

Hardgoods Distribution Web Enabled

People Make the Difference! Distribution & Warehousing Solutions

MINCRON
SOFTWARE SYSTEMS

▶ Spreadsheet ▶ Word Processor

Reset	Reprice	Other charges	Header	Price	Ship
Extended desc	Order completion	Factor override	Transactions	Serial number inquiry	

003
OEC2020G **Customer / Item Entry**

Name Phone Zip

Cust # Job #

ord By

Ship/Code Frt

Cash/Charge Ticket/Invoice/COD

ord Qty	Product No.	Sel	Avail	UOH	Description
2	AA3024001	<input type="checkbox"/>	4	EA	30 X 240 X 1 FILTER MEDIA
2	C-100	<input type="checkbox"/>	10	EA	1"INSERT X 1"INSERT BRASS CPLG
2	G4BV-04	<input checked="" type="checkbox"/> S	17	EA	1/2" F X F GAS APPLIANCE BALL
		<input type="checkbox"/>	0		
		<input type="checkbox"/>	0		
		<input type="checkbox"/>	0		
		<input type="checkbox"/>	0		
		<input type="checkbox"/>	0		
		<input type="checkbox"/>	0		
		<input type="checkbox"/>	0		

	Sub-total	other	Tax	Total
Ship	54.34	.00	4.35	58.69
order	54.34	.00	4.35	58.69

▶ Enter ▶ HELP ▶ Exit ▶ Prompt

“Mincron supplies the tools and support necessary to provide both our internal and external customers with on-demand real time information. This is not only an asset, but a requirement in today’s fast paced business world.”

– Mincron customer since 1997

Order Processing

Your customers could buy your products from a variety of places. In the end, it's the way you take care of them that makes the difference. Mincron has designed an order entry system with this in mind. From a single location, your employees can deal with virtually every facet of order processing. This includes easily finding items through several different quick searches. Drop ships, special orders, and transfers may all be accommodated on a single order. They can look up past sales information and see stock information for all your branches. Substitute and associated items inquiries are also available. If you allow such access, they can see a full credit analysis for the customer to make informed decisions.



Receiving

Receiving provides the ability to enter receipt of material, fill backorders, and update inventory quantities. Optional printed receiving reports provide the opportunity for cross-docking material tagged for reshipment thus greatly improving the efficiency.

Make inventory transfers of material between branches quick and easy! Transfer processing is fully integrated and provides complete visibility and status tracking online. Both inter-branch and inter-company transfers are fully supported with all the appropriate postings to the general ledger.

Transfers

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Purchasing

The purchase order features a complete Vendor Rebates Management system which tracks accrued rebates. Vendor rebates are completely integrated with inventory control, general ledger, and accounts payable. The system also provides a vendor performance analysis which may be used to determine preferred vendors and is an invaluable tool for vendor negotiations. The system helps you tack "incomplete directs" or customer direct ship orders with no corresponding purchase order (or vice versa). There are also mechanisms to track backorders and for expediting purchase orders which have missed their ETA date.

Shipping Manager

Mincron partners with Pfastship, Varsity Shipper and UPS Logistics to provide complementary shipping management solutions for your delivery fleet, third-party parcel and LTL carriers. Pfastship or Varsity shipper provide load manifesting, rate shopping, carrier and interfaces for parcel and LTL carriers while UPS Logistics provides product scan-on and scan-off capabilities, route planning, dispatching, vehicle location via GPS.

Work Order Management

Take the guess work out of your light manufacturing. Items such as kits or combinations can be sold by offering assembly at your warehouse, products can be fabricated based on regional specification sheets, grade of raw materials can be refined, and metals can be fabricated all while the system tracks the processes and cost associated with the fabricated item.

Inventory Management

It's the age old dilemma: how to minimize your inventory (and the cash and space it consumes) while making sure you have the right material on hand when your customers want it. With thousands of items, the days are over when a purchasing manager could handle everything in their heads. Mincron applies modern inventory theory to calculate reorder points, lead times, economic order quantities, and all the information needed to make educated purchasing decisions. Each morning, buyers are presented with the day's scheduled "line buys", along with the quantities the system suggests for replenishment. The buyer has easy access to additional information such as historical usage and stock status information across all your branches. If the system determines that a branch has "excess" stock, you will see that, too. You might choose to request a transfer to fill the demand (without even leaving the screen). Once satisfied with the quantities, purchase orders are created automatically.

