BALL VASE 4 Y	1.3650	150	20	1	-19	15	1	25	1	.15	10	10
SYN	261BOPLC11	LARGE WEDDING BOUQU Y	0.5250	20	25	1	-24	20	0	30	0	.00	0	0
SYN	271-100-09	BOUQUET BOX LARGE 2 Y	0.6650	25	35	12	-23	20	10	40	16	1.73	5	5

**In a manual purchasing situation** every item on this report would be purchased, because the products are, in fact selling. The problem is that they are not selling as well the did or should sell. Manually the buyer could not decern how much of these products are selling, they just know tha they are selling. They may need to be purchased, but not at the same level as the last time they were bought. If they were, you would be overstocked with product that is close to the back side of the Sales Bell Curve. The 2nd line on the report is the only product that is holding its own and is getting the inventory turns that you want and need in your warehouse.

# Floral Supply Purchasing for the Cut Flower Wholesaler

The Min, Max, and Order Point have been electronically reset and now it is time  
 For your buyer to create a Purchase Order to send to Syndicate Sales

This Planning PO can be run by your buyer at your HQ. If you have branches the branch can run this PO or an inventory manager can run it for each branch from the HQ.

For this example a Planned or Trial PO was run for Syndicate Products.

The Product Line assigned to all Syndicate Products is SYN. The PO is for Syndicate Products and it can be faxed, Emailed, or sent via EDI to the vendor.

If this was a branch that only bought product from the HQ, ProTrac would know that this is a branch order and it takes care of internally transferring the inventory cost along when the product is shipped. There is no invoice sent.

TST-Purchasing Pg1

Purchasing Pg1 TST ProTrac(R) 8.22.01 pur0001

Vendor: 297 Syndicate Sales Manifest: **This is a planned PO** PO#: 1132

Confirm#: Order Date: 01/28/2011 Sales ID: MDC

Contact: Frank Martin Phone: (765)457-7277 Status: P

P/L	Item Number	Description	SC	OrderQty	SP	PurchPrice /	Extended
SYN	1750031-04-09	BUBBLE BALL VASE (4)"	P	48	EA	11.8650	569.52
SYN	1750052-01-09	BUBBLE BALL VASE 16"	P	15	EA	25.1650	377.48
SYN	1780385-12-09	BUBBLE BALL VASE 4 (12)"	P	12	EA	1.3650	16.38
SYN	261BOPLC11	LARGE WEDDING BOUQUET E	P	15	EA	0.5250	7.88
SYN	271-100-09	BOUQUET BOX LARGE 271	P	100	EA	0.6650	66.50
SYN	3208BUVAGLC14	BUD VASE, BUBBLE 6 3/8 (12)	P	20	EA	2.2750	45.50
SYN	VASE1727230VASQC14	SQUARE VASE 11 (6)"	P	11	EA	9.7650	107.42

Instead of having someone walk the stacks of inventory to determine what to buy, ProTrac can quickly review your inventory data base and make a buy recommendation on a Trial PO. If you have branches each branch can create a PO for a vendor or for the HQ if that is there normal vendor

Line#: 1 Of: 7 Vol Tot: 0.00 Core Cst: 0.00 Frgt Cst: 0.3500 Mdse Tot: 1,190.68

Notes: N Wght Tot: 0.0000 Core Tot: 0.00 Frgt Tot: 75.15 Order Tot: 1,190.68

Desc: BUBBLE BALL VASE (4)"

Next	Prev	Add	Edit	Delete	Browse	F5/Srch	Find
Header	GenPO	Receive	MLoc	3)Hist	4)Create	5)Comp	6)Util

ESC=Exit, F9=Alternate Items

Run the purchasing report program

Note that ea. 4" Vase costs .35 cents in freight. It will cost \$75.15 to ship this order to you

# Floral Supply Purchasing for the Cut Flower Wholesaler

## Before Submitting a Purchase Order

The above Purchase Order is a Trial Purchase Order. Before your buyer submits the Purchase Order to the vendor we recommend that you print off this report. It gives the buyer a chance to review the requirements one more time before submitting the PO.

