



JD Edwards World

Sales Order Management - ECS Guide

Version A9.1

Revised - May 6, 2008

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Understanding Preference Fields (ECS) 7-1

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1 Overview

Overview to Sales Order Management – ECS

Energy and Chemical Solutions (ECS) sales order management involves much more than taking an order and shipping it. Today's requirements include sophisticated order management, inventory allocation, kitting, and promotional pricing. The ECS Sales Order Management system allows you to address these issues. It also provides added solutions to meet the specific needs of energy and chemical industries.

You can enhance customer service by using the ECS Sales Order Management system to create order templates, standing or blanket orders, and quote orders. The ECS Sales Order Management system provides additional customer service support through online displays that provide:

- Pertinent order, inventory, and financial information
- Net profitability of a product line when promotions, discounts, and allowances are applied

Pricing is another complicated issue. You must manage pricing efficiently to handle special promotions, allowances, and effective dates. The ECS Sales Order Management system allows you to set up a flexible base pricing structure. You can then define price adjustments and use the repricing feature to revise and update prices when necessary.

The ECS Sales Order Management system provides many features:

- Extensive user defined information
- Flexible pricing and discounting, which supports promotions, contracts, and allowances
- Recurring order and order template processing
- Customer and item preference profiles
- Online inventory availability and available-to-promise information
- Multiple templates for a single customer
- Comprehensive order and line status tracking

This section contains the following:

- [ECS Sales Order Management Process Flow](#)
- [System Integration](#)
- [Features of ECS Sales Order Management](#)
- [Menu Overview](#)

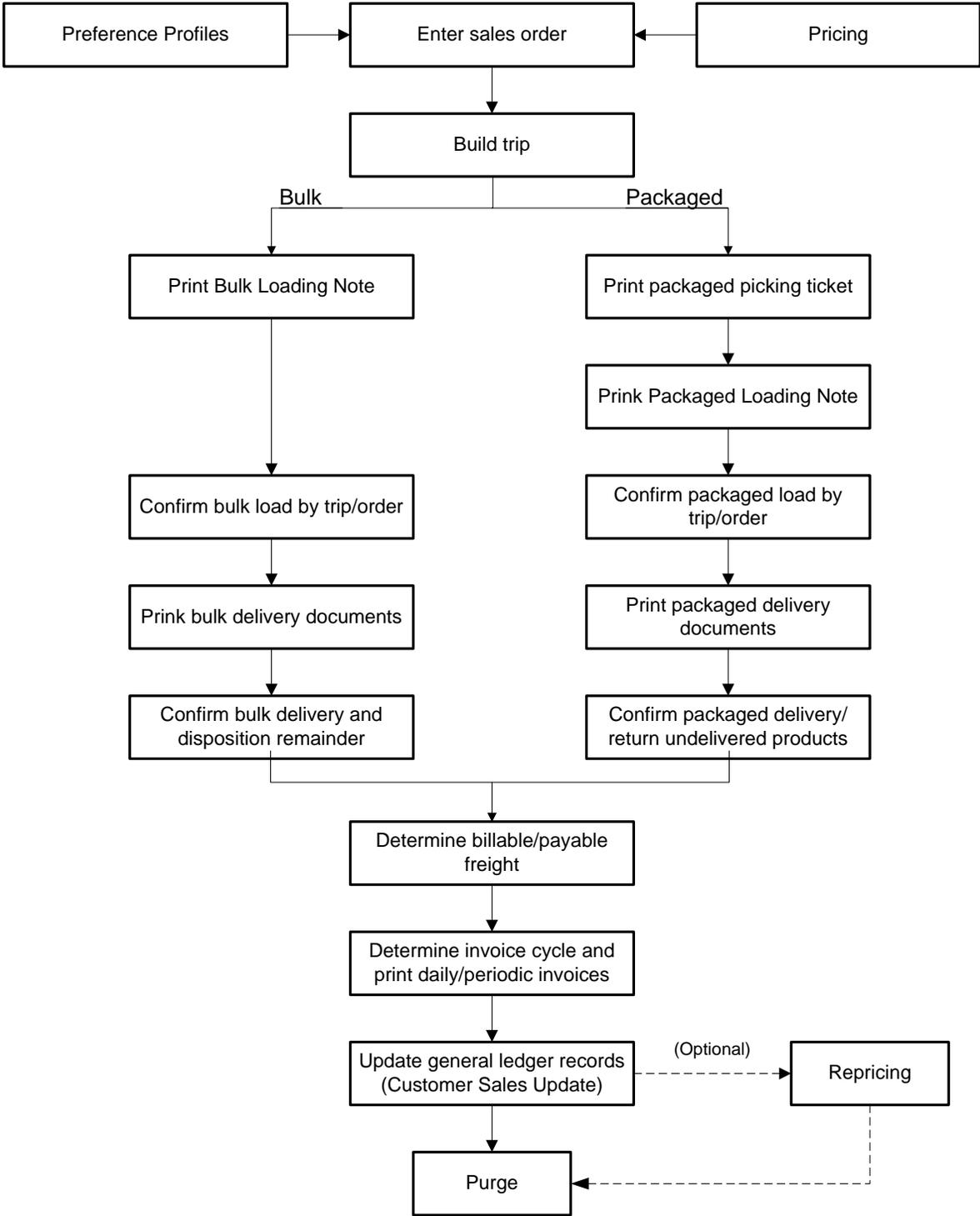
ECS Sales Order Management Process Flow

The ECS Sales Order Management system is closely integrated with the Load and Delivery Management system. After you enter a sales order, you process it through the Load and Delivery Management system to:

- Build trips
- Load and deliver bulk and packaged items
- Calculate freight charges

You then use the ECS Sales Order Management system to calculate scheduled invoice dates and print invoices. You also use this system to update all tables associated with the sales order and customer and to update the general ledger.

The following graphic illustrates the process flow of the ECS Sales Order Management and Load and Delivery Management systems.



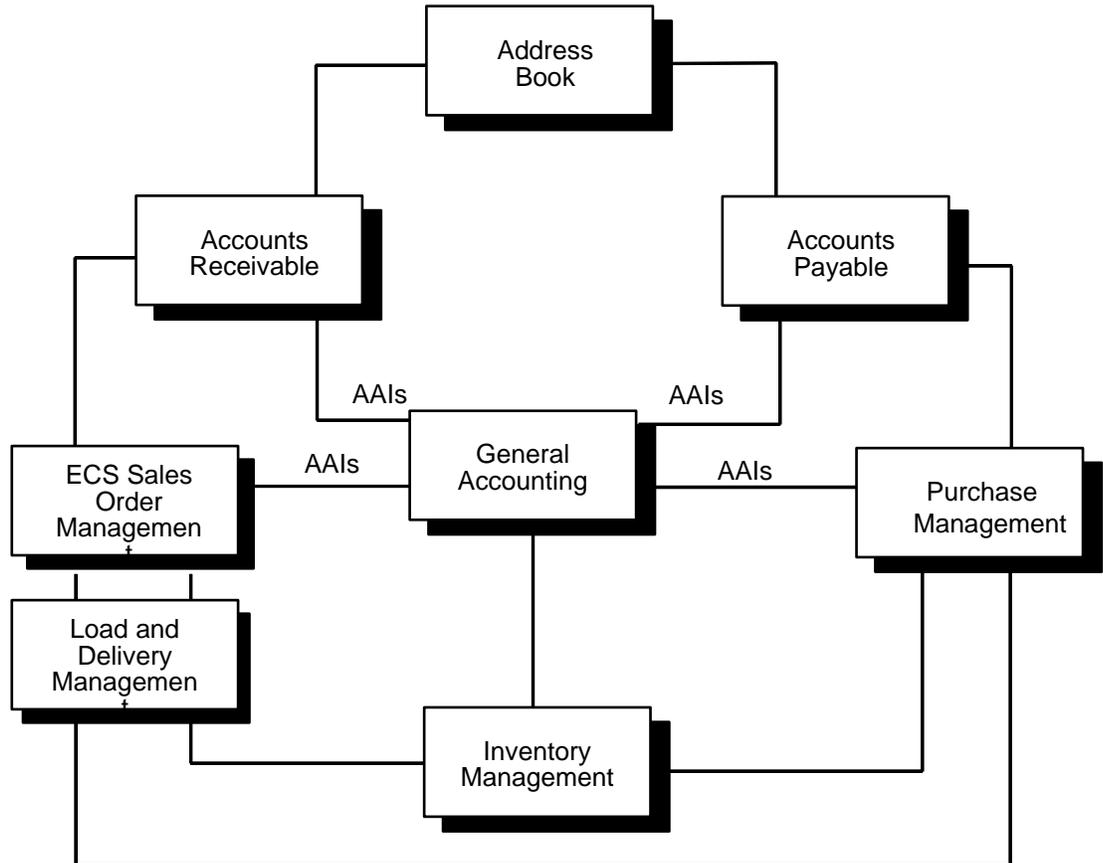
System Integration

The ECS Sales Order Management system works hand-in-hand with other JD Edwards World distribution/logistics and manufacturing systems. Supply and

demand components must balance to ensure that this takes place. The key is integration and the proactive use of distribution and logistics information.

Integration with Accounting and Distribution Systems

The following graphic illustrates how the ECS Sales Order Management system integrates with general accounting and other distribution systems.



ECS Sales Order Management

The system retrieves item prices and costs from the Inventory Management system for sales orders.

The system updates the general ledger and creates accounts receivable entries for invoices and records inventory, cost of goods sold, revenue, and tax transactions for use in cash receipts processing.

Load and Delivery Management

At load and delivery confirmation, the system retrieves cost information and relieves inventory from the Inventory Management system. This retrieval information is based on any sales orders that are load and delivery confirmed as reported by the ECS Sales Order Management system.

In addition, the system updates the general ledger based on the following scenarios:

- | | |
|---|--|
| Load confirm only with an invoice date in the future | <ul style="list-style-type: none"> ▪ System creates in-transit entries ▪ Cycle Billing creates deferred COGS, revenue, and accounts receivable entries |
| Load confirm only without a future invoice date | <ul style="list-style-type: none"> ▪ System creates in-transit entries |
| Load and delivery confirm with an invoice date in the future | <ul style="list-style-type: none"> ▪ Cycle Billing creates inventory, deferred COGS, and Accounts Receivable entries |

General Accounting

The hub of the integration circle is the JD Edwards World General Accounting system. The system enables you to track sales order accounting.

Address Book

The ECS Sales Order Management system works with the Address Book system to retrieve up-to-date customer billing and warehouse address information.

Inventory Management

The Inventory Management system stores item information for the ECS Sales Order Management, Purchase Management, and manufacturing systems. It also stores sales and purchasing costs and quantities available by location and tracks holds for locations from which items should not be sold. Any change in inventory valuation, count variances, or movement updates the general ledger.

Purchase Management

The Purchase Management system supports direct ship order and transfer order processing. You can use the system to release receipts to backordered items.

Advanced Pricing

Optionally, you can use the Advanced Pricing system in conjunction with the ECS Sales Order Management system. This system integrates with many of the price-related programs in the ECS Sales Order Management system and provides additional pricing, preference, reporting, and setup functionality.

Advanced Warehouse Management

Optionally, you can use the Advanced Warehouse Management system in conjunction with the ECS Sales Order Management system. This system integrates with many of the programs related to items and provides additional reporting, picking, and setup functionality.

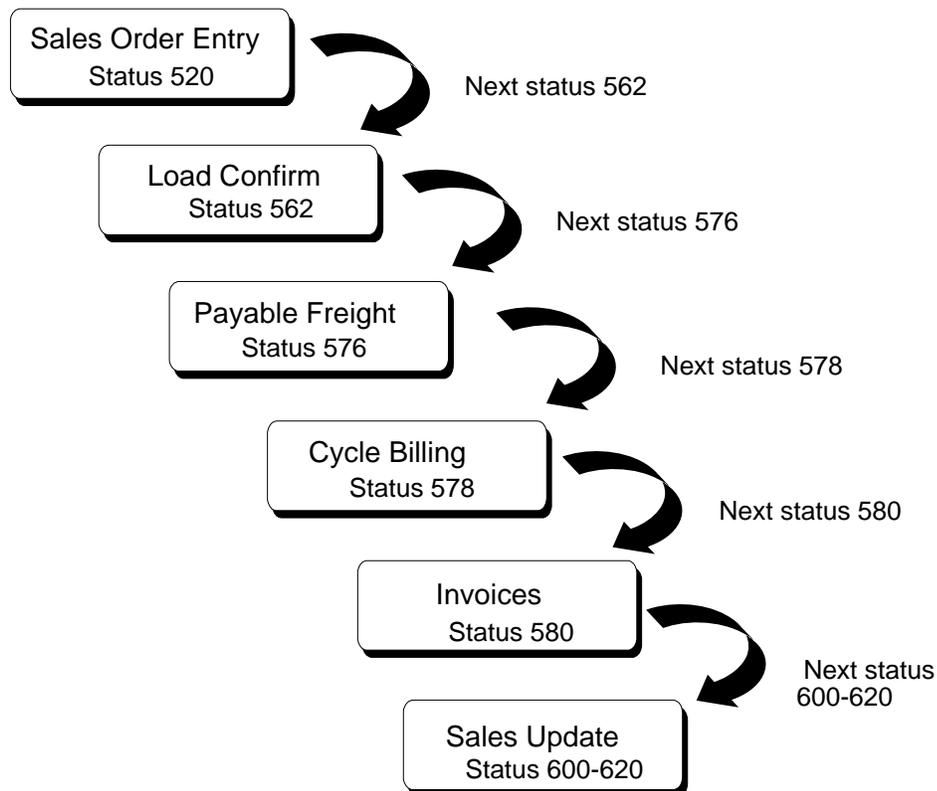
Features of ECS Sales Order Management

Basic Order Entry

Basic order entry allows you to record information about your customers and the items they have ordered. When you enter a sales order, the system automatically enters pertinent information currently stored in the customer, item, preference, and pricing records. Sales order processing begins as soon as you complete order entry.

Processing Steps and Status Codes

Each step of the order process has a status code that you define in the order activity rules. The system uses each status code to track an order through the sales order process. For example, an order that is load confirmed has a status code of 562. The following example illustrates the relationship between processing steps and status codes.



The process that you define for your sales orders may include additional steps, depending on the types of customers that you have.

Sales Order Information

You can review and analyze sales order information and generate reports to track the status of sales orders and invoices. For example, you can review the present

status of any order, such as an order that is on hold. This also allows you to accurately plan for future needs.

When entering or reviewing a sales order, you can quickly access item information, such as item number, availability, quantity cost-breaks, and so on. This is helpful when you are speaking directly to the customer.

