entrée®

Software for the Food Distribution Industry

Features Flash

March 16, 2011

entrée version 3.5.15

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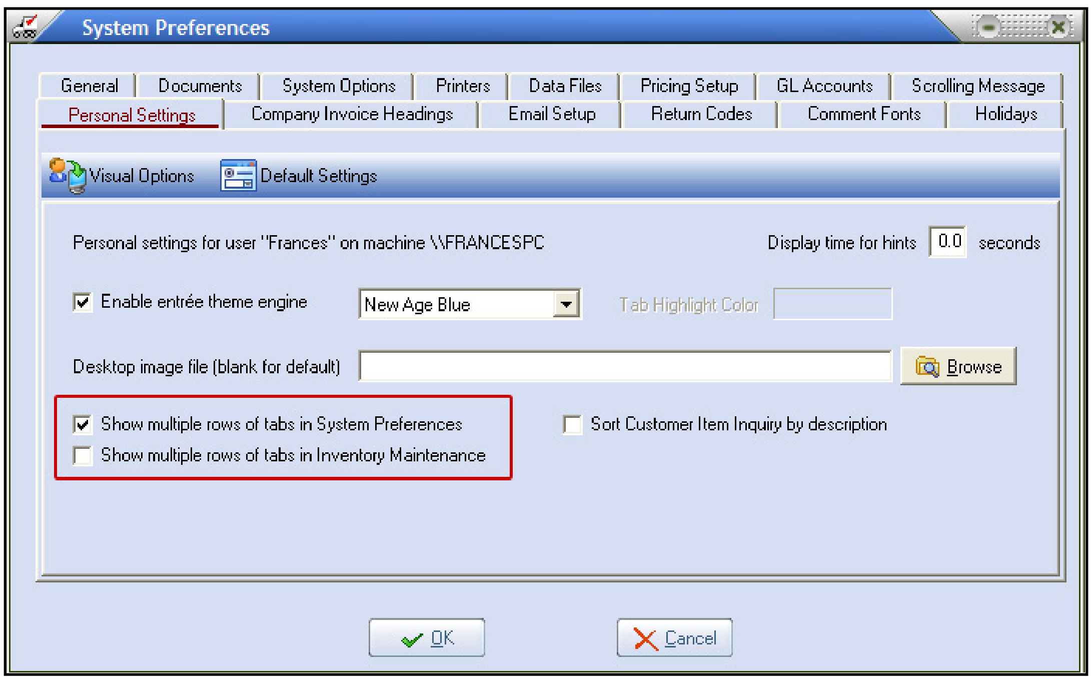
entrée System Preferences

1. **Personal Settings Tab:**
   The tabbed displays in the **entrée** system have been updated so the active tab will be highlighted with colored text and underlined. The color that is used for the highlight can be changed on a "per user" basis.

   This feature makes it easier to visually identify which tab you are on wherever tabs are present in **entrée,** such as System Preferences and File Maintenance options.

   To access this feature use menu path: **System** > **Preferences** > scroll right to the **Personal Settings** tab > click the **Visual Options** button > check the boxes to turn on "Show multiple rows of tabs in System Preferences" and "Show multiple rows of tabs in Inventory Maintenance". Shown below is the System Preferences screen with multiple rows of tabs turned on.



2. **System Option #171:**
   System Option #171 - "Calculate Gross Profit in Create/Change Invoice using Landed Cost" has been expanded so that it also controls the calculation of the "**Margin %**" column on the "Cost/Price" tab of Inventory File Maintenance.

   Now the option will read "Calculate Gross Profit in Invoicing and Inventory Maint. using Landed Cost".

   To access this option use menu path: **System** > **Preferences** > **System Options** tab > scroll down to **#171** and check the box to turn it on.

Inventory File Maintenance

1. Added support for viewing the section tabs in multiple rows. This feature can be enabled using the "Show multiple rows of tabs in Inventory Maintenance" option.

   This feature makes it easier to find and visually identify tabs in Inventory File Maintenance.

   To access this feature use menu path: **System** > **Preferences** > scroll right to the **Personal Settings** tab > click the **Visual Options** button > check the box for "Show multiple rows of tabs in Inventory Maintenance". Refer to the image in the Personal Settings information on page 1. Shown below is the Inventory File Maintenance screen with multiple rows of tabs turned on.

2. Expanded the "Manufacturer Item Number" field on the **Vendor** tab to hold up to 15 characters.

Customer File Maintenance

The new "**Customer's Website**" field has been added to the "Miscellaneous 2" tab in the Customer File. Use menu path: **File** > **Customer Maintenance** > find the customer > click the **Miscellaneous 2** tab.

