

## **Sales and Distribution for Fresh Produce**

Regular repeat customers' orders

Repeat order templates

Call lists

Customers' normal sales contact

Easy to use price lists

Real-time price re-negotiation assistance

See any items they have "stopped" ordering

Take an order by block / box / packet / etc.  
but price per Kilo / gram / each / etc.

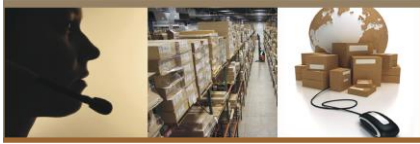
Picking list

Actual weights dispatched / delivery notes / invoice

Route order loading list for where you use dedicated transport

Money collection / payment list

Total integration with Sage



# Encode It

**Proudly Presents**

## **Sales and Distribution Module for Sage 50 Accounts**

**From Order Acquisition**

**Through Picking and Loading**

**To Distribution and Billing**



## WHICH CUSTOMERS SHOULD I RING?

Every customer has an allocated sales person. Just filter your list to include those you need to call....

The screenshot displays the 'Sales' application window with a 'Customers' list. A 'Customer Search' dialog is open, and a 'Customer' details form is also visible. An arrow points from the 'Customer Search' dialog to the 'DST001' entry in the customer list.

Account Ref	Name	Allocated To
A1D001	test	
ABS001	A1 Design Services	
BBS001	ABS Garages Ltd	Henry Catherwood
BFI001	Bobs Building Supplies	Henry Catherwood
BFR001	Fred Briant	Breda Hadley
BFR001	Bronson Inc	
BUS001	Business Exhibitions	
CASH001	Cash and Credit Card Sales	
CSS001	County Golf Supplies	Henry Catherwood
CDM001	Compton Packaging	Breda Hadley
DST001	Johnson Design & Build Partners	
GL001	F G Landscape & Design	Breda Hadley
GRA001	Graham Electronics	
HAU001	Hausser GMBH	Henry Catherwood
JSS001	John Smith Studios	Breda Hadley
KIN001	Kinghorn & French	Breda Hadley
MAC001	Macolm Hall Associates	Breda Hadley
MIB001	Nikes Insurance Services	Breda Hadley
MIL001	Mile Road Health Centre	
MOR001	Morley Solicitors	Henry Catherwood
PAT001	Patterson & Graham Garages	Henry Catherwood
PIC001	Picture Frame Ltd	
ROB001	Robertson Joinery	
SDE001	S D Enterprises	Henry Catherwood
SHO001	The Show Lodge	Henry Catherwood
STE001	Stevenson & Smith	
STE002	Steven Stephenson	
STU001	Edward Stuart	
SWA001	Swan Leisure Centre	Breda Hadley
VID001	The Video Rental Company	
YOU001	Peter Young	

**Customer Search**

Criteria

Name:

Post Code:

Route:

Allocated User:

Day Of Order:  Monday  Tuesday  Wednesday  Thursday  Friday  Saturday  Sunday

Telephone Num:

Sage Account:

Reset Clear OK Cancel

**Customer**

Details

Name: Johnson Design & Build Partners

Address: Unit 12, Corporation Buildings, North Shields, North Tyneside

Post Code: NE12 6GH

Currency:  Tax Code:

Allocated User:

Additional Details: Contact Details | Price/Order List | Routes | History

Reference:

Sage Account: DST001 | Johnson Design & Build Partners

Analysis Code 1: Trade

Analysis Code 2: George

Analysis Code 3: Tyne & Wear

Notes:

Save & Close Cancel



## WHEN SHOULD I RING THEM?

Every customer has an allocated route, which is user defined and easy to set up and change. Just filter your list to include those you need to call in time for their delivery day.

The screenshot shows a software interface with a 'Routes' list and a 'Route' dialog box. The 'Routes' list is located in the top right of the main window, and the 'Route' dialog box is open in the foreground. The 'Route' dialog box has a 'Details' section with a 'Description' field containing 'East'. Below this, there are tabs for the days of the week: Monday, Tuesday, Wednesday, Thursday, Friday, Saturday, and Sunday. The 'Monday' tab is selected. Below the tabs is a table with two columns: 'Name' and 'Drop Position'. The table contains three rows of data:

Name	Drop Position
ABS Garages Ltd	1
Bobs Building Supplies	2
A1 Design Services	3

At the bottom of the dialog box, there are several buttons: 'First', 'Up', 'Down', 'Last', 'Set To', 'Save & Close', and 'Cancel'.



## WHAT DO THEY WANT AND WHAT PRICES DO THEY PAY?

An automated list of all potential orders for that day is generated. All you need to do now is call you customers and take the orders. Information from their previous 4 weeks of trading is at you fingertips, items, prices, quantities and special offers.