You can also quickly access information about customer accounts and open and closed sales orders. For example, you can use the Check Credit program to compare a customer's total accounts receivable and open orders with their credit limit. You can also review sales history information and billing information that doesn't print on the invoice that the customer receives.

Credit Orders

You use credit orders to accept returned items from a customer and to issue credit to the customer. When you enter credit information manually, the system applies the current unit price for the credited item. When you have the system create a credit order, the system retrieves the credit information based on the unit price that the customer actually paid instead of today's current or average cost.

Additional Orders

The Sales Order Management system provides the following additional orders to accommodate specific ordering situations:

- Quote orders
- Blanket orders
- Direct ship orders
- Transfer orders
- Interbranch sales orders
- Sales orders with manual invoice

You enter these additional orders in the same way that you enter basic sales orders. However, the system processes each type of additional order differently. Some additional orders, such as blanket and quote orders, are prerequisites to actual sales orders. That is, you must enter these orders before you can enter sales orders from them.

Order Release

You might have orders on hold for several reasons. For example, you might place orders on hold that do not meet margin requirements. When an order is on hold, it must be released back into the processing cycle for any additional processing to take place.

The system can place an order or order line on hold if you do not have the quantity to fill the order or order line. This type of hold is a backorder. You release backorders when inventory becomes available.

End of Day Processing

You perform end of day processing to complete the order processing cycle. Performing end of day processing consists of running batch programs to:

- Calculate individual billing cycles for customers
- Print periodic invoices that are due
- Update all tables and records related to customer sales
- Post journal entries resulting from the order processing cycle

You should run the Update Customer Sales program each day to keep the most accurate sales information. You update your sales information on a daily basis to do the following:

- Keep accounts receivable (A/R) records current
- Provide daily activity reports
- Keep general ledger (G/L) accounts current for inventory, cost of goods sold (COGS), sales, and freight
- Keep inventory on-hand balances accurate
- Keep interim sales and commission reports accurate

Pricing

For each item that you sell, you must define the price at which you want to sell it. You use ECS Sales Order Management pricing to define a base pricing structure. The system uses the base pricing structure that you define to retrieve prices when you enter items on an order and to calculate price adjustments and updates. You can define base prices for any combination of items, item groups, customers, or customer groups.

After you define base prices, you can set up the following additional types of price calculations:

- Price adjustments for groups of items
- Contract pricing, which applies special pricing for an item to a single customer or customer group
- Trade discount pricing, which is a discount percentage on all items for a specific customer
- Cash discount pricing, which you can apply to individual sales order detail lines

You can use repricing to set up additional discounts and markups or to recalculate sales orders.

Templates

With some advance preparation and setup, you can significantly speed up the order entry process. One way to do this is to create and assign order templates for your customers. Templates speed the order entry process by reducing repetition.

An order template displays frequently ordered items and quantities. You can create the following two types of templates:

Standard templates	A standard template applies to all customers. You can assign a standard template to display every time you enter an order.
Customer-specific templates	Customer-specific templates include a particular customer's most frequently ordered items. You can assign a customer-specific template to display only when you enter orders for that customer.

Preferences

You can use preferences to customize the way sales orders are processed. For ECS sales order processing, JD Edwards World has provided 22 preferences. You can customize these preferences to meet your specific business requirements.

Typically, you create preferences when you have consistent business requirements that differ from the default values for the ECS Sales Order Management system. For example, you can create preferences to suit the needs of:

- Your customer's specific requirements
- Your company's policies
- Regulatory agencies' rules

Setting up and using each preference requires careful thought. Your business purpose for using preferences should be considered against the efficient use of the system's processing time. For example, you should not use preferences for occasional variances. In these instances, you can more efficiently use the system resources by manually entering exception information in the applicable fields of the customer or item form.

Invoice Cycles

You set up invoice cycles to apply different cycle calculation rules and schedules to different customer and item combinations. For example, one customer might prefer an invoice at the end of the month for all shipments made during that month, and another customer might want a weekly invoice for specific items. To set up invoice cycles, you set up invoice cycle calculation rules and create Invoice Cycle preferences.

After you confirm orders for delivery, you process them through the Cycle Billing program. The Cycle Billing program calculates scheduled invoice dates based on the invoice cycle preference, invoice cycle calculation rules, and scheduled invoice date ranges.

System Setup

You can customize the ECS Sales Order Management system to fit your company's needs and to ensure that you meet customer demand.

Before you use the ECS Sales Order Management system to process sales orders, you must perform the following system setup tasks:

- Set up constants that provide the system with default information for day-to-day transactions within a branch/plant
- Set up customer billing instructions, which are rules the system uses in processing a customer's order
- Set up order line types, which are codes that determine how the system processes a detail line in an order
- Set up order activity rules to establish the sequence of allowable steps that an order takes from beginning to end
- Define the codes that the system uses to place sales orders on hold
- Define branch sales markups, which are transfer costs that apply to interbranch sales
- Set up commission information for a specific salesperson or a group of salespeople
- Set up automatic accounting instructions (AAIs), which provide the ECS Sales Order Management system with accounting information and general ledger relationships for interacting with the General Accounting system

Advanced and Technical Operations

Advanced and technical operations for the ECS Sales Order Management system include:

- Creating flexible files
- Purging data
- Working with subsystems

You can use these procedures to keep your system and operations running smoothly and efficiently.

Menu Overview

The following diagram identifies the commonly used menus for the JD Edwards World ECS Sales Order Management system.

ECS Sales Order Management
G4910

Daily Processing

ECS Sales Order Processing
G491011

Additional Order Processes
G491012

ECS End Of Day Processing
G491013

Periodic Processing

Customer Revisions
G4221

Price Management
G491022

Commission/Royalty
Management
G4223

Reports and Inquiries

ECS Sales Order Reports
G4910111

ECS Sales Order Inquiries
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Basic Order Entry

Objectives

- To enter sales orders interactively
- To enter sales orders through batch processing

About Basic Order Entry (ECS)

Basic order entry allows you to record information about your customers and the items they have ordered. When you enter a sales order, the system automatically enters pertinent information currently stored in the customer, item, preference, and pricing records. You can enter sales orders interactively or through batch processing.

Basic order entry consists of:

- Working with interactive sales orders
- Working with batch sales orders

What Is Interactive Sales Order Entry?

You enter sales orders interactively when you need to process individual orders immediately. After you complete the required fields for the sales order, the system retrieves default values from the Address Book (F0101), Customer Master (F0301), and Item Master (F4101) tables. Sales order processing begins as soon as you complete the order entry.

What Is Batch Sales Order Entry?

You use batch sales order entry when you need to enter a large quantity of sales orders quickly. You also enter batch sales orders when you want to process a group of sales orders at the same time, such as at the end of the day. A batch is a group of similar records or transactions that the system treats as a single unit during processing.

You can also create recurring sales orders in batch mode. A recurring order is one that you enter regularly. For example, if a customer submits the same order on a periodic basis, you can create a recurring order to automate the process.

Batch order entry is faster than interactive order entry. When you enter orders in batch mode, the system does not immediately update and edit the fields, as it does when you enter orders interactively. You enter only the required information for an

order and submit the orders to batch processing. The system then edits and processes the orders as a group.

Before You Begin

- Verify that the following information has been set up prior to entering sales orders:
 - Address information for each customer in the Address Book table (F0101). See *Entering Basic Address Information* in the *Address Book Guide*.
 - Master information for each customer in the Customer Master table (F0301). See *Entering Customer Master Information* in the *Accounts Receivable Guide*.
 - Billing instructions for each customer in the Customer Master table (F0301). See *Setting Up Customer Billing Instructions (ECS)*.
 - Item information in the Item Master (F4101) and Bulk Item Master (F41011) tables. See *Entering Item Master Information* in the *Inventory Management Guide*.
 - Branch/plant constants in the Branch/Plant Constants table (F41001). See *Defining Branch/Plant Constants (ECS)*.
 - Item and branch/plant information in the Item Branch table (F4102) and the Item Location table (F41021) for each item that you stock. See *Entering Branch/Plant Information* in the *Inventory Management Guide*.
 - Preferences for customer and item combinations. See *Understanding Preferences (ECS)* and *Setting Up Preferences (ECS)*.
 - Commission codes and commission rate information. See *Setting Up Commission Information (ECS)*.
 - Multi-currency, if you are processing orders using different currencies. See *Setting Up Multi-Currency* in the *General Accounting I Guide*.
 - Default location and printers for your terminal or user profile in the Default Location and Printers table (F40095). See *Setting Up Default Location Information* in the *Inventory Management Guide*.

Work with Interactive Sales Orders



From ECS Sales Order Management (G4910), choose ECS Sales Order Processing
From ECS Sales Order Processing (G491011), choose Enter Orders (Page Mode)

Working with Interactive Sales Orders (ECS)

You enter sales orders to record information about your customers and the items they have ordered. When you enter a sales order interactively, the system automatically enters pertinent information currently stored in the customer, item, preference, and pricing records. The system then processes the order as soon as you complete the order entry.

This section contains the following:

- [Entering Header Information \(ECS\)](#)
- [Entering Detail Information \(ECS\)](#)
- [Entering Additional Order Information \(ECS\)](#)
- [Entering a Kit Item \(ECS\)](#)
- [Entering an Order from a Template \(ECS\)](#)
- [Entering Substitute and Associated Items \(ECS\)](#)

You can enter a sales order in one of two ways:

- Enter customer, order processing, invoice, accounts receivable, and shipping information on the order header. Header information relates to an entire order. The system maintains this information in the Sales Order Header table (F4201).
- Enter the detailed item, price, shipping, accounts receivable, and commission information for each sales order line. Detail information relates to individual lines in a sales order. The system maintains this information in the Sales Order Detail table (F4211).

When you complete the required fields, the system enters default information from the Sales Order Header (F4201), Item Master (F4101), Item Location (F41021), Address Book (F0101), and Customer Master (F0301) tables.

You can also enter kit items on a sales order. You use kit items to group related items so that you can enter less information on the order. The end product, or “parent” item, is not stocked as an inventory item. You enter kit items on a sales order in the same way you enter individual items.

You can simplify sales order entry by using order templates. A template is a system-generated “best guess” as to what your customer will order. A template includes your customer’s most frequently ordered items.

As you are entering detail information, you can substitute items for backordered items. You can also identify cross-reference information for “associated” items. Associated items are commonly sold in conjunction with other items.

What You Should Know About

Sold To and Ship To addresses

You can define a default address for a customer if the address to which you send the invoice (Sold To) is different from the address to which you send the shipment (Ship To). You can instruct the system to automatically fill in the Ship To address whenever you enter the Sold To address.

See *Defining Default Address Types (ECS)*.

Canceling and deleting sales orders

If you have made an error or need to remove an order, you can:

- Cancel, but not delete, an entire order. All of the order lines on the Sales Order Entry form display “Closed” and have a next status of 999 (complete and ready to purge).
- Cancel individual order lines. The lines that you cancel display “Closed” and have a next status of 999.

You must use a purge program to remove an order from the system. See *Purging Data (ECS)*.

Locating an item

When entering a sales order, you can locate key item information, such as the item number and available quantities, in one of the following ways, depending on how you set the prompting control processing options for the Sales Order Entry program:

- You can search the Item Master table, choose a displayed item, and return its quantity to the sales order detail line.
- You can search the Item Location table, enter the quantity you want to order for any displayed item, and return it to the sales order detail line.
- You can perform a query search on all of the related tables, choose a displayed item, and return its quantity to the sales order detail line. This search method is useful if you know at least part of the description of an item.

See also *Copying Item Information to Sales Orders (ECS)*.

Duplicating an order

You can streamline sales order entry by duplicating sales orders. You set the processing options for order duplication default values to control order duplication. You can:

- Copy both the order header information and the detail order information
- Change the customer number in the Ship To or Sold To fields and duplicate only the detail order information
- Choose to omit specific lines from the duplicated order

Entering Header Information (ECS)

You enter header information that applies to the entire sales order, not just specific sales order lines. To enter header information, complete the following tasks:

- Enter order information
- Enter invoice information
- Enter accounts receivable information
- Enter shipping information
- Enter commission information

When you finish entering header information, you can enter detail information for each item on the sales order.

If you choose to enter only detail information, you must set the appropriate prompting control processing option to not display the order header. You can set the processing options to use default values for some header information.

Before You Begin

- Set the prompting control processing option to display the Enter Orders (Page Mode) form before the Sales Order Entry form

What You Should Know About

Changing header default information

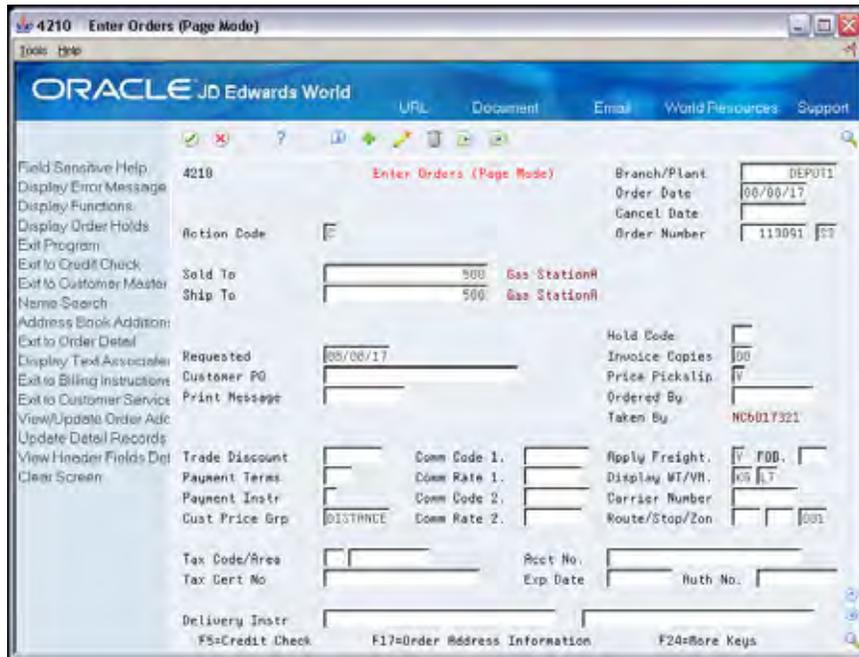
On the Header File Defaults window, you can specify the fields that you want to carry over from the Enter Orders (Page Mode) form to the Sales Order Entry form. You are limited to those fields that are common to both forms. You can also have any information that you change in the header automatically replace detail information.

Adding a message to a sales order

You access the Associated Text Window to attach a message to an entire sales order. You can add a message in any of the following ways:

- Create your own text
- Copy text from existing messages
- Use a predefined text message

After you add the text message, “See Memo” appears in the sales order header. You can specify on which documents this message prints, such as pick slips and invoices.