FROM:  
 \*\*\* ProTrac TEST TEST TES  
 \*\*\* DO NOT USE DO NOT USE \*\*\*  
 LEES SUMMIT, MO 64063  
 (816)554-3010

Before a Purchase Order is created we suggest that this trial Purchase Order be run by Purchasing. This gives them a chance to review where each item on the PO stands as far on hand and available.

01/31/2011 - 14:11

TO:  
 Vendor: 297 Syndicate Sales  
 Conf#:  
 Contact: Frank Martin  
 Phone: (765)457-7277  
 Shipvia:

**Order Spike:** If an average weekly sale for an item was 20 and a customer bought 100 of the product. We have another report that will let you know that this was an unusual sale. You can call that customer to thank them for the order and to ask them if this was the number that you should be stocking in your warehouse.

Current Period

Last Period

PO #: 1132  
 Sales ID: MDC  
 Ord Date: 01/28/2011  
 Status: P  
 Special Inst:

P/L Item Number	Description	Avail	CBO	VBO & OnOrd	MIN	MAX	Order Guide	SP	Qty Ord	Purch Price	Core Price	Extended	CPer	LPe
SYN 1750031-04-09	BUBBLE BALL CRYSTAL COL	64	0	0	100	125	110	4	48 EA	11.8650	0.00	569.52	10	10
SYN 1750052-01-09	BUBBLE BALL Crystal Col	5	0	0	15	25	20	1	15 EA	25.1650	0.00	377.48	5	0
SYN 1780385-12-09	BUBBLE BALL	10	0	0	15	25	20	12	12 EA	1.3650	0.00	16.38	10	0
SYN 261B0PLC11	LARGE WEDDI 25 IN A C	10	0	0	20	30	25	1	15 EA	0.5250	0.00	7.88	0	0
SYN 271-100-09	BOUQUET BOX 100 IN CASE	75	0	0	120	130	125	100	100 EA	0.6650	0.00	66.50	5	0
SYN 3208BUVAGLC14	BUD VASE, B	0	0	0	15	25	20	1	20 EA	2.2750	0.00	45.50	0	0
SYN VASE1727230VASQC14	SQUARE VASE	9	0	0	15	25	20	1	11 EA	9.7650	0.00	107.42	6	0
Totals for: SYN		Wt:	0.00						Qty: 221	Total:		\$1,190.68		
ORDER TOTAL:		Wt:	0.00						Qty: 221	Total:		\$1,190.68		

Note on the bouquet box the Std Pack is 100 and ProTrac was instructed to only buy in Standard Pack Quantities.



# Floral Supply Purchasing for the Cut Flower Wholesaler

## Purchase Order

PURCHASE ORDER

02/03/2011 12:06

Page: 1

BILL TO: WHOLESALE FLOWERS INC.  
 8796 WIDMER  
 LEES SUMMIT, MO 64063  
 Phone: (816)554-3010 Fax: (816)554-3130

SHIP TO: WHOLESALE FLOWERS INC.  
 8796 WIDMER  
 LEES SUMMIT, MO 64063  
 Phone: (816)554-3010

If the **Required Date** is on the PO Header -  
 The info can be displayed in Order Entry  
 If the Vndr will give you a **confirmation #**  
 that can be keyed on the PO Header

VENDOR INFORMATION:  
 297 Syndicate Sales  
 2025 N Wabash  
 KOKOMO, IN 46903  
 Phone: (765)457-7277

Whse: TST  
 Account:  
 Contact: Frank Martin  
 Ship Via:

PO #: 1134  
 Prepared By: MDC  
 Order Date: 02/03/2011  
 Required Date: 02/09/2011

Confirmation #: YY7198

Terms:  
 Notes:  
 Spec Inst:

Line	P/L	Item Number	Description	Ord Qty	SP	Weight	Price /	Core	Extended
1	SYN	1750031-04-09	BUBBLE BALL VASE (4) "	48	EA	.00	11.8650	.00	569.52
2	SYN	1750052-01-09	BUBBLE BALL VASE 16"	15	EA	.00	25.1650	.00	377.48
3	SYN	1780385-12-09	BUBBLE BALL VASE 4 (12) "	12	EA	.00	1.3650	.00	16.38
4	SYN	261BOPLC11	LARGE WEDDING BOUQUET BOX	15	EA	.00	.5250	.00	7.88
5	SYN	271-100-09	BOUQUET BOX LARGE 271	100	EA	.00	.6650	.00	66.50
6	SYN	3208BUVAGLC14	BUD VASE, BUBBLE 6 3/8 (12)	20	EA	.00	2.2750	.00	45.50
7	SYN	VASE1727230VASQC14	SQUARE VASE 11 (6) "	11	EA	.00	9.7650	.00	107.42

PLEASE DELIVER AFTER 9 AM TO OUR NORTH DOCK.