Inventory Management also provides numerous item analysis, including item velocity, turn earn ratios, gross margin return on investment, turn rates, and branch/buyer performance. Using these tools most distributors are able to significantly reduce their inventory levels while increasing customer service levels and margins.



Inventory Control

Inventory Control tracks all items stocked for sale to customers. By analyzing item velocity, turn earn ratios and much more, you are provided the information to identify fast moving, slow or dead stock. Inventory control has several features such as customer alias, associated, and substitute items, alternate unit of measure, and product kitting. The real time inquiries provide analysis into item movement, branch item performance and an item cost ledger.



Pricing

Mincron's unique pricing structure uses profiles to allow you to automatically price orders while also allowing you to manage customers individually. You can automatically retrieve the list (retail) or trade (wholesale) price, a customer's discount (chain, multipliers, or net), a price based on a specific job quote or contract, or special promotional prices. The pricing module allows you to enter or load upcoming vendor price changes ahead of time and then roll them in automatically by date. For the distributor, such pricing power frees you to meet an individual customer's demand or competition's price on any single item, while maintaining your margins on the rest of the line. This improves gross profit as well as the speed and accuracy of your invoicing.

Truck Routing

Truck Routing allows you to effectively manage your delivery operations. Shipments can be assigned to truck routes based on priorities, weight limits, locations, branches, or job descriptions and/or job numbers. Customers can be sequenced as a primary or secondary delivery on each particular route. Total routing flexibility allows you to provide better customer service and still maintain higher efficiency for your fleet operations. Mincron also provides interfaces into other shipment management applications for those sites with heavy shipping and routing requirements.

Accounts Payable

One of the outstanding features of Mincron's Accounts Payable system is the ease with which invoices and receivers are matched. You simply enter the amount of the invoice and, if there is no variance, you're done! If there is a variance, but within a predetermined percentage, you continue as normal; otherwise the Purchasing Department is notified of the variance for follow up. Special orders are especially easy! After entering an invoice for a customer's special order, the customer is automatically billed and the cost is automatically tied with the customer order. You don't have to remember to take the extra steps to bill the customer, update the cost, etc. Cash receipts are also a snap, allowing you to apply in a "balance forward" method, or selectively pay individual invoices. You may also apply cash by job number. Miscellaneous (non A/R) cash receipts are accommodated.



Report Writer

Report writer provides your financial department the tools needed to customize reports to meet the requirements of the user. You will now have flexibility to gather management information quickly, no matter what the need.

Sales Analysis

Mincron's sales analysis provides the ability to analyze sales history from many perspectives. Inquiries and reports include tracking at company, branch, inside and outside salesperson, customer, product section, group, category, and item levels. Custom reports are also available to meet your individual requirements.



Accounts Receivable

Accounts receivable maintains customer accounts and allows for automated credit management. By automatically processing invoices, yet allowing for problem holds and editing, Mincron distribution solution provides more accurate, timely billing. You can significantly improve your days sales outstanding (DSOs) sitting in your receivables. We also help you reduce A/R write-offs by making clerks, sales reps, and management aware of questionable credit accounts and repeat offenders the moment they occur. Printed reports become dated too quickly, so such information is displayed on the screen where you need it – when you need it. This coupled with our unique job processing and lien tracking, gives you the tools you need to better manage your overall risk exposure.

General Ledger

General ledger accounting automatically records and processes transactions posted throughout the system while allowing for additional and adjusting entries. It has the ability to handle 999 different companies with 999 branches within each company. Inquiries provide the ability to drill down and access detailed information for each transaction such as invoices, orders, purchase orders, etc. This module posts immediately after a transaction takes place in the system providing you with "up to the second" information on your company's financial position. The controller can now monitor, at any point in the month, trends which may otherwise have gone unnoticed for weeks.