To enter order information

On Enter Orders (Page Mode)

1. Complete the following fields:

- Branch/Plant
- Sold To
- Ship To
- Mark-For (optional)

2. Review the following fields and make any necessary changes:

- Order Date
- Cancel Date
- Order Number
- Order Type

- Hold Code
- Requested
- Customer PO
- Price Pickslip
- Ordered By
- Taken By

Field	Explanation
Branch/Plant	<p>Identifies a separate entity within a business for which you want to track costs. For example, a business unit might be a warehouse location, job, project, work center, or branch/plant. The Business Unit field is alphanumeric.</p> <p>You can assign a business unit to a voucher, invoice, fixed asset, and so on, for purposes of responsibility reporting. For example, the system provides reports of open A/P and A/R by business units, to track equipment by responsible department.</p> <p>Business unit security can prevent you from locating business units for which you have no authority.</p> <p>NOTE: The system uses this value for Journal Entries if a value is not entered in the AAI table.</p> <p style="text-align: center;"><i>Form-specific information</i></p> <p>This is the branch/plant that originates the order.</p>
Sold To	A number that identifies an entry in the Address Book system. Use this number to identify employees, applicants, participants, customers, suppliers, tenants, special mailing addresses, and so on.
Ship To	The address number of the location to which you want to ship this order. The address book provides default values for customer address, including street, city, state, zip code, and country.
Date - Order/Transaction	The date that an order was entered into the system. This date determines which effective level is used for inventory pricing.
Cancel Date	The date that the order should be canceled if the goods have not been sent to the customer or the goods have not been received from the supplier. This is a memo-only field and does not cause the system to perform any type of automatic processing.

Field	Explanation
Order Type	<p>A user defined code (system 00/type DT) that identifies the type of document. This code also indicates the origin of the transaction. JD Edwards World has reserved document type codes for vouchers, invoices, receipts, and time sheets, which create automatic offset entries during the post program. (These entries are not self-balancing when you originally enter them.)</p> <p>The following document types are defined by JD Edwards World and should not be changed:</p> <p>P Accounts Payable Documents R Accounts Receivable Documents T Payroll Documents I Inventory Documents O Order Processing Documents J General Accounting/Joint Interest Billing Documents</p>
Hold Code	<p>User defined code (table 42/HC) that identifies why the order is on hold.</p> <p style="text-align: center;"><i>Form-specific information</i></p> <p>A value in this field prevents the system from processing an order.</p>
Date - Requested	The date that an item is to arrive or that an action is to be complete.
Customer P.O.	An alphanumeric value used as a cross-reference or secondary reference number. Typically, this is the customer number, supplier number, or job number.
Price Pickslip	<p>Code that indicates whether price information will appear on the customer's pick list, purchase order, or sales order. Valid codes are:</p> <p>Y Yes, which is the default N No.</p>
Ordered By	<p>SALES ORDER SYSTEM: An optional entry field intended for the name of the customer placing the order.</p> <p>PURCHASING SYSTEM: The name of the person entering the order. If you do not enter anything in this field, the system enters the IBM User ID of the person who is signed on to the system.</p>
Taken By	SALES ORDER ECS SYSTEM: The system uses the signon ID to identify the individual taking the customer's order.

To enter invoice information

On Enter Orders (Page Mode)

Complete the following fields:

- Invoice Copies
- Print Message

Field	Explanation
Invoice Copies	Number of invoice copies that the customer requires. The system will print the number of invoices specified in this field. The system always prints at least one invoice.
Print Message	A code that you assign to each print message. Examples of text messages are engineering specifications, hours of operation during holiday periods, and special delivery instructions.

To enter accounts receivable information

On Enter Orders (Page Mode)

Complete the following fields:

- Trade Discount
- Payment Terms
- Payment Instrument
- Tax Code
- Tax Area
- Account Number
- Tax Certificate Number
- Expiration Date
- Authorization Number

Field	Explanation
Trade Discount	Percentage by which the system reduces the price of each item. This is the only discount that will be applied. You can override it if you enter a price. Enter the percentage as a whole number (that is, 5 for 5%).

Field	Explanation
Payment Terms	<p>A code that specifies the terms of payment, including the percentage of discount available if the invoice is paid within a certain amount of time. A blank code usually indicates the most frequently used payment term. You define the specifications for each type of payment term using the Payment Terms Revisions program (P0014). For example:</p> <p>blank Net 15</p> <p>1 1/10 net 30</p> <p>2 2/10 net 30</p> <p>N Net 30</p> <p>P Prox 25th</p> <p>Z Net 90</p> <p>This code prints on customer invoices.</p> <p style="text-align: center;"><i>Form-specific information</i></p> <p>These terms originate from the customer information for the sold to address.</p>
Payment Instrument	<p>The user defined code (system 00, type PY) that specifies how payments are made by the customer. For example:</p> <p>C Check</p> <p>D Draft</p> <p>T Electronic funds transfer</p>
Tax Expl Code 1	<p>A user defined code (00/EX) that controls how a tax is assessed and distributed to the general ledger revenue and expense accounts. You assign this code to a customer or supplier to set up a default code for their transactions.</p> <p>Do not confuse this with the taxable, non-taxable code. A single invoice can have both taxable and non-taxable items. The entire invoice, however, must have one tax explanation code.</p>
Tax Rate/Area	<p>A code that identifies a tax or geographic area that has common tax rates and tax distribution. The tax rate/area must be defined to include the tax authorities (for example, state, county, city, rapid transit district, or province), and their rates. To be valid, a code must be set up in the Tax Rate/Area table (F4008).</p> <p>Typically, U.S. sales and use taxes require multiple tax authorities per tax rate/area, whereas VAT requires only one simple rate.</p> <p>The system uses this code to properly calculate the tax amount.</p> <p>If you use Vertex, the GeoCode appears in this field. The system retrieves the GeoCode based on the customer's city, state, and zip code.</p>

Field	Explanation
Account Number	The first of three fields available to record credit card transactions. This field allows you to record the customer's account number with the credit card company or bank.
Tax Certificate Number	A number that identifies a license or certificate that tax authorities issue to tax-exempt individuals and companies.
Expiration Date	This field is to record the account number and expiration date of credit cards used by your customers who make purchases from you. It is for information purposes only.
Authorization Number	This field lets you record the authorization number provided by the credit card company or bank which issued the card.

To enter shipping information

On Enter Orders (Page Mode)

Complete the following fields:

- Carrier Number
- Route
- Stop
- Zone

Field	Explanation
Carrier Number	<p>The address number for the preferred carrier of the item. The customer or your organization might prefer a certain carrier due to route or special handling requirements.</p> <p style="text-align: center;"><i>Form-specific information</i></p> <p>For ECS Sales Order Management</p> <p>The Confirm Bulk Load and Confirm Packaged Load programs in Load and Delivery Management override the preferred carrier with the owner of the vehicle.</p>

Field	Explanation
Route	<p>The route field is a user defined code (system 42, type RT) that represents the delivery route on which the customer resides. This field is one of several factors used by the freight summary facility to calculate potential freight charges for an order.</p> <p>For picking, use the route code with the stop and zone codes to group all of the items that are to be loaded onto a delivery vehicle for a specific route.</p> <p>You set up a default for each of these fields on the Customer Billing Instruction form.</p> <p style="text-align: center;"><i>Form-specific information</i></p> <p>For ECS Sales Order Management</p> <p>The Load and Delivery Management system does not use the Route field to calculate billable or payable freight. The system can use the Zone field for this calculation.</p>
Stop	<p>The stop code is a user defined code (system 42, type SP) that represents the stop on a delivery route. This field is one of several factors used by the freight summary facility to calculate potential freight charges for an order.</p> <p>For picking, you can use the stop code with the route and zone codes to group all items that are to be loaded onto a delivery vehicle for a specific route.</p> <p>You set up the default for each of these fields on the Customer Billing Instructions form.</p> <p style="text-align: center;"><i>Form-specific information</i></p> <p>For ECS Sales Order Management</p> <p>The Load and Delivery Management system does not use the Stop field to calculate billable or payable freight. The system can use the Zone field for this calculation.</p>
Zone	<p>The zone field is a user defined code (system 40, type ZN) that represents the delivery area in which the customer resides. This field is one of several factors used by freight summary facility to calculate potential freight charges for an order.</p> <p>For picking you can use the zone code with the route and stop codes to group all item that are to be loaded onto a delivery vehicle for a specific route.</p> <p>You set up the default for each of these fields on the Customer Billing Instructions form.</p> <p style="text-align: center;"><i>Form-specific information</i></p> <p>For ECS Sales Order Management</p> <p>The Load and Delivery Management system does not use the Route and Stop fields to calculate billable or payable freight. The system can use the Zone field for this calculation.</p>

To enter commission information

On Enter Orders (Page Mode)

Complete the following fields:

- Commission Code 1
- Commission Rate 1
- Commission Code 2
- Commission Rate 2

Field	Explanation
Commission Code 1	<p>The first of two eight-character codes used to designate the salespeople who should receive credit for a sale to the customer. This code is first created in either the Address Book or through the Related Salespersons program.</p> <p style="text-align: center;"><i>Form-specific information</i></p> <p>You set up the default on the Customer Billing Instructions form.</p>
Rate - Commission 1	<p>The first of two percentages to be applied to either the gross sales amount or the gross margin for an order or order line in computing your commission liability. This percent can default from Billing Instructions or be entered directly to the order.</p>
Commission Code 2	<p>The second of two eight-character codes used to designate the salespeople who should receive credit for a sale to the customer. This code is first created in either the Address Book or through the Related Salespersons program.</p>
Rate - Commission 2	<p>The second of two commission percentages to be applied to either the gross sales amount or the gross margin for an order or order line in computing your commission liability. This percent can come in from the Billing Instructions or be entered in the sales order.</p>

Entering Detail Information (ECS)

After you enter header information, you enter detail information that applies to individual sales order lines, such as items, quantities, and prices. Some of the detail information carries over from the heading information, including the following:

- Customer and shipping address numbers
- Branch/plant and order information, such as order number and order date
- Requested date and customer purchase order number

If you choose not to use the order header, you can enter all of the necessary information for the sales order on the Sales Order Entry form. You must set the appropriate prompting control processing option for the Sales Order Entry program

to display only the Sales Order Entry form. You can also set the processing options to use default values for some header information.

To enter detail information

On Enter Orders (Page Mode)

1. Access Sales Order Entry.

2. On Sales Order Entry, complete the following fields to enter item information:

- Detail Branch/Plant
- Quantity
- Item

3. Complete the following fields to enter item information or leave blank to accept default values:

- Unit of Measure
- Unit Price
- Pricing Unit of Measure
- Mode of Transport
- Duty Status
- Line of Business
- Requested
- Promised

4. Access the fold area.

5. Complete the following fields to enter item information for each branch/plant in which the item is stored or leave blank to accept default values:
 - Branch/Plant
 - Accounting Branch/Plant
 - Location
 - Lot
 - Description 1
6. Complete the following fields to enter price information for each sales order line or leave blank to accept default values:
 - Extended Price
 - Taxable
 - Price Codes
7. Complete the following fields to enter detail order information for each sales order line or leave blank to accept default values:
 - Last Status
 - Next Status
 - Print Message
8. Complete the following fields to enter date information for each sales order line or leave blank to accept default values:
 - Requested Date
 - Load Date
 - Promised Date

- Cancel
9. Complete the following fields to enter quantity information for each sales order line or leave blank to accept default values:
- S (Scheduled to Ship)
 - B (Backordered)
 - C (Cancelled)

Field	Explanation
Quantity	<p>The quantity of units affected by this transaction.</p> <p style="text-align: center;"><i>Form-specific information</i></p> <p>For credit orders, the quantity changes to a negative amount once the order is accepted.</p>
Item	<p>A number that the system assigns to an item. It can be in short, long, or 3rd item number format.</p>
Unit of Measure	<p>A user defined code (system 00/ type UM) that indicates in what quantity an inventory item is expressed; for example, CS (case) or BX (box).</p> <p style="text-align: center;"><i>Form-specific information</i></p> <p>If you leave this field blank, the system uses the default unit of measure from the Basic Item Master Data form.</p> <p>For bulk items, all weights must have a conversion to kilograms, and all volumes must have a conversion to M3. In addition, all weight and volume units of measure must be identified with a W or V in the Special Handling Code of the Sales Order/Unit of Measure user defined codes.</p>
Unit Price	<p>The list or base price to be charged for one unit of this item. In sales order entry, all prices must be set up in the Base Price table (F4106).</p> <p style="text-align: center;"><i>Form-specific information</i></p> <p>If this item is not set up on the Basic Item Master Data form, you must type a price in this field. This price overrides all other prices.</p> <p>NOTE: If you enter the extended price, the system can calculate the unit price.</p>
Pricing Unit of Measure	<p>A code (system 00/type UM) that indicates the unit of measure in which you usually price the item.</p>
Mode of Transport	<p>A user defined code (system 00, type TM) describing the nature of the carrier being used to transport goods to the customer, for example, by rail, by road, and so on.</p>
Duty Status	<p>A user defined code (system 40, type DS) identifying the duty status of an order line. You should only specify this value for duty reporting. The system supplies a default value based on the End Use preference. You can override this value at order entry.</p>

Field	Explanation
Line of Business	A user defined code (system 40, type LB) identifying a customer's line of business.
Date - Promised Shipment	The promised shipment date for either a sales order or purchase order. The Supply and Demand Programs use this date to calculate Available to Promise information. This value can be automatically calculated during sales order entry. This date represents the day that the item can be shipped from the warehouse.
Accounting Branch/Plant	<p>A business unit is an accounting entity required for management reporting. It can be a profit center, department, warehouse location, job, project, work center, branch/plant, and so forth.</p> <p>This business unit is from the business unit entered on the header of a sales/purchase order for reporting purposes.</p> <p>This data is always right justified on entry (for example, CO123 would appear as _____CO123). A security mechanism has been provided to inhibit users from entering or locating business units outside the scope of their authority.</p>
Location	A code that identifies inventory locations in a branch/plant. You define the format of the location identifier by branch/plant (P410012).
Lot	<p>A number that identifies a lot or a serial number. A lot is a group of items with similar characteristics.</p> <p><i>Form-specific information</i></p> <p>If you use lot processing, the system uses the default from the branch/plant item information or you can enter a lot code.</p>
Description 1	<p>A brief description of an item, a remark, or an explanation.</p> <p><i>Form-specific information</i></p> <p>Once you enter the item number, the description defaults from the Item Master file. If you enter a non-stock item in the Item field, you must enter the description or the system uses the default line type description.</p>
Amount - Extended Price	The number of units multiplied by the unit price.
Taxable	A code that indicates whether the item is subject to sales tax when you sell it. The system calculates tax on the item only if the customer is also taxable.
Price Code 1	<p>User defined code (system 40, type P1) you can use to control pricing adjustments. You can associate this code with a preference profile.</p> <p>When you specify a price code 1 in the preference, it fills or overrides this field in the sales order detail.</p>

Field	Explanation
Last Status	A code (system 40/type AT) specifying the last step in the processing cycle that this order line has successfully completed.
Next Status	A user defined code (system 40/type AT) indicating the next step in the order flow of the line type.
Load Date	The date that the product from an order line is loaded onto a vehicle for delivery.
S — Quantity Shipped	<p>The number of units committed for shipment in Sales Order Entry, using either the entered or the primary unit of measure defined for this item.</p> <p>In the Manufacturing system and Work Order Time Entry, this field can indicate completed or scrapped quantities. The quantity type is determined by the type code entered.</p>
B — Units — Qty Backordered/Held	<p>The number of units backordered in Sales Order Management or in Work Order Processing, using either the entered or the primary unit of measure defined for this item.</p> <p><i>Form-specific information</i></p> <p>The branch/plant information, branch/plant constants, and billing instructions that allow backorders must be set to Y (Yes). If no backorders are allowed, the system cancels orders without sufficient quantity. You can enter a number in this field.</p>
C — Units — Qty Canceled/Scrapped	<p>The number of units canceled in Sales Order or Work Order Processing, using either the entered or the primary unit of measure defined for this item.</p> <p>In manufacturing, this can also be the number of units scrapped to date.</p> <p><i>Form-specific information</i></p> <p>A number that indicates the quantity canceled if backorders are not allowed or the Partial Shipments field is set to N (No) on the Customer Billing Instructions form. You can enter a number in this field.</p>

What You Should Know About

Adding a message to an order line

You access the Associated Text Window to attach a message to a detail sales order line. You can specify on which documents this message prints, such as pick slips and invoices. You can also add a message by accessing the Text Line Entry window and entering a line type for the text message.