Copy the customer's website address from your browser window and paste it into the Company Website field in the Miscellaneous 2 tab.

The button to the right of the website field, (shown in the image below), will open the company website in your default internet browser when you click it.

This new field will be used by the new Apple iPad software that NECS is currently developing. It will allow your sales representatives to place orders and manage their customers.

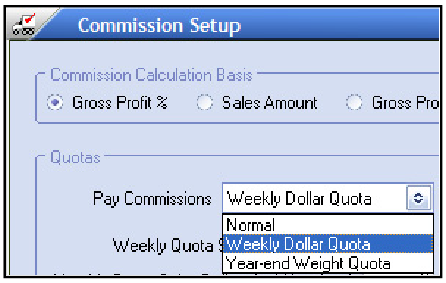
Salesperson/Broker File Maintenance

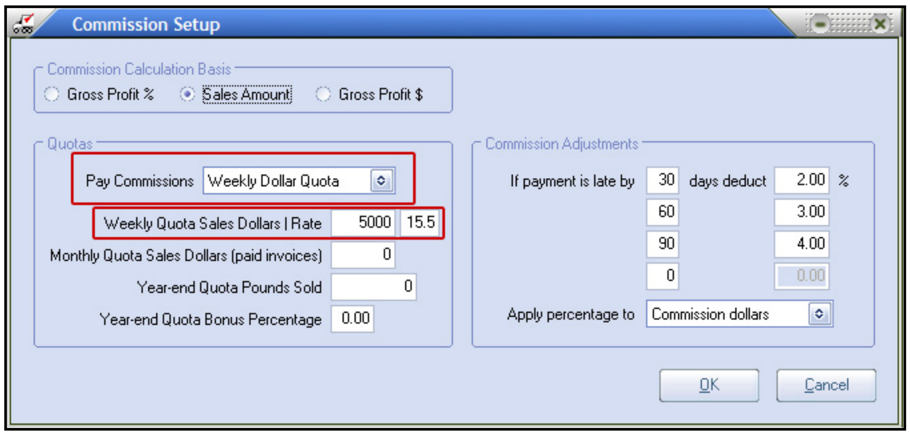
1. Enhanced the "Commission Setup" utility (on the "Commission" tab) so that an alternate commission rate may be defined when using weekly quotas.

   This alternate rate will override normal commission rates up to the point when the weekly quota is reached. If a salesperson should be paid no commission until they reach their weekly quota, the weekly quota Commission Rate should be left at the default value of zero.

   Use menu path: **File** > **Salesperson/Broker Maint.** > find the salesperson or broker > click the **Commission** tab > click the **Commission Setup…** button.

   In the “Commission Setup" utility dialog click the button for the desired Commission Calculation Basis > in the Quotas section click the Pay Commissions drop down menu and select “**Weekly Dollar Quota**”. Then fill in the amounts for the **Weekly Quota Sales Dollars/ Rate** fields and fill in any other Quotas fields required for the salesperson’s commissions and click **OK**.

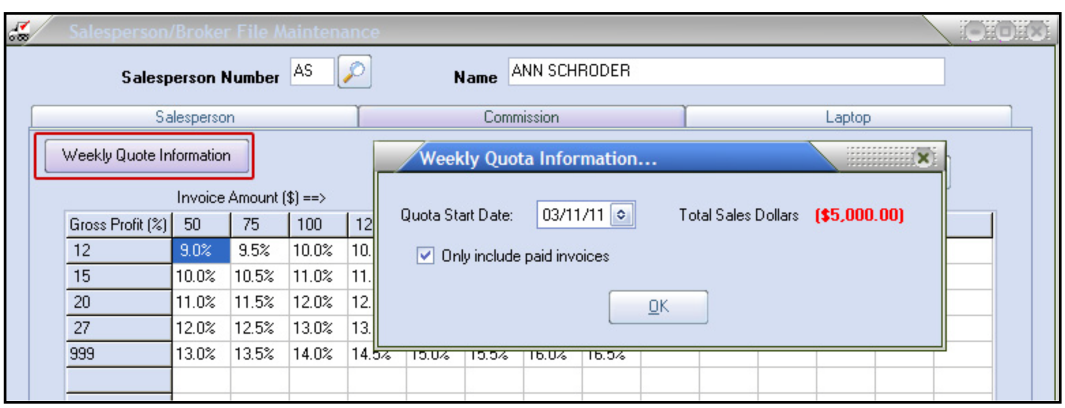




2. A button which allows you to view the salesperson's progress towards their weekly commission quota has been added to the "Commission" tab. The button is displayed after you click the Pay Commissions drop down menu and select “**Weekly Dollar Quota**” and click **OK** in the Commission Setup" utility dialog as described above.