Web Commerce®

Time after time, distributors have been pleasantly surprised at how effective a web commerce site can be. Their customers enjoy the availability of product, pricing and inventory information 24 x 7. The distributor sees a reduction in manpower through customer self-service as orders are entered and account information is viewed without the assistance of company employees. Mincron's Web Commerce® product provides real-time inventory availability (an optional feature) and pricing information that is specific to the customer. The pricing mechanisms are the same ones also used by the order entry system in the ERP system. Customers may also reprint invoices and statements, look up account information and balances (controlled access by individual username and password), see order and backorder status, etc.



Proof of Delivery

It sometimes seems there aren't enough file cabinets in the world to hold all the information a business needs. Typically the biggest such requirement for the distributor is signed tickets for proof of delivery. Wholesale executives sometimes envy large companies such as UPS and others that have electronic proof of delivery. Now these executives can BE the envy of their competitors, using Mincron's affordable Proof of Delivery solution. Signatures are captured in the field using hand-held devices. Any order discrepancies (such as short shipment or returns) may also be noted. These devices are synchronized with the host system after the delivery or at the end of the day. The signature is now stored in your system and available for display and reprinting at any time. Any order discrepancies automatically update the order so that your invoice goes out right the first time with no credits or manual adjustments.

Executive Information System

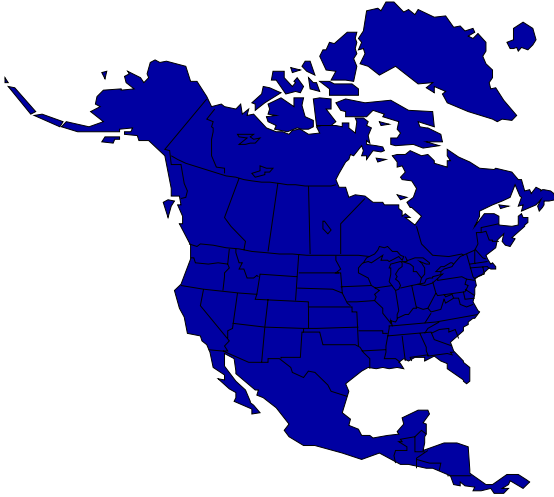
Your system contains a wealth of information about your customers, items, salespeople, branches, vendors and finances. The problem expressed by many distribution executives is the lack of ability to generate straightforward, customized reports in a timely manner. The solution is the Mincron Executive Information System (EIS). This product features customizable views of your data. You may see up-to-date financial information; analyze sales by customers, salespeople, divisions and branches. You could monitor your top twenty customers, comparing their purchases to prior year activity. You can also copy any information you see in EIS and "paste" it into Excel, Word or other Office automation applications. Ample security is provided, so that individual managers and salespeople may view information pertaining only to their assigned areas of responsibility.



Warehouse Assistant

Think of this as a WMS "lite" system. Warehouse Assistant offers wireless automation of general warehouse activities with enhanced RF capabilities, allowing you to more accurately manage information and activities rapidly, efficiently, and flexibly. You can improve customer service and shipping accuracy with real-time updates. With less handling and repackaging of products, orders are delivered faster and with content integrity. You will have the ability to tell your customer(s) exactly where their order is in the process, closing the loop of shipment confirmation.

Experience & Performance



In North America, at over 2,000 customer locations Mincron's software provides **ENTERPRISE SYSTEM** and **WAREHOUSE LOGISTICS** solutions. Over 15,000 users sign-on to Mincron everyday to distribute some \$11.5 billion in hard goods every year!

New Mincron Customers Report

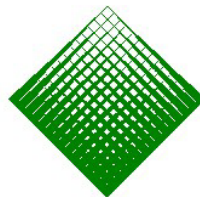
5% Improvement in Customer Service Level

2% to 4% Improvement in Gross Profit

Additional 1-2 Turns On Inventory

Reduction of 5-10 Days in Outstanding A/R

Some of the largest, most respected distributors in North America & Canada have chosen Mincron. What about you?