Viewing item flash messages	Flash messages for order lines contain information, such as engineering change orders, that people need to know when selling an item. If a flash message exists for an order line, the system highlights the Quantity and Item fields. You can choose an option in either of these fields to view the flash message.
Reviewing quantity information	When you order items that are not available in the quantity that you need on the promised date, the Supply/Demand Inquiry form might display, depending on how you set the processing options. You can also display this form manually. <i>See Reviewing Supply and Demand Information (ECS).</i>
Reviewing price information	You can access and review price information on the Check Price and Availability form before selecting a price for an item. <i>See Reviewing Price and Availability Information (ECS).</i>
Entering Mark-For addresses	You can set the Mark-For Address processing options in Sales Order Entry ECS – Detail to display the Mark-For Address. You use the Mark-For address to specify the location of the final destination of the order. In the retail industry, you can use this address to distinguish from the Ship To address, which can often represent a Distribution Center rather than a retail outlet. You can only enter customers that you have set up in the Address Book Master and Customer Billing Instructions. If you enter a Mark-For address, the system assesses the tax based on the information that you set up in the Customer Billing Instructions for the Mark-For address instead of the Sold To address.
Service Warranty Management	A processing option determines if service warranties are assigned to sales lines by batch. The DREAM writer version can be specified. <i>See Service and Warranty Management information</i>

Entering Additional Order Information (ECS)

After you have entered header and detail information, you can enter additional order information for each individual sales order line, if necessary. You can enter the following additional information:

- Accounts receivable and price information
- Shipping information
- Code and order information
- Sales and commission information
- Item information

The system automatically enters most of the information on the Order Detail Information form. You can review this information and make changes or additions as necessary.

To enter additional order information

On Sales Order Entry

1. Access Order Detail Information for the order detail line that you want to change.

2. On Order Detail Information, review or complete the following fields for shipping information:
 - Ship To
 - Shipping Commodity
 - Shipping Condition
 - Carrier Number
 - Apply Freight
 - Rate Code
 - Route
 - Stop
 - Zone
 - MOT
3. Review or complete the following fields for accounts receivable and price information:

- Cash Discount %
 - G/L Offset
 - Subledger
 - Subledger Type
4. Review or complete the following fields for code and order information:
- Priority Code
 - Reason Code
 - Original Order
 - Original Order Type
 - Original Order Line Number
 - Related Order
 - Related Order Type
 - Related Order Line Number
5. Review or complete the following fields for sales and commission information:
- Sales Catalog Sections
 - Family
 - Sales Category
 - Apply Commission
 - Salesperson Code 1
 - Salesperson Code 1 Commission Rate
 - Salesperson Code 2
 - Salesperson Code 2 Commission Rate
6. Review or complete the following fields for item information:
- Extended Weight
 - Weight Unit of Measure
 - Extended Volume
 - Volume Unit of Measure

Field	Explanation
Shipping Commodity	<p>A user defined code (system 41/type E) that represents an item property type or classification, such as international shipment handling. The system uses this code to sort and process like items.</p> <p>This field is one of three classification categories available primarily for inventory and shipping purposes.</p>

Field	Explanation
Shipping Condition	<p>A code (table 41/C) that represents an item property type or classification, such as special shipping conditions. The system uses this code to sort and process like items.</p> <p>This field is one of three classification categories available primarily for inventory and shipping purposes.</p>
Rate Code	<p>The user defined code (system 41/type RT) for freight rate. This designates the amount that the customer is charged for postage, freight, or other miscellaneous expenses for an order.</p> <p style="text-align: center;"><i>Form-specific information</i></p> <p>For ECS Sales Order Management</p> <p>The Load and Delivery Management system does not use this field to calculate billable or payable freight.</p>
Mode of Transport	<p>A user defined code (system 00, type TM) describing the nature of the carrier being used to transport goods to the customer, for example, by rail, by road, and so on.</p>
Cash Discount %	<p>A discount which is passed forward from the manufacturer or mill to the customer based upon the payment terms of the supplier. Enter 10 percent as 10.00</p>
G/L Offset	<p>A code that identifies the general ledger class that you want the system to use when it searches for the account to which it will post the transaction. If you do not want to specify a class code, you can enter **** (four asterisks) in this field.</p> <p>The table of Automatic Accounting Instructions (AAIs) allows you to predefine classes of automatic offset accounts for the Inventory, Purchasing, and Sales Order Management systems. G/L categories might be assigned as follows:</p> <p>IN20 Direct Ship Orders IN60 Transfer Orders IN80 Stock Sales</p> <p>The system can generate accounting entries based upon a single transaction. As an example, a single sale of a stock item can trigger the generation of accounting entries similar to these:</p> <p>Sales-Stock (Debit) xxxxx.xx A/R Stock Sales (Credit) xxxxx.xx Posting Category: IN80 Stock Inventory (Debit) xxxxx.xx Stock COGS (Credit) xxxxx.xx</p> <p>Although this field is four characters, only the last two characters of the Category and the last character of the Document Type are used to find the AAI.</p>
Subledger - G/L	<p>A code that identifies a detailed auxiliary account within a general ledger account. A subledger can be an equipment item number, an address book number, and so forth. If you enter a subledger, you must also specify the subledger type.</p>

Field	Explanation
Subledger Type	<p>A user defined code (00/ST) that is used with the Subledger field to identify the subledger type and subledger editing. On the User Defined Codes form, the second line of the description controls how the system performs editing. This is either hard-coded (as shown in the second line of description) or can be user defined. For example:</p> <p>A Alphanumeric field, do not edit</p> <p>N Numeric field, right justify and zero fill</p> <p>C Alphanumeric field, right justify and blank fill</p>
Priority Code	<p>A code that tells the system to handle this customer's orders on a priority basis. Use this value to set up print pick slips so you can choose to print them on a priority basis. This code is assigned from the Customer Billing Instructions.</p> <p>This field is informational only and can be used in DREAM Writer selection to expedite order lines.</p> <p>In addition, the backorder print report and automatic batch release program can be sequenced by this code to release those orders with the highest priority first.</p>
Reason Code	<p>A user defined code (system 42/type RC) that explains the purpose for a transaction. For example, you can use a code to indicate a transaction that involves returned items, such as goods that were damaged in shipment or the overshipment of goods.</p>
Original Order	<p>The original document number. This can be a voucher, an invoice, unapplied cash, a journal entry number, and so on. Matching document numbers are also used to identify related documents in the Accounts Receivable and Accounts Payable systems. The document number (DOC) is always the original document number. The matching document number (DOCM) is the check, adjustment, or credit to be applied against the original document.</p> <p style="text-align: center;"><i>Form-specific information</i></p> <p>The original document number for the release of a blanket order.</p>

Field	Explanation
Original Order Type	<p>This code defines the order type. It is verified in user defined codes (system 40, type OT). Reserved document types have been defined for voucher entry, invoice entry, receipts entry, and time sheet entry. Because the offsetting entries for document types are created automatically during the post program, they will not be self-balancing on original entry. The reserved document types are:</p> <p>PR Purchase Requisition Orders PQ Purchase Quote PO Purchase Order PD Purchase Order - Direct Ship PB Purchase Order - Blanket SQ Sales Quote SO Sales Order SD Sales Order - Direct Ship SB Sales Order - Blanket</p>
Original Order Line Number	<p>A number identifying which line on the original order that the current line matches.</p> <p><i>Form-specific information</i></p> <p>The system assigns decimal values to kits and text.</p>
Related Order	<p>A number that identifies a secondary purchase order, sales order, or work order associated with the original order. This is for information only.</p>
Related Order Type	<p>A user defined code (system 00, type DT) that indicates the document type of the secondary or related order. For example, a purchase order might be document type OP and might have been created to fill a related work order with document type WO.</p>
Related Order Line Number	<p>A number of the detail line on the related order for which the current order was created. For example, on a purchase order created to fill open sales orders, this is the line number of the sales order on which the item you are ordering appears.</p> <p><i>Form-specific information</i></p> <p>The system assigns decimal values to kits and text.</p>
Sales Catalog Section	<p>One of ten category codes to be used for sales coding purposes. These codes can represent such things as color, material content, or use.</p>
Apply Commission (Y/N)	<p>Used to indicate whether the sales value or gross margin earned in this order detail line should be included in the calculation of commission for the salesperson(s) responsible for this order.</p>

Field	Explanation
Salesperson Code 1	<p>The first of two salespeople who have responsibility for or can receive a commission on sales to this customer.</p> <p>You create this code by using the Address Book system or the Related Salesperson form.</p>
Salesperson Code 1 Commission Rate	<p>The percentage commission rate that the system uses in computing commission liability on sales made by salesperson 01.</p> <p style="text-align: center;"><i>Form-specific information</i></p> <p>The percentage commission rate that the system applies to the gross sales amount or the gross margin for an order. The system uses this value to compute commission liability. You set up the default on the Customer Billing Instructions form.</p>
Salesperson Code 2	<p>The second of two salespeople who have responsibility for or can receive a commission on sales to this customer.</p> <p>You create this code by using the Address Book system or the Related Salespersons form.</p>
Salesperson Code 2 Commission Rate	<p>The percentage commission rate that the system uses in computing commission liability on sales made by salesperson 02.</p> <p style="text-align: center;"><i>Form-specific information</i></p> <p>The percentage commission rate that the system applies to the gross sales amount or the gross margin for an order. The system uses this value to compute commission liability. You set up the default on the Customer Billing Instructions form.</p>
Extended Weight	The weight of one unit in the primary unit of measure.
Weight Unit of Measure	<p>The unit of measure that indicates the weight of an individual item. Typical weight units of measure are:</p> <p>GM Gram OZ Ounce LB Pound KG Kilogram CW Hundredweight TN Ton KG Kilogram CW Hundredweight TN Ton</p>
Extended Volume	The cubic units occupied by one inventory item. The definition of the unit itself (cubic feet, yards, meters, and so on) is defined in the volume unit of measure.

Field	Explanation
Volume Unit of Measure	The unit of measure for the cubic space occupied by an inventory item. Typical volume unit of measures are: ML Milliliter OZ Fluid Ounce PT Pint LT Liter CF Cubic Foot CM Cubic Meter CY Cubic Yard CF Cubic Foot CY Cubic Yard CM Cubic Meter

Entering a Kit Item (ECS)

You use kit items to package items together or to create an end item that has been assembled from multiple inventory items. This allows you to enter less information on the sales order. You enter kit items on a sales order in the same way you enter individual items.

Kit items are comprised of two or more component items attached to a “parent” item number. The parent item is not stocked as an inventory item. For example, you might combine the two component items, unleaded gas and additive A, to create the parent item, super unleaded octane 97, which is not stocked as an inventory item.

When you enter an item number for a kit on a sales order, the Kit Window form displays. You can review the pre-selected items and quantities that make up the kit. You can also select any optional items that you want to include on the sales order.

Before You Begin

- Verify that kit items have been set up. See *Entering Kits* in the *Inventory Management Guide*.
- Verify that a bill of material has been set up for each parent item. See *Entering a Bill of Material* in the *Inventory Management Guide*.
- Verify that the kit processing options are set to display the kit component items on the sales order.

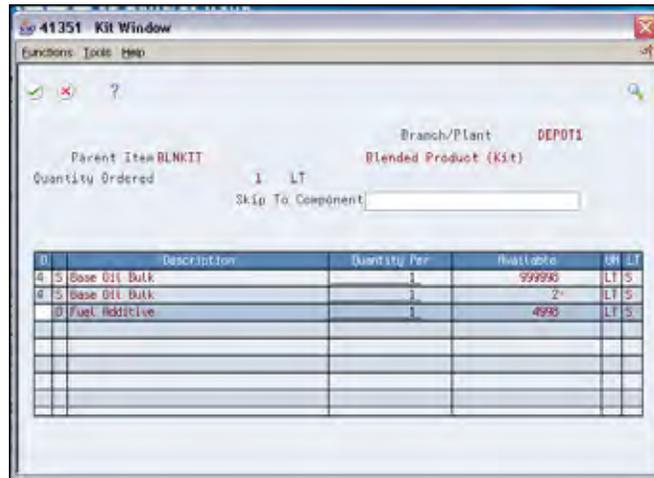
To enter a kit item

On Sales Order Entry

1. Complete the following fields for the parent item:
 - Quantity

- Item

The Kit Window appears with the associated component items selected.



2. On the Kit Window, select any optional components that you want to add to the order.

What You Should Know About

Changing kit orders

You can change quantity and price information for both parent and component items on the kit order. The system recalculates kit pricing. Any price changes affect only the current order. You make permanent price changes in the branch/plant record.

Entering an Order from a Template (ECS)

To save time and eliminate repetition in order entry, you can enter an order from a template that contains frequently ordered items. Templates can be standard or customer-specific.