X \_\_\_\_\_ VOLUME: 0.00 WEIGHT: 0.00 TOTAL AMOUNT: 1,190.68

## PO Receiving Report that Prints when Incoming Products are Posted

PO Receiving Report - TST

02/03/2011 - 12:19

Page: 1

Vendor: 297 Syndicate Sales  
 Conf#: \_\_\_\_\_  
 Contact: Frank Martin  
 Phone: (765)457-7277  
 Special Ins:

PO #: 1134  
 Sales ID: MDC  
 Ord Date: 02/03/2011  
 Status: C

Line#	P/L	Item Number	Description	Weight	SP	Price /	Core	RecvQty	Extended	CBOQty	Bin	Date	Usr
1	SYN	1750031-04-09	BUBBLE BALL	.00	EA	11.8650	.00	48	569.52	0	AA-112	02/03/11	MDC
			CRYSTAL CLR										
2	SYN	1750052-01-09	BUBBLE BALL	.00	EA	25.1650	.00	15	377.48	0	AA-112	02/03/11	MDC
			Crystal CLR										
3	SYN	1780385-12-09	BUBBLE BALL	.00	EA	1.3650	.00	12	16.38	0	AA-112	02/03/11	MDC
4	SYN	261BOPLC11	LARGE WEDDIN	.00	EA	.5250	.00	15	7.88	0	BB-211	02/03/11	MDC
			25 IN CASE										
5	SYN	271-100-09	BOUQUET BOX	.00	EA	.6650	.00	100	66.50	0	BB-211	02/03/11	MDC
			100 IN CASE										
6	SYN	3208BUVAGLC14	BUD VASE, BU	.00	EA	2.2750	.00	20	45.50	0	BB-211	02/03/11	MDC
7	SYN	VASE1727230VASQC14	SQUARE VASE	.00	EA	9.7650	.00	11	107.42	0	CC-311	02/03/11	MDC

Totals: 0.00 1,190.68

Grand Total: 0.00 1,190.68

If there was any back orders  
 for any product on this  
 receiver ProTrac would tell  
 you how many were needed  
 for Back Orders  
 A **Pick Ticket** can be  
 autogenerated for these units

BIN LOCATION ON  
 THE RECEIVER  
 FOR INCOMING  
 PRODUCTS

# Floral Supply Purchasing for the Cut Flower Wholesaler

## A NEW BUSINESS MODEL for Your Cut Flower Operation

One of our Cut Flower Wholesalers, who was working with an antiquated RISC system, told me that after working with ProTrac and PDSI that we had provided him with a new business model. The new Business Model allowed him to spend more time managing his business and less time micro-managing.

He told me that his Holidays were always hectic. On the first Mother's Day after installing ProTrac he said that he did not have to go on the production floor until a problem occurred at 2 PM. In all previous years he had spent most of the day until well after closing time, on the floor.

Since putting in ProTrac he has been able to spend more time planning and less time on the production floor managing the processes. His Average days-to-pay has decreased along with his outstanding receivables.

We believe that

- *The most impressive achievement in this Cut Flower installation is that:*
  - *His employees believe that he installed ProTrac for them*

### ProTrac will let you:

- Key orders into ProTrac at Order Entry, with **Colors and Varieties**
- Reduce your **inventory levels** while improving your **Customer Service**
- Have the correct inventory available for your customers
  - When and Where they want the inventory
- **Quickly Find the inventory** in the HQ or Branch data base
- **Price the inventory correctly**
- Get the customer's paperwork handled so that they leave with a printed sales ticket or invoice in their hand
- Immediately Update your Accounts Receivable

### Most Importantly:

- Let you go home at the end of the day, with all of your invoices sent, incoming inventory updated, and your **Business Model** running the way you want.