   By default the progress calculations are made using Cash Receipt payments (specifically, invoices which have been paid in full) for 1 week starting from the "Quota Start Date".

   If you turn off the "**Only include paid invoices**" option then the progress toward the weekly quota is calculated using total sales for the current week. The "Quota Start Date" defaults to Monday of the current week.



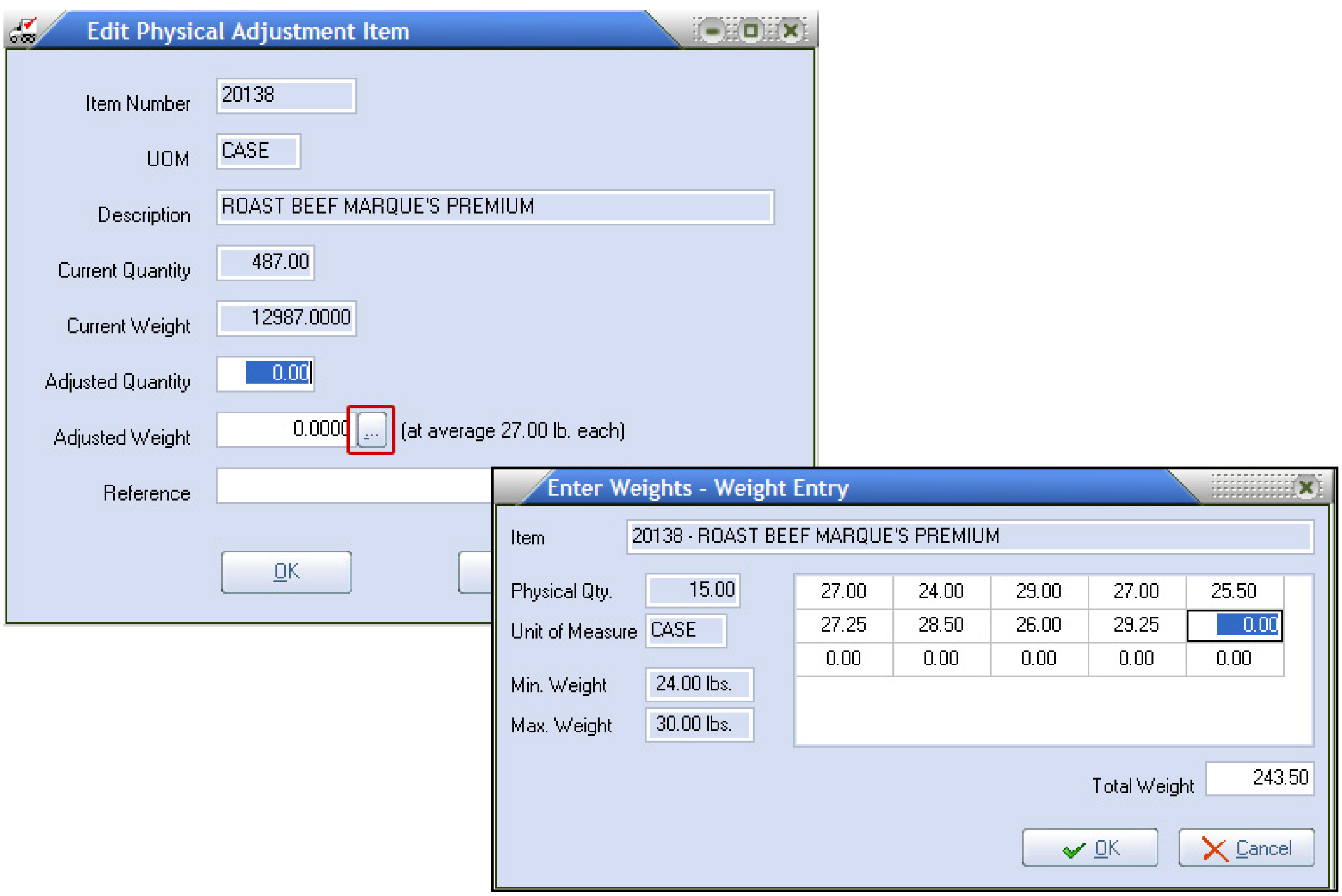
Physical Adjustments

A new feature has been implemented that provides the ability to enter individual catchweights when making adjustments on catchweight items.