You enter information from a template in two ways:

- Copy all of the items and quantities from the customer's template onto a new sales order
- Manually override a customer's default template by adding, deleting, or changing item or quantity information

Before You Begin

- Verify that templates have been created and assigned. See *Working with Order Templates (ECS)*.

- Verify that the order template processing option is set to permit order template processing for either the Sold To customer number or the Ship To customer number.

To enter an order from a template

On Sales Order Entry

1. Complete the following fields:

- Branch/Plant
- Sold To
- Ship To

Alternatively, you can complete these same fields on the Enter Orders (Page Mode) form.

If one or more default templates are assigned to the customer, the Order Template window appears.



2. On the Order Template window, choose all of the item information on the template.
3. Accept the item information.
The system returns the item information to the sales order.
4. For each of the items now listed on the sales order, complete the following field or leave blank for any item that you do not want to include:
 - Quantity
5. Enter additional items and quantities on the sales order, if needed.

What You Should Know About

Using additional templates If you have not assigned a default template to your customer or you want to use a different template, you can access the Valid Order Templates window from the Sales Order Entry form. Then, follow the normal procedure for entering an order from a template.

Entering Substitute and Associated Items (ECS)

As you are entering detail information, you can substitute items for backordered items, if the customer accepts substitute items. Substituting an item on a sales order cancels any quantities for the original item that are on backorder. After you add a substitute item, the original order line displays a “Canceled by Substitution” status, and the new order line displays a “Sold as a substitute” status. Order lines show the split between the original and the substituted items.

If your company normally sells certain items in conjunction with each other, you can enter “associated” items on your sales order. You can set up the system to prompt you to ask the customer whether they want to add the associated items when you enter the original item. For example, if a customer regularly orders 10W30 oil in conjunction with 20W40 oil, you can set up the system to display the Substitute/Associated Items window when this customer orders one of these two items.

Before You Begin

- Verify that the cross-reference table for substitute and associated items has been set up. See *Setting Up Item Cross-References* in the *Inventory Management Guide*.
- Verify that the cross-reference information processing options have been set for substitute and associated items.
- Verify that the customer has been set up to accept substitute items in the customer billing instructions. See *Setting Up Customer Billing Instructions (ECS)*.

To enter substitute and associated items

On Sales Order Entry

1. Complete the following fields to enter an item:
 - Quantity
 - Item
2. Access the Substitute/Associated Item window.



3. On the Substitute/Associated Item window, complete the following fields for each substitute and associated item:
 - Quantity
 - Price

What You Should Know About

Reviewing commitment information

If the quantity that you need for a sales order line is committed across several branch plants, you can review the following information on Inventory Commitment:

- Soft-committed quantities display branch/plant information only.
- Hard-committed quantities display branch/plant and location information.

Substituting partial quantities on sales orders

If there is only partial availability for an item, you can use a substitute item to provide the quantity that you need to complete an order. Order lines show the split between the original and substituted items.

Processing Options

See [Sales Order Entry - Detail \(P4211\)](#).

Work with Batch Sales Orders



From ECS Sales Order Management (G4910), choose **Additional Order Processes**
From Additional Order Processes (G491012), choose **Recurring & Batch Order Entry**

Working with Batch Sales Orders (ECS)

You use the Recurring and Batch Order Entry program to enter a large quantity of sales orders quickly or to process a group of sales orders at the same time, such as at the end of the day.

You can also use this program to create recurring sales orders in batch mode. A recurring order is one that you enter regularly. For example, if a customer submits the same order on a periodic basis, you can create a recurring order to automate the process. You can have the system re-enter the order on a weekly, monthly, or yearly basis.

During batch processing, a DREAM Writer program edits and transfers the information in the batch tables to the sales order tables and produces sales orders.

To initiate batch processing automatically, you set the appropriate processing option and identify the batch program in the subsystem.

This section contains the following:

- [Entering Batch Orders \(ECS\)](#)
- [Creating a Recurring Order \(ECS\)](#)
- [Processing Batch Orders \(ECS\)](#)

What You Should Know About

Entering sales orders from non-JD Edwards World systems

You can use the Batch Edit and Creation program to update tables in the ECS Sales Order Management system with orders that have been entered on a non-JD Edwards World system.

Entering Batch Orders (ECS)

To speed the order entry process, you can enter orders in batch mode. When you use batch mode, you enter only the minimum information required. You then submit the batch job, and the system does all the processing.

The system sends header information that you enter to the Batch Header Receiver table (F4001Z) and detail information to the Batch Detail Receiver table (F4011Z). The information remains in those tables until you submit the batch job.

To enter batch orders

On Recurring & Batch Order Entry

1. Complete the following fields:
 - Branch/Plant
 - Ship To
 - Quantity
 - Item
2. Complete any additional fields or leave blank to accept the default values.
3. Access Batch Order Additional Detail.

4. On Batch Order Additional Detail, toggle to the update mode.
5. Complete any optional fields.
6. Return to Recurring and Batch Order Entry
7. Do one of the following:
 - Submit the order for processing using F21 from the Recurring & Batch Order Entry program (P4001Z), if you have not set the processing options to automatically submit the order. When you use the F21 key you will see the message “Submitted” on the screen underneath the “Order Number” text. Once the job has completed you can go to your spooled file to review the reports R40211Z1 and R40211Z.
 - Processing option #7 behind the Recurring & Batch Order Entry program (P4001Z) may be flagged to use the subsystem to call P40211Z.
 - Process the sales orders later by running the Batch Edit and Creation program (P40211Z) separately.

Regardless of when you process the orders, the Edit and Creation program edits the information and creates the sales orders. If there are no errors, the system adds information to the Sales Order Header table and the Sales Order Detail table.

What You Should Know About

Processing batch sales orders individually	You can process each order individually. To do so, submit the order from the Recurring & Batch Order Entry form. When you submit a batch sales order, “Submitted” appears on the form. This message indicates that the system has submitted the order to a batch job for editing and creation.
The Recurring & Batch Order Entry form	Because the system inserts some information on the sales order after processing, the Recurring & Batch Order Entry form displays only the fields you need to complete for batch mode. For example, no fold area is available.
Entering Mark-For address and reference information	<p>You can set the Mark-For Address processing options in Sales Order Entry - Detail to display the Mark-For Address.</p> <p>You can set the processing options in Batch and Recurring Order Entry to suppress the Mark-For address.</p> <p>You use the Mark-For address to specify the location of the final destination of the order. In the retail industry, this address is used in addition to the Ship To address.</p> <p>You can only enter customers that you have set up in the Address Book Master and Customer Billing Instructions. If you enter a Mark-For address, the system assesses the tax based on the information that you set up in the Customer Billing Instructions for the Mark-For address instead of the Sold To address.</p>
Import/Export	This program supports Import/Export Functionality. See <i>Technical Foundation</i> for more information.

Processing Options

See [Batch Order Entry \(P4001Z\)](#).

Creating a Recurring Order (ECS)

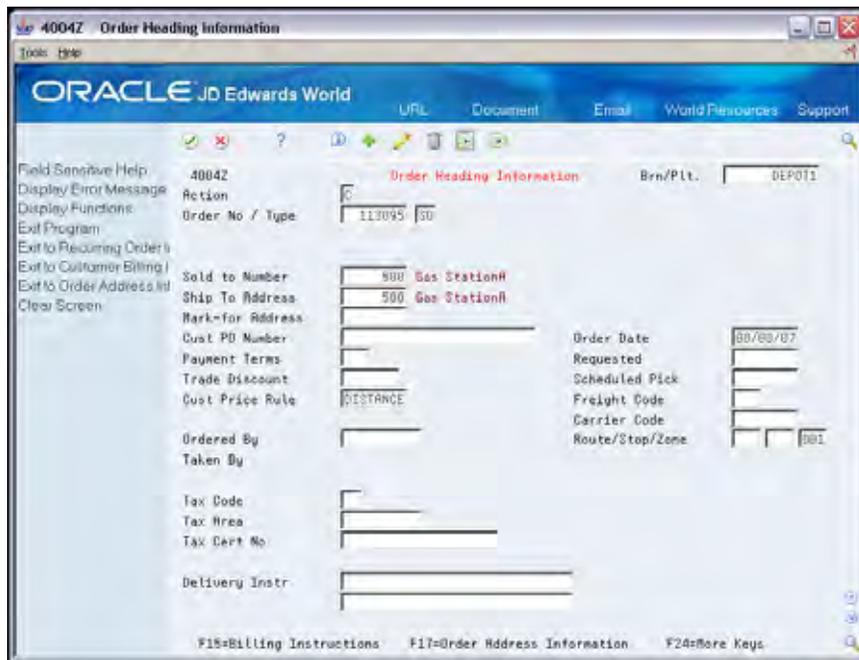
You can streamline order entry and avoid manually re-entering orders that contain the same information by creating recurring orders. You specify how often the order recurs and when you want the system to stop generating the order.

	<p>From ECS Sales Order Management (G4910), choose Additional Order Processes From Additional Order Processes (G491012), choose Recurring & Batch Order Entry</p>
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To create a recurring order

On Recurring & Batch Order Entry

1. Complete the following fields:
 - Branch/Plant
 - Ship To
 - Quantity
 - Item
2. Access Order Heading Information.



3. On Order Heading Information, access Recurring Order Information.

4. On Recurring Order Information, complete one or more of the following fields:
- Order Frequency
 - Next Order Date
 - Days of the Week
 - Suspend Date

Field	Explanation
Frequency - Order	Indicates how often a recurring order is automatically generated.
Date - Next Order	The next date that a recurring order is to be processed.
Date - Suspend	The date when a recurring order is no longer to be processed.

What You Should Know About

- Specifying order frequency dates** You can define the frequency that the system uses to processes orders:
- If you specify a daily frequency (D), you can indicate which day of the week the system should process the order.
 - If you specify a weekly (W) or monthly (M) frequency, the system calculates the future dates to process orders based on the Next Order Date that you enter.
- Batch Order Edit/Creation** A separate version of the Batch Order Edit/Creation program (P40211Z) should be retained for use only with recurring orders.

- Kit processing**

Kits can be processed with this program so long as the kit is defined in the Item Master file (F4101) with a stocking type of K. The relationship between the kit item and its components in the Bill of Materials file (F3002) must also be set up. Since this is a batch program, all components must be set up as standard components for the items to successfully be written to the Sales Order. Options and Features will not work.
- Purging files**

You may want to purge records that have been processed from the batch receiver files (F4001Z and F4011Z) to reduce processing time. Use the Purge Batch Receiver program (P4001ZP) from menu G00234 to purge the records.
- Importing orders from an external system**

The Z files can be used to import data from external systems. You can use a Universal File Converter or any data mapping program to populate F4001Z and F4011Z. For information on minimum required fields, refer to the chapter on Inbound 850 orders in the Electronic Commerce Guide. The functionality of the Batch Sales Order Edit/Creation and the EDI Inbound PO Edit/Creation (850I) versions of P40211Z are very similar, but note that they use different based on files in the DREAM writer versions.

Processing Batch Orders (ECS)

	From ECS Sales Order Management (G4910), choose Additional Order Processes From Additional Order Processes (G491012), choose Batch Edit and Creation
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After you enter batch sales orders, use the Batch Edit and Creation program to process the orders. The system edits the information you entered and creates all orders at one time. To ensure the integrity of the data, the system creates sales orders for batch orders only after the editing process is complete.

The Batch Edit and Creation program generates two reports. To verify that sales orders have been created or that all errors have been corrected, you can review the following reports:

Report	Description
Batch Order Creation Activity Register (R40211Z1)	This report lists the orders that were created by the Batch Edit and Creation program. If no orders were created the report is not produced.
Batch Order Creation Exception report	This report lists any errors that were detected by the Batch Edit and Creation program. If any batch order appears on the Batch Order Creation Exception Report, you must correct the order and rerun the Batch Edit and Creation program to create the sales order.

Reviewing the Batch Order Activity Register (ECS)

This report lists the orders created by the Batch Edit and Creation program.

Display Spooled File								
File	R40211Z1						Page/Line	1/1
Control							Columns	1 - 130
Find							Page No.	1
*.....1.....2.....3.....4.....5.....6.....7.....8.....9.....0.....1.....2.....3							Date -	14.02.
40211Z1	JD Edwards World							
	Batch Order Activity Register							
Order	Ty	Ship To	Name	Line	Item Number	Description	Quantity	Extension
115631	SZ	501	Potomac Hotel	1,000	301	10W30-1LT Can	34	
115632	SZ	501	Potomac Hotel	1,000	301	10W30-1LT Can	44	
115633	SZ	501	Potomac Hotel	1,000	301	10W30-1LT Can	55	

F3=Exit F12=Cancel F19=Left F20=Right F24=More keys Bottom

Reviewing the Batch Order Creation Exception Report (ECS)

This report lists any errors detected by the Batch Edit and Creation program. If any batch order appears on the Batch Order Creation Exception report, you must correct the order and rerun the Batch Edit and Creation program to create the sales order.

Display Spooled File										
File	R40211Z								Page/Line	1/1
Control									Columns	1 - 130
Find									Page -	1
*.....1.....2.....3.....4.....5.....6.....7.....8.....9.....0.....1.....2.....3									Date -	14.02.
40211Z	JD Edwards World									
	Batch Order Creation Exception									
EDI Order	Tr Ty	Trans ID	Sales Order	SO Ty	Trading Partner Name	Number	Line	Fld in Error	Description	Field Value
2046	SO		115578	S3	Corporate Office Sys	4242	1,000	SZITM	Item Number - Short	13
					Corporate Office Sys	4242				
2306	SO		2306	SO	Cloud Nine Health Su	4245		SYTXAL	Tax Rate/Area	Error Message 2394 Warning: No Base Price in Effect
					Cloud Nine Health Su	4245				Error Message 0272 Tax Area Invalid
2307	SO		2307	SO	Cloud Nine Health Su	4245		SYTXAL	Tax Rate/Area	Error Message 4913 Tax Explanation Code Invalid
					Cloud Nine Health Su	4245				Error Message 0272 Tax Area Invalid
2311	SO		2311	SO	Cloud Nine Health Su	4245		SYTXAL	Tax Rate/Area	Error Message 4913 Tax Explanation Code Invalid
										More...

F3=Exit F12=Cancel F19=Left F20=Right F24=More keys

What You Should Know About

EDSP - Processed Y/N flag After the system creates the sales orders for a regular batch order entry, it marks the field Processed Y/N (EDSP), in the batch receiver files (F4001Z and F4011Z) as processed. Any record that has been processed cannot be reprocessed.

For recurring sales orders, the EDSP field remains blank in the receiver files to allow the system to automatically recreate sales orders repeatedly.