**Orders**

Order No	Customer	Total Net	Order Date	Status	Route	Allocated To	Taken By
1	Johnson Design & Build Partners	296.34	11/08/2010	Pending	East Midlands		jeremy stables
2	Macolm Hall Associates	322.70	11/08/2010	Dispatched	On Route North West	Breda Hadley	jeremy stables
3	Patterson & Graham Garages	3425.00	11/08/2010	Dispatched	On Route North West		jeremy stables
4	test	124.95	24/08/2010	Ready To Dispatch	London		jeremy stables

**Order**

Details | Main Contact | Trade Contact | Customer Notes | Order Notes | Previous Order Notes

Order No: 1

Customer: Johnson Design & Build Partners

Route: East Midlands

Customer Order Reference:

Order Date: Wednesday 11/08/2010      Status: Pending

**ADHOC ORDER**

Add:  Clear       On Special     Not Ordered     To Review

Refre

Stock Code	Description	Unit Of Sale	Unit Price	Quantity Ordered	Review Date	04/08/2010	28/07/2010	21/07/2010	14/07/2010
BOOKS001	A4 Ledger Book - 5 Column	Each	7.99	0.00		0.00	0.00	0.00	0.00
CALC004	Calculator - Printing Rolls	10 Pack	6.00	0.00		0.00	0.00	0.00	0.00
ENV001	Envelope - White (110 x 220) Plain	1000 Box	8.99	0.00		0.00	0.00	0.00	0.00
MAIL001	Mailing Bag - Bubble Lined	50 Box	15.00	0.00		0.00	0.00	0.00	0.00
PAPER003	Copy Paper - Premium Grade	1 Ream	3.40	0.00		0.00	0.00	0.00	0.00
REMEMBER01	Remember-Me Sticky Notes	Dozen	3.00	0.00		0.00	0.00	0.00	0.00

Add...    Edit...    Delete    Special Offers...    Save & Close    Cancel



## DO MY CUSTOMERS BUY GOODS BY WEIGHT? IF SO HOW CAN I ENSURE THEY GET THE RIGHT AMOUNT AND ARE CHARGES ACCURATELY?

Easy to set up weight and price relationship. Just tell the system the price per Kg and a "tolerance" factor for over or under supply and it is taken care of for you.

The screenshot shows a software window titled 'Setup - Dataset - DemoData - Sales - Weighted Products'. On the left is a tree view with 'Weighted Products' selected. The main area contains a table with the following data:

Stock Code	Description	Unit Of Sale	Ratio	Tolerance
WEI10MMBALLBEARINGS	10mm Diameter Ball Bearings	per KG	5.10	10.00
WEI2INCHNAILS	2" Long Nails	per KG	5.10	10.00
WEI3INCHNAILS	3" Long Nails	per KG	5.10	10.00
WEIBALLBEARINGS	5mm Diameter Ball Bearings	per KG	5.10	10.00
WEIFLOWPAK	Flow Pak beads	per KG	5.10	25.00
WEISAWDUST	Bags of Sawdust	per KG	5.10	15.00

An arrow points from the 'WEIBALLBEARINGS' row in the table to a 'Product' dialog box. The dialog box has the following fields:

- Stock Code: WEIBALLBEARINGS
- Description: 5mm Diameter Ball Bearings
- Unit Of Sale: per KG
- Quantity To Weight Ratio: 5.100000
- Weight Tolerance: 10.00 %

Buttons at the bottom: Save & Close, Cancel.



## TAKEN THE ORDER – WHAT NOW?

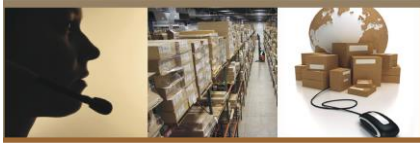
When you have completed the order simply move the status on and your distribution arm will have all the information they need to pick, load, deliver and collect money as required.