Click the button to the right of the Adjusted Weight field in the Edit Physical Adjustment Item dialog. The Enter Weights – Weight Entry dialog box will display. In the Weight Entry dialog the weight detail information associated with each adjustment entry is saved for the duration of your current session in the Physical Adjustments utility. This gives you the ability to go back and review, or even change, the weight detail information up to the point at which you **close** the Physical Adjustments window. After you close the window the weight detail information will be discarded and only the **total** will be retained.

Use menu path: **Inventory** > **Physical Adjustments.**

1. The **Physical Adjustments by Item** screen will display.
2. Click the **Add** button.
3. The **Inventory Search** dialog box will display.
4. Find the item and click it and click **OK**.
5. The **Edit Physical Adjustment Item** dialog box will display.
6. Update the **Adjusted Quantity** field and click the button to the right of the **Adjusted Weight** field (as shown in the red box in the image below).
7. In the **Enter Weights – Weight Entry** dialog box enter the exact weights for each case. The **Total Weight** field will update as you enter the individual case weights.
8. Click **OK** when you are done.



entrée Report Updates

1. New **Contact Listing** Report.
   Use menu path **Reports** > **Miscellaneous** > select **Contact Listing** from the drop down menu.

   This report is used to print information stored in the entrée Contact Manager. There are three styles available for this report which correlates directly to available contact types (Customer, Vendor or Miscellaneous).

2. **Receipts / Returns** Report.
   The operation of this report has been modified so that the first line of description will always be taken from the corresponding receipt transaction record rather than the Inventory File.

3. **Inventory File** Report.
   "Primary Vendor Name" has been added as an available column option in this report.

4. **Inventory Reorders** Report.
   A new "Drop items with a suggested reorder quantity of 0.00" option has been added. When this option is enabled all items where the calculated "Suggested Reorder Quantity" value is zero will be omitted from the report.

5. **Inventory Count Sheets** Report.
   The "Exclude items without on hand quantities" option has been added to this report. When this option is enabled the items with a Unit of Measure of "LB." and have an On Hand Weight which is less than or equal to zero will be omitted from the report.

   Items with a Unit of Measure other than "LB." will be omitted if their On Hand Quantity is less than or equal to zero.

6. **Customer Listing** Report.
   The "Fuel Charge Exempt" option has been added as an available column in this report.

7. **Customer Bid Price** Report.
   The "Effective Date" feature has been added to this report. The value of this setting will default to the current entrée Working Date. All Bid Prices displayed by the report will be checked against the current entrée Working Date so that you will only see prices which are valid on the specified date. It will eliminate prices which are already expired as well as those prices which are not active yet in entrée.

   If no date checking is desired then set the "Effective Date" value to <u>blanks</u> and it will turn off this feature and return all available Bid Price entries just as the report previously worked.

8. **Sales Commission** Report.
   Support for performing commission calculations using the special rate assigned to a salesperson’s weekly quota has been added to this report.