Checking batch orders for discrepancies and discrepancy holds

You can set the order hold code processing options in the Batch Edit and Creation program to check electronically transmitted information for the following discrepancies:

- Price tolerance
- Freight terms
- Payment terms

See *Receiving Inbound Documents* in the *Electronic Commerce Guide*.

If there is a discrepancy in the transmission, the system creates the order and places the order on a discrepancy hold. For example, the system places an order on hold if the transmitted extended price differs substantially from the system-generated price. You can review the hold warning in the Batch Order Creation Exception report. You can release the order using the Release Held Orders program.

Processing Options

See [Batch Order Edit and Creation - Sales \(P40211Z\)](#).

Sales Order Information

Objectives

- To review item information
- To review open and closed sales orders and invoices
- To review customer account information
- To print and review order status reports and sales reports

About Sales Order Information (ECS)

You review and analyze sales order information to track the status of sales orders and invoices and accurately plan for future needs. For example, you can monitor quantity information about how many items on a sales order are backordered. Or, you can review the present status of any order, such as orders that are on hold.

Complete the following tasks:

- Work with item information
- Work with customer and sales information

When entering or reviewing a sales order, you can quickly access item information, such as item number, availability, quantity cost-breaks, and so on. This is helpful when you are speaking directly to the customer. In previous releases, when a location with a lot number was selected from Item Search, the item, branch, and location were loaded into the original screen from which the Item Search was called. The lot number was not carried back, which forced the user to write down or memorize the lot number and then manually type it into the screen that was being used. Now the lot number is also loaded from the Item Search to the original screen, which streamlines the search process and minimizes errors resulting from manual entry of lot numbers.

You can access information about customer accounts and open and closed sales orders. For example, you can use the Check Credit program to compare a customer's total accounts receivable and open orders with their credit limit. You can also review sales history information and billing information that doesn't print on the invoice that the customer receives. The Credit Check program includes the ability to display customer credit information by currency. If you operate in a multi-currency environment, you can specify the currency to use when displaying customer credit information.

You can generate several reports that allow you to review customer and sales information, including:

- Open Orders by Item
- Open Orders by Customer
- Held Orders
- Backorders to Fill
- Sales Order Detail Ledger
- Sales Analysis Summary

Work with Item Information

Working with Item Information (ECS)

When entering or reviewing a sales order, you can quickly access item information, such as item number, availability, quantity cost-breaks, and so on. This is helpful when you are speaking directly to the customer.

You can also access additional item information that helps you accurately plan for future needs, such as summary availability and supply and demand for an item. For example, you can locate information about how many items are on demand, available in supply, and available to be promised.

This section contains the following:

- [Copying Item Information to Sales Orders \(ECS\)](#)
- [Reviewing Price and Availability Information \(ECS\)](#)
- [Understanding Inventory Commitments \(ECS\)](#)
- [Locating Quantity Information \(ECS\)](#)
- [Reviewing Supply and Demand Information \(ECS\)](#)
- [Reposting Sales Orders \(ECS\)](#)

See Also

- *Locating Item Information (P41200) and Locating Quantity Information (P41202) in the Inventory Management Guide.*

Copying Item Information to Sales Orders (ECS)



From ECS Sales Order Management (G4910), choose ECS Sales Order Processing From ECS Sales Order Processing (G491011), choose Enter Orders (Page Mode)
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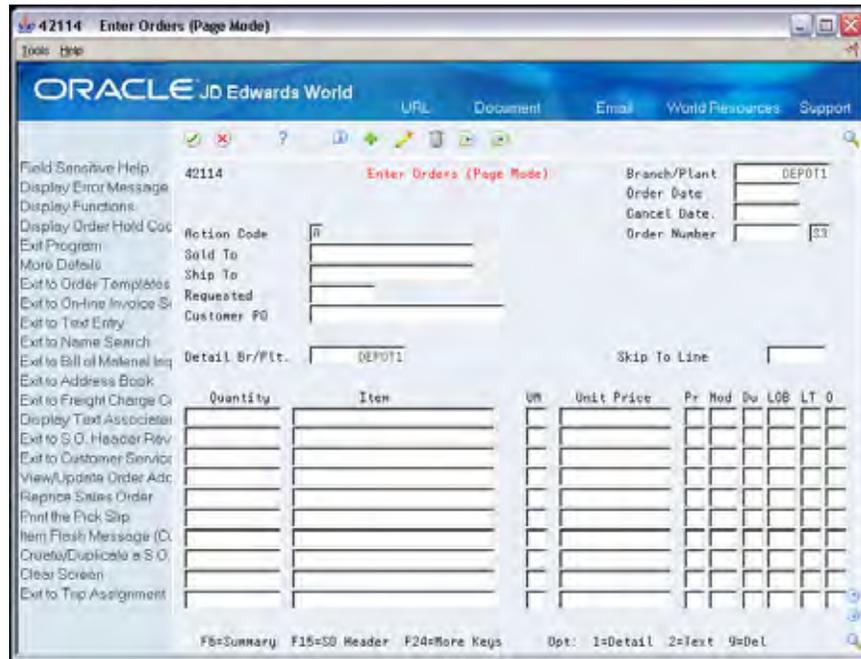
When entering a sales order, you might need to locate key item information, such as the item number, and copy it to the sales order. Depending on how you set the prompting control processing options for the Sales Order Entry program, you can locate item information in one of the following ways:

- Single item search — search the Item Master table and display a specific item
- Multiple item search — search the Item Location table and display multiple items

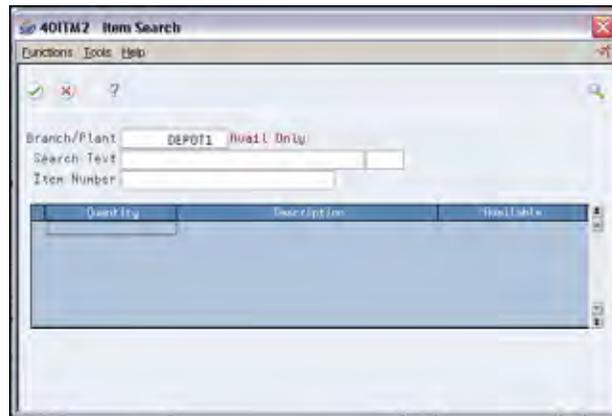
- Full item search — search all related tables with a general query (that is, a description of the item rather than the item number)

To copy item information to sales orders

On Sales Order Entry



1. Access the Item Search window.



2. On Item Search, complete one or more of the following fields to define your search:

- Branch/Plant
- Search Text
- Item Number

3. Complete the following field to copy the item or items you want to the sales order and press Enter:
 - Quantity

Reviewing Price and Availability Information (ECS)



From ECS Sales Order Management (G4910), choose ECS Sales Order Inquiries
From ECS Sales Order Inquiries (G4910112), choose Check Price & Availability

You use the Check Price & Availability program to locate information about the pricing and availability of specific inventory items. This program displays information from the Item Location (F41021) and the Price by Customer (F4208) tables.

To review price and availability information

On Check Price & Availability

0	Seq	Adj	Name	Description	Factor Value	Basis	Unit Price
				Base Price			2.5000

Complete the following fields to locate the item:

- Item Number
- Branch/Plant
- Customer Number
- Customer Price Group

Field	Explanation
Customer Price Group	<p>A user defined code (system 40, type PC) that identifies a customer group. You can group customers with similar characteristics, such as comparable pricing.</p> <p><i>Form-specific information</i></p> <p>To view special item pricing levels that you set up for a group of customers, enter a value in this field. If you type information for this field, the Customer Number field must remain blank.</p>
Ship Ascending Date	Ship Ascending Date functionality is not currently available for ECS or the Sales Batch program.

What You Should Know About

Accessing Check Price & Availability from a sales order

You can quickly access the Check Price & Availability form from the sales order detail line on the Sales Order Entry form to obtain quantity cost-break information.

You can also manually adjust a price and copy the price to a sales order when you access this form from the sales order detail line.

If you have set up quantity price breaks using inventory pricing rules, you will not be able to review those on this form.

See *Updating Prices for an Item (ECS)*.

Processing Options

See [Check Price and Availability \(P40721\)](#).

Understanding Inventory Commitments (ECS)

The availability of inventory items is determined by the types of obligations or commitments against those items. For example, you might have 100 of item ABC sitting in the warehouse, 75 of which have been promised to a particular customer. By keeping track of these obligations the system makes you aware that there are only 25 of the items remaining in stock to promise to another customer.

You can specify how the system tracks obligations against inventory items by setting up inventory commitments. The following are the four types of commitments used in the Sales Order system:

- Soft Commitments
- Hard Commitments
- Future Commitments
- Other Quantities 1 and 2

The primary purpose of tracking commitments is to enable you to determine the availability of your items. A commitment is simply a value that the system maintains for each item, based on the branch, location, and lot/serial number in which it exists. In contrast, the on-hand quantity of an item represents the actual physical quantity in the warehouse. Commitment quantities for inventory items are stored in the Item Location file (F41021) which contains a record for each item, branch, location, and lot/serial number combination.

Item Availability Definition

The way the inventory commitments are factored into the calculation of availability is determined at the branch/plant level. The Item Availability Definition program (P41001) is where you define whether and how each commitment type affects the calculation of the On-hand quantity.

Commitment Types

Soft Commitments

A soft commitment for an item is automatically created by default at sales order entry, unless another commitment type is applicable. Soft commitments are always logged against the primary location of the item.

If the processing option 46 behind ECS Sales Order Entry (P4211) is set to check availability, upon entering a sales order, the system looks at all locations in which the item exists, to determine whether there is enough quantity to fill the order. If sufficient quantity is found, the system then creates a soft commitment against the primary location. The location field can be viewed in the fold area (F4) of the sales detail line.

Hard Commitments

A hard commitment occurs when a specific location is indicated from which items will be drawn to fulfill a sales order. Items can be hard committed by you, by entering a secondary location onto an order detail line during ECS Sales Order Entry (P4211). You can also have items automatically hard committed by this program by setting processing option 49 to 3.

Processing options are also available to hard commitments items in the following programs:

- Transfer Orders (P4242)
- Release Backorders Online (P42117)
- Release Backorders in Batch (P42118)
- Print Acknowledgements/Invoices (P42565)
- Re-commit Future Orders (P42995)

When you set a processing option to hard commit items, the system selects a location from which to hard commit inventory, based on the commitment method defined for each item in Item Branch/Plant Information program (P41026). There are three different commitment methods:

- The normal commitment method for inventory (default). The system commits inventory from the primary location, then from secondary locations. The system uses locations with the most inventory and moves to the location with the least. The system commits backorders to the primary location
- The inventory commitment method by lot number. The system commits inventory by lot number, starting with the lowest lot number and committing orders to available lots
- The inventory commitment method by lot expiration date. The system commits inventory from the locations with the earliest expiration date first. The system considers only locations with expiration dates greater than or equal to the sales order or parts list requested date.

If the normal commitment method is being employed and there is not enough quantity available at any single location to fill an order, the system splits the sales order detail line into multiple lines, each containing the location from which a portion of the quantity has been filled.

Depending on the setup, a hard commitment can be logged against a primary or a secondary location. For example, some clients only maintain one location for each item, resulting in all on-hand quantities and commitments (soft, hard, and so on) being logged against the primary location. Other clients set up the primary location as a "phantom" location where no actual on-hand quantity is maintained. Since all on-hand quantities are only stored at secondary locations, hard commitments can only be logged against these locations.

When the items on a sales order line change from a soft commit to a hard commit, the system reduces the soft committed quantity in the Item Location file (F41021) and increases the hard committed quantity at the appropriate location(s). When items are relieved from inventory at Confirm Shipments or Sales Update, the system clears the hard commit quantity from F41021 and decreases the on-hand quantity. There should be no committed quantity for a sales order detail line once the inventory has been relieved.

Future Commitments

When a customer requests the delivery of an order on a future date, you might want to future commit the sales order quantities. Usually, most customers set their Item Availability Definitions so that future committed quantities do not decrease the on-hand quantities.

To determine if an order line should be future committed, the system looks at the Specific commitment days (COMH) field defined in the Branch/Plant Constants. This value in days is added to the current date and compared with the Scheduled Pick Date (PDDJ) for the order line. If the Scheduled Pick Date is greater than the calculated date, the order line will be future committed. Setting the Specific commitment days to 999 turns off the future commit function.

Future commitments are always logged against the primary location for an item, unless you type a secondary location in the sales order detail line.

As part of the Repost Active Sales Orders program (P42995), future committed orders are soft or hard committed if they fall within the calculated time frame.

Other Quantities 1 and 2

Usually, you commit order quantities to the Other Quantity 1 or 2 bucket when you do not want certain order types such as blanket or quote orders to decrease on-hand quantities.

Processing options behind Sales Order Entry direct the system to use these commitment types. The program then adds the committed quantities to either the Other Quantity 1 (OT1P) or Other Quantity 2 (OT2P) field on the Item Location file (F41021). On the Sales Order Detail file (F4211) the quantity is added to the Other Quantity (1/2) field (OTQY).

Backordered Items

You can have the system automatically backorder items on a sales order, based on item availability, by setting processing option 46 behind Sales Order Entry. The options are:

- Enter '1' to be notified of an automatic backorder or cancel
- Enter '2' to be notified but not create the backorder or cancel
- Enter '3' to create the backorder or cancel automatically and update the order without issuing the warning
- If left blank, no availability checking is done

You can also manually backorder quantities for a sales order detail line in Sales Order Entry by pressing F4 to open the fold and entering the quantity in the B (backorder) field.

Backordered quantities are soft committed and are maintained as a separate value in the Item Location file (F41021).

Backordered quantities are always logged against the primary location for an item, unless you manually enter a secondary location on the Sales Order Detail line.

What You Should Know about

Commit field on the Sales Order Detail file (F4211)

This Commit field (COMM) on the Sales Order Detail file is used to designate the commitment status of the item. It can contain an S, H or C:

- S Indicates that the quantity is soft committed.
- H Indicates that the quantity was hard committed manually (that is, a secondary location was typed into the sales order detail line).
- C Indicates that the quantity was hard committed by the Batch Inventory Commitment program (P42997). This is the program that is called when the processing option to hard commit inventory has been set during the various steps through the sales order process.

Note: The field can also contain a K which is used to designate a kit master line. This has no impact on commitments.

Negative commitments

To prevent commitments from becoming negative, ensure that availability checking is switched on in the processing options for ECS Sales Order Entry (P4211) and ECS Transfer Orders (P4242).

Also, note that a credit order creates negative commitments.

Refreshing the commitments in the Item Location file (F41021)

If you think your commitments may have become corrupt you can run a version of the Repost Active Sales Orders program (P42995) to rebuild the commitment quantities. You must remember that this program does not update on-hand quantities.