MINCRON
SOFTWARE SYSTEMS

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A COMPREHENSIVE SOLUTION FOR THE WHOLE COMPANY

Executive

Executive Information System
 Custom designed views for month and year-to-date comparisons
 Provides total sales dollars, gross profit dollars, and profit margins
 Customer profitability analysis
 Customer sales history
 Daily sales and gross profit
 Product detail sales analysis
 Service level performances
 Fill rate analysis
 Comparative analysis by company, division, region, or branch
 Outside salesperson analysis
 Inside salesperson analysis
 . . . and much more

Order Entry

Phone sales
 Direct orders
 Reserved orders
 Pending orders
 Bids
 Contracts
 Web Commerce®
 Salesperson can see effect of override pricing on gross margin
 Allows salesperson flexibility to beat competitor's price
 Vendor direct shipments fully supported
 Customer job and "lien rights" tracking
 Substitute items recommended reducing stock outs
 Associated items recommended for up-selling
 Existence checking performed for each item entered
 On-line stock status shows inventory at each branch
 Last sales information provided
 Free form comments
 Supports restricted material sales
 Counter
 Cash
 Will call
 Walk-In
 Returns
 . . . and much more

Pricing

Vendor trade price sheets
 Promotional pricing
 Contract pricing
 Customer discount profiles
 Customer bids & contracts
 Costing (market vs. WAC)
 Total pricing flexibility down to the customer and item level
 Automatic discounting or special pricing during order entry
 Multiple price sheets for old, current, and next prices by date
 Order priced based on promotional prices or best price
 Regional pricing and costing
 Rebates/price support for special prices or costs
 Maintains discounts or item net prices for individual customer
 Ability to specify time periods for prices
 Sales can see effect of override pricing on gross margin
 . . . and much more

Accounts Receivable

Easy cash application
 Credit management on-line and real-time
 On-line documentation of customer collection activity
 Tickler note system
 Support cash on deposits
 Multiple contacts and addresses
 Multi-level tax jurisdictions
 Customer job accounting
 Credit analysis and transaction history by customer
 Credit hold prevents picking
 Credit override/release only by authorized persons
 Lien tracking options
 Multiple bank support
 Multi-level customer enterprise structure supported
 . . . and much more

Accounts Payable

AP to PO Matching
 All invoice information on line
 Handles one-time vendors
 Posting to future periods
 Payment scheduled by specific invoice
 Multiple G/L distribution of a single payment
 Multiple remit to addresses supported
 Multiple vendor contacts and addresses
 Payment history by check and invoice
 Vendor classification and activity analysis
 Check reconciliation
 Printed or on-line reports
 Cash requirements planning
 Duplicate invoice checking
 . . . and much more

General Ledger

User defined financial
 Immediate posting of all transactions
 Independent account period for AP, AR, GL
 User defined chart of accounts
 Budgets by month and year
 Multiple company support
 Suspends out of balance transactions
 Process multiple periods simultaneously
 Supports accrual method of accounting
 Auto generate repetitive transactions
 Audit and control reports
 Comparative analysis
 . . . and much more

Inventory Management

Daily on-line low stock and backorder activity screen
 Stocking & replenishment
 Auto reordering – ROR
 Low stock advisories
 Demand filtering
 Trends & seasonal
 Optimum purchase quantities recommended
 Automatic item substitute cross-referencing
 On-line buyer performance analysis
 On-line vendor performance analysis
 Overstock reporting
 Supports single & multi branch buy
 Auto replenishes
 . . . and much more

Inventory Control

Item stock codes
 Cycle counting
 Work orders
 Light fabrication
 Up to date information as soon as orders are entered
 Separation of specials and directs
 Tracks transfers separate from sales
 Maintains history per item and location
 On-line item transaction ledger
 ABC analysis
 Turn earn analysis
 Gross margin return on investment analysis
 Extensive inquiry capability
 Landed cost
 . . . and much more

Receiving & Transfers

Order expedite by promise date
 Auto-fill customer backorder
 Auto-fill transfers
 Auto-fill backorders at receiving dock
 Backorder Fill Report
 Blind receiving
 Balance open receiving
 Transfers tracked from time requested to time received
 Pending transfers
 Retention of backorders
 Release all or partial items for transfer
 . . . and much more

Warehouse Automation

Receiving
 Putaway
 Picking & Shipping
 Verify products and locations
 UPC maintenance
 Cycle counting
 Wireless automation
 Improved accuracy of the warehouse
 Expedites training of non-experience personnel
 Improves shipping accuracy
 . . . and much more