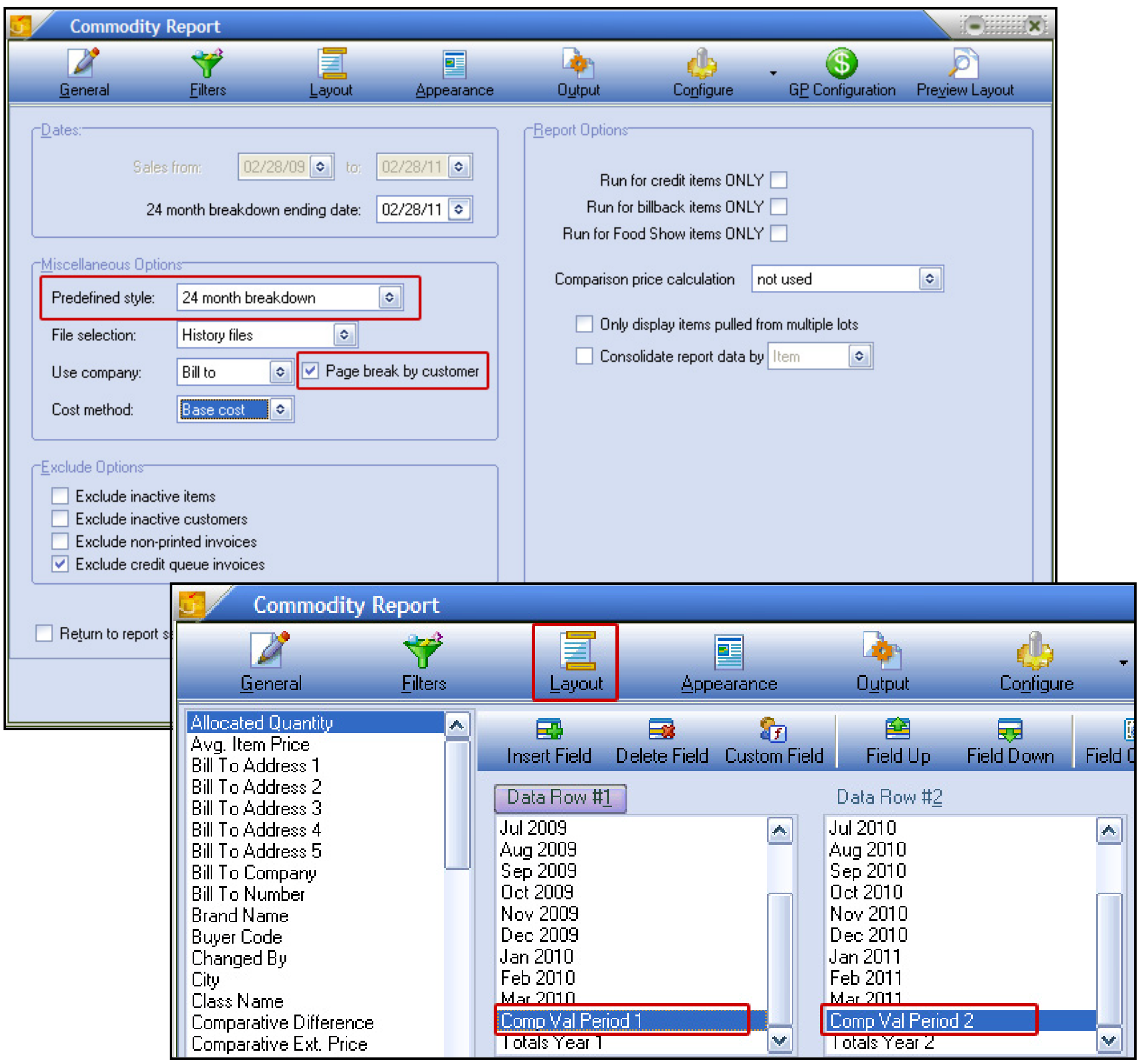
9. **Sales Commodity** Report.

a. The option to filter by Broker has been added to this report. When used, the "Broker" filter value will be compared to either "Broker 1" or "Broker 2" as defined in Customer File Maintenance.

b. Added the option to "Page break by customer" when running the "24 month breakdown" style of this report.

c. Added two new fields in the report Layout that can be used in conjunction with the "24 month breakdown" style of this report. "Comp Val Period 1" and "Comp Val Period 2" will display comparison totals between the starting date of the report and the current system date, omitting period data from months that have yet to occur.

For example, if the report was generated with an ending date of December 31, 2011 on March 4, 2011, "Comp Val Period 1" would contain sales totals from January 1st 2010 through March 31st 2010 and "Comp Val Period 2" would contain sales totals from January 1st 2011 through March 31st 2011.



NECS began in 1987 with its sole mission to produce top quality software for foodservice distributors. At that time, company president, Chris Anatra had determined that the software market was severely lacking in specialized software to address the needs of wholesale food distributors, especially those dealing with meat, seafood, produce, cheese as well as full line distributors.

The only products available at that time were needlessly complex, difficult to use, required expensive computer hardware costing into the six figures, and still did not meet all the needs of the foodservice distributor.

During this time period, the computer industry was beginning its move from large mainframe and minicomputer systems, to the more economical personal computer such, as the IBM PC. Chris Anatra, president of NECS, and the original developer of the NECS software, saw the opportunity to design a system based on the Microsoft and networking technologies available at that time. By adapting to this new technology early, it turned out to be a brilliant move that set NECS to become the leader in food distribution software. NECS was able to provide a comprehensive, easy-to-use software package, at an economical price.

Adapting to new technology early, and constantly providing new features for our user base, continues to be our company mission.

Over the years, the system has evolved into **entrée®**, a comprehensive Windows* application with more than 3 million lines of programming source code.

To date, almost 1,500 wholesale food distributors have decided that the NECS entrée system is the best product to meet their demanding needs. Our large network of satisfied customers makes this decision even easier.

Foodservice distributors which run their operations on NECS computer software are more profitable and operate more efficiently on reduced staffs. This leaves NECS with an enthusiastic user base, who readily recommends NECS software to other wholesale food distributors.

NECS customers range in size from smaller distributors with sales revenues of a few million per year, up to distributors with sales approaching $200 million per year. The average size NECS customer has sales of $25 million/year, and requires about 20 workstations.

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