This program has a separate version that is used to recommit future orders. Please ensure that you keep these versions separate and you do not attempt to set the processing options to run both functions in the same version.

Setting up availability checking

At the Item/branch level (F4102) set the Check Availability Y/N field (CKAV) to Y. This overrides anything written in the equivalent field on the Item Master file (F4101). Even though many programs have processing options that turn on availability checking, it does not perform unless this flag is set in the Item Branch/Plant Information program (P41026).

If the ECS Sales Order Entry program (P4211) is set to soft commit, the system checks availability against the total quantity available at all locations and then logs the soft commit against the primary location. If the P4211 is set to hard commit, or you type a secondary location in the sales order detail line, the system checks availability against that particular location only, and hard commits against that location.

Hard commitments and soft commitments

Hard commitments and soft commitments are stored in different buckets on the Item Location file (F41021).

In general, there are no precedence between hard and soft commitments, however there is one scenario when a hard commitment would be made in preference to a soft commitment. If an item is stored in multiple locations and the primary location is a phantom against which all soft commitments are logged, you could have 10 items soft committed against the primary location with 10 items on-hand at a secondary location giving an overall quantity of zero available. When a new sales order is entered for a quantity of 10, the user could type the secondary location which has the quantity of 10 in the fold of the detail line. This restricts the availability checking to that specific location only, resulting in a hard commitment against that location. There would not be available on-hand quantity to satisfy the existing soft commitment.

Transferring inventory that is hard committed against an order to another order To transfer inventory that is hard committed against an order to another order, you essentially de-commit the hard commitment from one order then go into the second order and hard commit the quantity you just made available.

In other words, you Inquire on the Sales Order on which you want to de-commit inventory in Sales Order Entry (P4211). Clear the secondary location from the location field and press Enter. This causes the system to default in the primary location. The hard commitment is relieved and a soft commitment is created for the order. Now inquire on the new order that you want to hard commit, and type the secondary location in the Location field and press Enter. This creates a hard commit for the new order.

Negative on-hand quantity Negative on-hand quantities can result when blanket orders are over-released, or sales order are over-shipped.

Locating Quantity Information (ECS)



From ECS Sales Order Management (G4910), choose **ECS Sales Order Inquiries**
From ECS Sales Order Inquiries (G4910112), choose **Summary Availability**

You use the **Summary Availability** program to review quantity information and determine your current and future inventory needs. You can view information on the number of items in any of the following categories:

- On-hand
- Held
- Hard and soft committed
- Available
- On purchase and work orders
- On backorders

You can locate all of the items in a particular location within a branch/plant and review detailed information for each item.

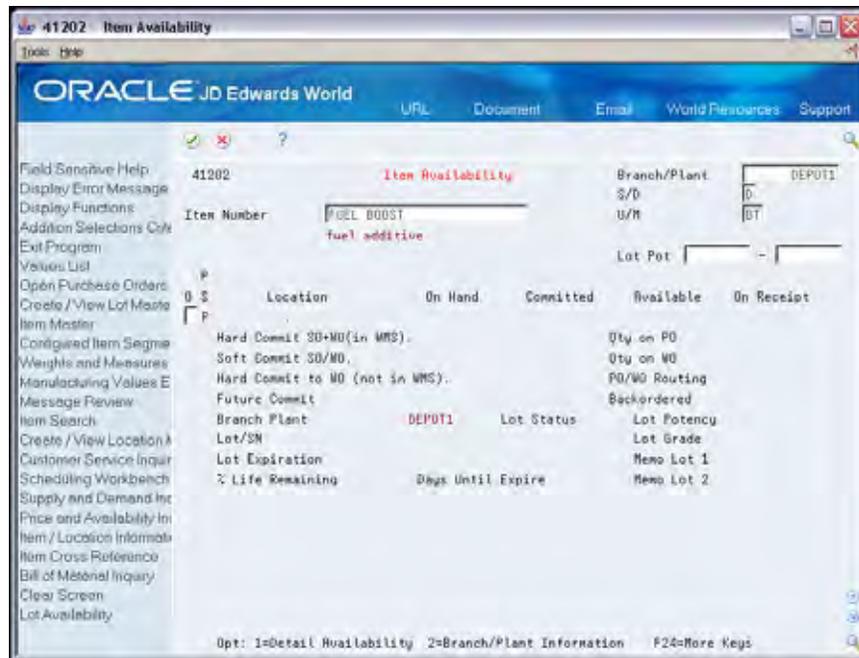
To locate quantity information

On Summary Availability

The screenshot shows the 'Item Availability' window in Oracle JD Edwards World. The window title is '41202 Item Availability'. The main area displays a table of item availability for 'FUEL BOOST' (fuel additive) at branch/plant 'DEPOT1'. The table has columns for Location, On Hand, Committed, Available, and On Receipt. The total available quantity is 859.

Location	On Hand	Committed	Available	On Receipt
	70		70	
	100		100	
	200		200	
	100		100	
	100		100	
	300		300	
	1		1	
Totals	859		859	

1. Complete the following fields:
 - Branch/Plant
 - Item Number
2. Complete the following optional fields:
 - S/D
 - U/M
 - Lot Grade
 - Lot Potency
3. Review quantity information in the following fields:
 - Location
 - On Hand
 - Committed
 - Available
 - On Receipt
4. Access the fold area.



5. Review quantity information for each location in which an item is stored in the following fields:

- Hard Commit on Sales Order
- Quantity on Purchase Order
- Soft Commit on Sales Order/Work Order
- Quantity on Work Order
- Hard Commit on Work Order
- Future Commit
- Backordered

Field	Explanation
From Grade	<p>A code (system 40, type LG) that indicates the minimum grade acceptable for an item.</p> <p>The system displays a warning message if you try to purchase or issue items that have a grade below the minimum grade acceptable. The system does not allow you to sell items that have a grade below the minimum acceptable level.</p>
From Potency	<p>A number that indicates the minimum potency, or percentage of active ingredients, acceptable for an item.</p> <p>The system displays a warning message if you try to purchase or issue items that fall below the minimum acceptable potency. The system does not allow you to sell items that fall below the minimum acceptable potency.</p>
Quantity - Hard Committed	The number of units committed to a specific location and lot.

Field	Explanation
Quantity on Purchase Order-primary units	The number of units specified on the purchase order in primary units of measure.
Quantity Soft Committed	The number of units soft committed to sales orders or work orders in the primary units of measure.
Quantity on Work Order Receipt	The number of units on work orders in primary units of measure.
Quantity - Work Order Hard Commit	The number of units hard committed to work orders in the primary unit of measure.
Quantity on Future Commit	The quantity on sales order whose requested shipment date is beyond the standard commitment period that has been specified in the Inventory Constants for that branch. As an example, if you normally ship most orders within 90 days, then an order for an item with a requested ship date a year from now would have its quantity reflected in this field.
Quantity on Backorder	The number of units backordered in primary units of measure.

What You Should Know About

Locating detailed quantity information You can locate detailed quantity information about an item in a specific storage area and verify the size and type of commitments against that quantity.

See *Locating Detailed Quantity Information* in the *Inventory Management Guide*.

Locating quantity information by lot You can review the number of items that are in a particular lot, as well as the activity dates, item quantities, and hold statuses that pertain to the lot.

See *Locating Quantity Information by Lot* in the *Inventory Management Guide*.

Locating on-hand quantity information You can review a transaction to determine how much of an item, in both quantity and cost amounts, that you have in any specific branch, location, or lot as of a particular date.

See *Locating On-Hand Quantity Information* in the *Inventory Management Guide*.

Processing Options

See [Item Availability Summary \(P41202\)](#).

Reviewing Supply and Demand Information (ECS)



From ECS Sales Order Management (G4910), choose **ECS Sales Order Inquiries**
 From ECS Sales Order Inquiries (G4910112), choose **Supply/Demand Inquiry**

You use the Supply/Demand Inquiry program to monitor information about how many items are on demand, available in supply, and available to be promised. Information about the supply and demand for an item helps you accurately plan for future needs. For example, this information can help you plan warehouse resources around receipts and order picking. It also allows you to give customers an expected order ship date.

The Supply/Demand Inquiry program displays information from the Item Location (F41021), Sales Order Detail (F4211), and Purchase Order Detail (F4311) tables.

To review supply and demand information

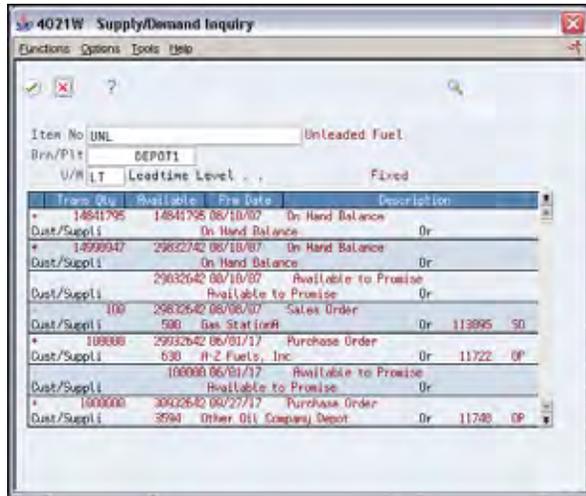
On Supply/Demand Inquiry

Trans	Qty	Available	Pms. Date	Description
14990947	100	100	06/10/07	On Hand Balance
14990947	29032742	0	06/10/07	On Hand Balance
	29032642	0	06/10/07	Available to Promise
100	29032642	0	06/08/07	Sales Order
100000	29932642	0	06/01/17	Purchase Order
	100000	0	06/01/17	Available to Promise
1000000	30932642	0	06/27/17	Purchase Order
	1000000	0	06/27/17	Available to Promise

- Complete the following fields to locate the item:
 - Branch/Plant
 - Item Number
- Complete the following fields to limit the items that display:
 - Unit of Measure
 - Thru Date
- Review supply and demand information in the following fields:
 - Demand
 - Supply
 - Available
 - Promise Date

- Order Number
- Type
- Customer/Supplier Name

4. Access the fold area.



5. Review item supply and demand information for each location and lot in the branch/plant in the following fields:

- Customer/Supplier
- Record Type
- Parent Work Order
- Parent

Field	Explanation
Demand	The quantity subtracted from the available balance as a result of the record processed. Typically, the sources of demand are safety stock, sales orders, or work order parts lists. When using system forecasting, you can set up a processing option to include quantities used for forecast demands.
Supply	The quantity added to the available balance as a result of the record processed on each line. Sources of supply are typically on-hand inventory, purchase order receipts, or manufacturing work orders. A processing option allows for the inclusion of planned order receipts when using MPS/MRP/DRP.
Available	The quantity available can be on-hand balance minus commitments, reservations, and backorders. Availability is user defined and can be set up on Branch/Plant Constants form.

Field	Explanation
Customer/Supplier Name	<p>The text that names or describes an address. This 40-character alphabetic field appears on a number of forms and reports. You can enter dashes, commas, and other special characters, but the system cannot search on them when you use this field to search for a name.</p> <p style="text-align: center;"><i>Form-specific information</i></p> <p>The customer or supplier name on a sales or purchase order.</p>

What You Should Know About

Supply and demand inclusion rules

If you are using the Manufacturing and Distribution Planning system in conjunction with the Inventory Management system, you should set up the supply and demand inclusion rules.

See *Setting Up Supply and Demand Inclusion Rules for MRP* in the *Manufacturing and Distribution Guide*.

Available to promise

The highlighted “Available to Promise” lines indicate your company’s uncommitted available inventory. This inventory is available for sale or distribution within a specified period until the next replenishment orders are scheduled to arrive.

The two methods of determining Available to Promise are:

- Standard — the system considers customer demand for all periods and assumes that customers will consume the quantity within that period. The system also assumes that there will be no carryover into the next period.
- Cumulative — the system keeps a running total of the standard Available to Promise and does not assume that customers will consume the quantity within a period.

You must set the appropriate processing option to choose which method you want the system to use.

Processing Options

See [Supply & Demand Inquiry \(P4021\)](#).

Reposting Sales Orders (ECS)

	<p>From ECS Sales Order Management (G4910), choose End of Day Processing</p> <p>From ECS End of Day Processing (G491013), choose Repost Active Sales Orders</p>
---	---

If your data has been corrupted due to a loss of power or some other occurrence, you can restore sales order information. You can set up a DREAM Writer version of the Repost Active Sales Orders program to have the system restore sales orders and recalculate related quantity and commitment information.

The program does not restore or recalculate information for the following:

- Orders with kit components and non-inventory items
- Orders that are on hold
- Orders with incomplete header information
- Canceled detail lines
- Detail lines with invalid line types

You can also have the system clear and then recalculate the following quantity information for items, depending on how you set the processing options:

- Committed quantity — includes any committed quantities on held orders
- Total quantity on an individual sales order
- Total quantity for all sales orders

What You Should Know about

Recalculating sales orders that have future commitments

You can set up a separate DREAM Writer version of the Repost Active Sales Orders program to have the system recalculate future commitments and print a report that lists each detail line that has future-committed items. This is helpful if you want updated information about future commitments.

You can also have the system perform the following, depending on how you set the processing options:

- Check customer credit limits on future sales orders
- Hard commit items on future sales orders
- Put future sales orders on hold for review
- Update item quantities in the Item Location table with information from the Sales Order Detail table
- Update order totals in the Sales Order Header table with information from the Sales Order Detail table

Processing Options

See [Repost Active Sales Orders \(42995\)](#).

Work with Customer and Sales Information

Working with Customer and Sales Information (ECS)

You can access information about customer accounts and open and closed sales orders. For example, you can use the Check Credit program to compare a customer's total accounts receivable and open orders with their credit limit. You can also review billing information that doesn't print on the invoice that the customer receives, such as the status of any related orders. This is helpful when you need to provide information to a customer during order entry.

You can generate reports to review customer and sales information. You can also access and review sales history information.