DemoData				
Picklist by Location (All)				
<b>Location</b>	Supplied Direct			
<b>Stock Code</b>	CALC001	<b>Unit Of Sale</b>	Each	
<b>Description</b>	Calculator - Desktop			
<b>Order</b>	<b>Name</b>	<b>Order Date</b>	<b>Quantity</b>	
2	Macolm Hall Associates	11/08/2010	3.00	
			<b>Total To Pick</b>	<b>3.00</b>
<b>Location</b>	Warehouse			
<b>Stock Code</b>	BOARD002	<b>Unit Of Sale</b>	Each	
<b>Description</b>	Whiteboard - Drywipe (1000 x 1500)			
<b>Order</b>	<b>Name</b>	<b>Order Date</b>	<b>Quantity</b>	
2	Macolm Hall Associates	11/08/2010	7.00	
			<b>Total To Pick</b>	<b>7.00</b>
<b>Stock Code</b>	MOUSE003	<b>Unit Of Sale</b>	Each	
<b>Description</b>	Mouse Mat - (241 x 203) Black			
<b>Order</b>	<b>Name</b>	<b>Order Date</b>	<b>Quantity</b>	
2	Macolm Hall Associates	11/08/2010	65.00	
			<b>Total To Pick</b>	<b>65.00</b>
<b>Stock Code</b>	PEN005	<b>Unit Of Sale</b>	10 Box	
<b>Description</b>	Pencil - H			
<b>Order</b>	<b>Name</b>	<b>Order Date</b>	<b>Quantity</b>	
3	Patterson & Graham Garages	11/08/2010	6.00	
			<b>Total To Pick</b>	<b>6.00</b>
<b>Stock Code</b>	TAPE002	<b>Unit Of Sale</b>	Each	
<b>Description</b>	Adhesive Tape - Brown (50mm x 66m)			
<b>Order</b>	<b>Name</b>	<b>Order Date</b>	<b>Quantity</b>	
2	Macolm Hall Associates	11/08/2010	4.00	
			<b>Total To Pick</b>	<b>4.00</b>
<b>Location</b>	Workshop			
<b>Stock Code</b>	MEM004	<b>Unit Of Sale</b>	Each	
<b>Description</b>	SIMM 16mb 100Mhz			
<b>Order</b>	<b>Name</b>	<b>Order Date</b>	<b>Quantity</b>	
2	Macolm Hall Associates	11/08/2010	1.00	
			<b>Total To Pick</b>	<b>1.00</b>
<b>Stock Code</b>	MOTH002	<b>Unit Of Sale</b>	Each	
<b>Description</b>	MTH2000 Motherboard			
<b>Order</b>	<b>Name</b>	<b>Order Date</b>	<b>Quantity</b>	
3	Patterson & Graham Garages	11/08/2010	55.00	
			<b>Total To Pick</b>	<b>55.00</b>
<b>Stock Code</b>	VID003	<b>Unit Of Sale</b>	Each	
<b>Description</b>	32mb PCI Video Card			
<b>Order</b>	<b>Name</b>	<b>Order Date</b>	<b>Quantity</b>	
3	Patterson & Graham Garages	11/08/2010	2.00	
			<b>Total To Pick</b>	<b>2.00</b>

DemoData					
Loading Sheet					
<b>Route</b>	North West				
<b>Customer</b>	Patterson & Graham Garages				
<b>Order Ref</b>	3	<b>Status</b>	Ready To Dispatch		
<b>Order Date</b>	11/08/2010 (Wednesday)	<b>Drop Pos</b>	ADHOC ORDER		
<b>Stock Code</b>	<b>Description</b>	<b>Unit Of Sale</b>	<b>Qty Ordered</b>	<b>Qty Picked</b>	
MOTH002	MTH2000 Motherboard	Each	55.00	55.00	
PEN005	Pencil - H	10 Box	6.00	6.00	
VID003	32mb PCI Video Card	Each	2.00	2.00	
<b>Customer</b>	Macolm Hall Associates				
<b>Order Ref</b>	2	<b>Status</b>	Ready To Dispatch		
<b>Order Date</b>	11/08/2010 (Wednesday)	<b>Drop Pos</b>	ADHOC ORDER		
<b>Stock Code</b>	<b>Description</b>	<b>Unit Of Sale</b>	<b>Qty Ordered</b>	<b>Qty Picked</b>	
BOARD002	Whiteboard - Drywipe (1000 x 1500)	Each	7.00	7.00	
CALC001	Calculator - Desktop	Each	3.00	3.00	
MEM004	SIMM 16mb 100Mhz	Each	1.00	1.00	
MOUSE003	Mouse Mat - (241 x 203) Black	Each	65.00	65.00	
TAPE002	Adhesive Tape - Brown (50mm x 66m)	Each	4.00	4.00	

DemoData						
Cash Sheet						
<b>Route</b>	North West					
<b>A/C Ref</b>	<b>Customer Name</b>	<b>INV. NO.</b>	<b>BALANCE</b>	<b>CASH PAID</b>	<b>A/C PAID</b>	<b>CHEQUE</b>
MAC001	<b>Macolm Hall Associates</b>	85	7248.86			
PAT001	<b>Patterson &amp; Graham Garages</b>	86	4326.24			
	<b>TOTAL</b>	<b>CHEQUES</b>		<b>EXPENSES</b>		
	<b>TOTAL CASH</b>					

NOTE: Customers shown in bold indicate an adhoc order. The order that you deliver to these customers needs to be determined manually.



# Sales and Distribution Module

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For further information or to arrange a demonstration please contact us.

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