This section contains the following:

- [Reviewing Customer Account Information \(ECS\)](#)
- [Reviewing Sales Orders by Customer \(ECS\)](#)
- [Generating Order Status Reports \(ECS\)](#)
- [Reviewing Sales History Information \(ECS\)](#)
- [Generating Sales History Reports \(ECS\)](#)
- [Reviewing Billing Information \(ECS\)](#)

Reviewing Customer Account Information (ECS)



From ECS Sales Order Management (G4910), choose ECS Sales Order Inquiries
From ECS Sales Order Inquiries (G4910112), choose Check Credit

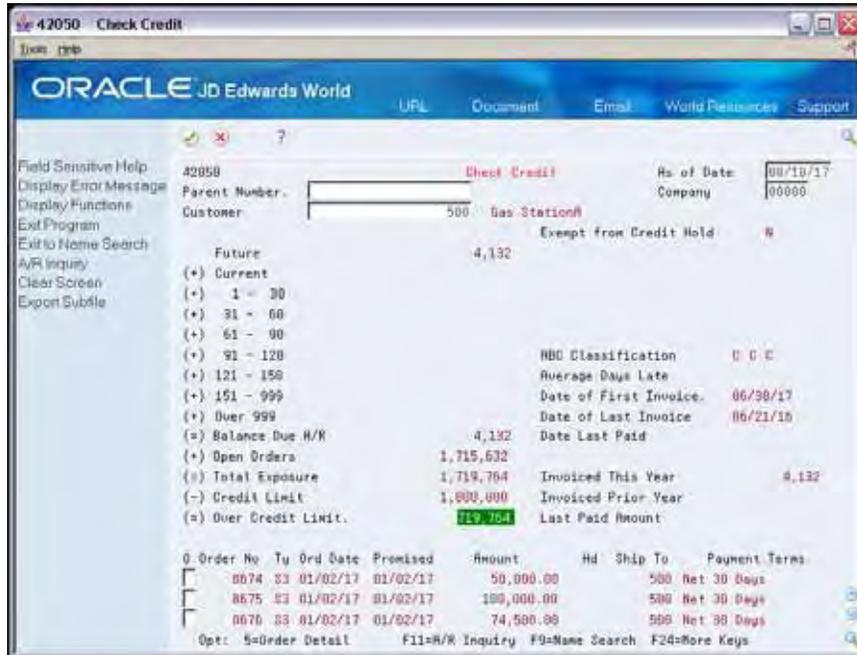
You can use the Check Credit program to review information about a customer's account and credit status. You can compare the customer's total accounts receivable and open orders to the customer's current credit limit assigned in the Customer Master table (F0301) to determine if the credit limit has been exceeded.

You can access the following types of information, based on existing sales orders:

- Accounts receivable, for example, any balances that are currently due
- Customer information, for example, customer ABC ranking and invoice and payment information
- Open sales orders, for example, order dates and amounts

To review customer account information

On Check Credit



Complete the following fields:

- Parent number
- Customer

Processing Options

See [Credit Check \(P42050\)](#).

Reviewing Sales Orders by Customer (ECS)

	From ECS Sales Order Management (G4910), choose ECS Sales Order Inquiries From ECS Sales Order Inquiries (G4910112), choose Customer Service
---	---

You use the Customer Service program to review sales order, customer, and item information in the Sales Order Detail (F4211) or Sales Order Detail History (F42119) tables. You can review the following information:

- Open sales order information
- Closed sales order information
- Information at the sales order, customer, and item levels

To review sales orders by customer

On Customer Service

The screenshot shows the Oracle JD Edwards World Customer Service window. The window title is "42045 Customer Service B". The main area displays a list of sales orders for a customer. The list has columns for Order No., Ty, Sold To, Description, Quantity, and Request. The data is as follows:

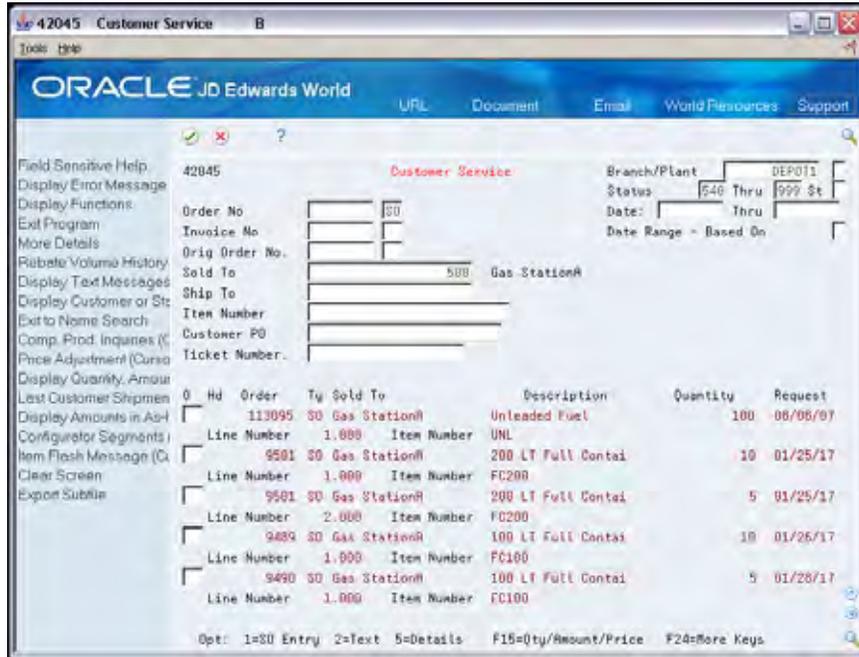
Order No.	Ty	Sold To	Description	Quantity	Request
113095	SO	Gas Station#	Unleaded Fuel	100	08/05/07
9981	SO	Gas Station#	200 LT Full Contai	10	01/25/17
9591	SO	Gas Station#	200 LT Full Contai	5	01/25/17
9499	SO	Gas Station#	100 LT Full Contai	10	01/25/17
9498	SO	Gas Station#	100 LT Full Contai	5	01/20/17
9506	SO	Gas Station#	100 LT Empty Conta	10	02/01/17
9506	SO	Gas Station#	100 LT Full Contai	5	02/01/17
9596	SO	Gas Station#	200 LT Empty Conta	10	02/01/17
9506	SO	Gas Station#	200 LT Full Contai	5	02/01/17
9514	SO	Gas Station#	100 LT Full Contai	15	03/02/17

The window also shows a left-hand menu with options like "Field Sensitive Help", "Display Error Message", "Display Functions", etc. The top right corner has fields for "Branch/Plant", "Status", "Date", and "Date Range".

- Complete the following fields to locate a sales order:
 - Branch/Plant
 - Order Number
- Complete the following optional fields to locate orders based on associated orders:
 - Invoice Number
 - Original Order Number
 - Customer PO
- Complete the following optional fields to locate orders based on customer addresses:
 - Sold To
 - Ship To
- Complete the following optional fields to locate orders based on status:
 - Status
 - Thru
 - Status Range — Based On
- Complete the following optional fields to locate orders based on dates:
 - Date
 - Thru

- Date Range — Based On

6. Access the fold area.



7. Review the following fields:

- Line Number
- Item Number

Field	Explanation
Document	<p>A number that identifies the original document, such as a voucher, invoice, unapplied cash, journal entry, and so on. On entry forms, you can assign the original document number or let the system assign it through Next Numbers.</p> <p>Matching document (DOCM) numbers identify related documents in the Accounts Receivable and Accounts Payable systems. Examples:</p> <ul style="list-style-type: none"> ▪ Automated/Manual Payment <p>Original document - Voucher Matching document - Payment</p> <ul style="list-style-type: none"> ▪ A/R Original Invoice <p>Original document - Invoice</p> <ul style="list-style-type: none"> ▪ Receipt Application <p>Original document - Invoice Matching document - Receipt</p> <ul style="list-style-type: none"> ▪ Credit Memo/Adjustment <p>Original document - Invoice Matching document - Credit Memo</p> <ul style="list-style-type: none"> ▪ Unapplied Receipt <p>Original document - Receipt</p>
Original Order Number	<p>The original document number. This can be a voucher, an invoice, unapplied cash, a journal entry number, and so on. Matching document numbers are also used to identify related documents in the Accounts Receivable and Accounts Payable systems. The document number (DOC) is always the original document number. The matching document number (DOCM) is the check, adjustment, or credit to be applied against the original document.</p>
Original Order Type	<p>This code defines the order type. It is verified in user defined codes (system 40, type OT). Reserved document types have been defined for voucher entry, invoice entry, receipts entry, and time sheet entry. Because the offsetting entries for document types are created automatically during the post program, they will not be self-balancing on original entry. The reserved document types are:</p> <p>PR Purchase Requisition Orders PQ Purchase Quote PO Purchase Order PD Purchase Order - Direct Ship PB Purchase Order - Blanket SQ Sales Quote SO Sales Order SD Sales Order - Direct Ship SB Sales Order - Blanket</p>

What You Should Know About

Searching with an asterisk You can use an asterisk (*) as a wildcard character in any of the fields to have the system search on all values for the field. When searching for items, you can enter the first few letters or numbers of the item number followed by an asterisk (*) to have the system locate all items that start with the values you enter. For example, if you enter 10*, the system displays all numbers that begin with 10.

Viewing different formats You can toggle between several different types of information displayed on this form, including:

- Customer information
- Status information
- Quantity associated with the order
- Item amount
- Unit price

Locating order detail information

You can access Order Detail Information to review all of the detail information associated with each line of a sales order, such as:

- Address numbers
- Order dates
- Hold codes
- Priority codes
- Prices
- Payment instruments
- Messages

Locating additional information

From the Customer Service form, you can choose several options to locate additional types of information related to sales orders, such as:

- Online invoices
- Customer credit, billing, and address
- Item availability
- Supply and demand
- Item cross-reference
- A/R ledger

Processing Options

See [Customer Service Inquiry \(P42045\)](#).

Generating Order Status Reports (ECS)

	From ECS Sales Order Management (G4910), choose ECS Sales Order Reports From ECS Sales Order Reports (G4910111), choose an option
---	--

You generate order status reports to review information about open orders, held orders, and backorders.

Complete the following tasks to review the status of sales orders:

- Generate the Open Orders by Item report
- Generate the Open Orders by Customer report
- Generate the Held Orders report
- Generate the Backorders to Fill report

Generating the Open Orders by Item Report (ECS)

You generate the Open Orders by Item report to review the number of open orders for an item and determine how to fill them using availability information.

This report prints the detail line items within each of your sales orders and sorts the information by item number (inventory). It prints the on-hand quantities for each item within a warehouse location for a particular job.

You can generate different versions of this report to review:

- Open orders for direct ship items.
- Backordered items that allow substitutes. These are useful for improving the response time to your customer.

This report includes backordered items. To prevent backordered items from appearing on this report, you must release them as soon as possible.

Display Spooled File									
File	R42632							Page/Line	1/1
Control								Columns	1 - 130
Find									
*.....1.....2.....3.....4.....5.....6.....7.....8.....9.....0.....1.....2.....3									
42632								Page	1
								Date	- 12.02.08
JD Edwards World									
Open Sales Orders by Item									
Branch - Depot 1									
Item Number/									
Description	Ty	Order No	Customer or Vendor Name/	Number	Number	UM	On Order	On P/O	Avail On Recpt

UNL									
Unleaded Fuel	S3	114918	Gas StationA	500		CN	1000		
				500					
	S3	114946	Gas StationA	500		CN	1		
				500					
	S3	114953	Gas StationA	500		LT	1		
				500					
	S3	114956	Gas StationA	500		LT	1		
				500					
	S3	114957	Gas StationA	500		LT	1		
				500					
	S3	114960	Gas StationA	500		LT	1		
				500					
									More...
F3=Exit	F12=Cancel	F19=Left	F20=Right	F24=More keys					

Generating the Open Orders by Customer Report (ECS)

You generate the Open Orders by Customer report to review the quantity ordered and the quantity available to ship by order lines for outstanding sales orders. You use this report to review the following:

- Orders that have been picked but not shipped
- Orders that have been picked but not billed
- Open orders that exceed the customer's requested ship date

You can generate different versions of this report to review:

- Open orders and their total amount
- Open orders beyond a specific date
- Open orders for a specific document type or line type

This report includes backordered items. To prevent backordered items from appearing on this report, you must release them as soon as possible.

```

Display Spooled File
File . . . . . : R42620
Control . . . . . : HI
Find . . . . . : Fabio,
*.....1.....2.....3.....4.....5.....6.....7.....8.....9.....0.....1.....2.....3
Order Number . . . . . : 6
Line Number . . . . . : 7
The Following Report Distributions were Entered:
** None Selected **
42620 JD Edwards World Page - 2
Open Sales Orders by Customer Date - 12.02.08
DEPOT1-Depot 1
Customer Name/ Number Ord No/ Date Ty Item Number/ Item Description Date Promised UM Quantities Ordered To Ship Open Extended Amount Open
-----
Gas StationA
500 114685 SO MILK JUG 20.07.06 EA 8 8 8 240,00
20.07.06 Full jug
114685 SO JUG 20.07.06 EA 4- 4- 4- 300,00
20.07.06 Empty jug
114689 SO MILK JUG 20.07.06 EA 8 8 8 240,00
Order Total 60,00
More...
F3=Exit F12=Cancel F19=Left F20=Right F24=More keys
    
```

```

Display Spooled File
File . . . . . : R42620
Control . . . . . : HI
Find . . . . . : Fabio,
*.....1.....2.....3.....4.....5.....6.....7.....8.....9.....0.....1.....2.....3
20.07.06 Full jug
114689 SO JUG 20.07.06 EA 4- 4- 4- 300,00
20.07.06 Empty jug
114690 SO EC100 20.07.06 EA 8- 8- 8- 240,00
20.07.06 100 LT Empty Container
114690 SO EC200 20.07.06 EA 4 4 4 300,00
20.07.06 200 LT Empty Container
114690 SO MILK JUG 20.07.06 EA 8 8 8 80,00
20.07.06 Full jug
114788 SO EC100 07.08.06 EA 100- 100- 100- 5.000,00
07.08.06 100 LT Empty Container
114791 SO FC100 07.08.06 EA 5 5 5 5.000,00
07.08.06 100 LT Full Container
Order Total 50,00
More...
F3=Exit F12=Cancel F19=Left F20=Right F24=More keys
    
```

Processing Options

See [Open Sales Orders \(P42620\)](#).


```

Control . . . . . Columns 1 - 130
Find . . . . .
*...+...1...+...2...+...3...+...4...+...5...+...6...+...7...+...8...+...9...+...0...+...1...+...2...+...3
42590 JD Edwards World Page Date - 12.02.
Backorders To Fill Branch - DEPO
-----
Item Number Description Order Or Sold To Pr Promised Transaction Primary
Number Ty Sold To Cd Promised Quantity UM Quantity
-----
REG Leaded Fuel 115572 S3 Gas StationA 0 12.02.08 10000 LT 10000
REG Leaded Fuel 115573 S3 Gas StationA 0 12.02.08 20000 LT 20000
REG Leaded Fuel 115574 S3 Gas StationA 0 12.02.08 25000 LT 25000
-----
Quantity Available . . 28899397 LT 55000
-----
F3=Exit F12=Cancel F19=Left F20=Right F24=More keys Bottom
    
```

What You Should Know About

Releasing backorders

After you review the Backorders to Fill report, you can locate and release backorders (the orders that have sufficient quantities) on the Release Backorders — Online form.

See *Releasing Backorders Online (ECS)*.

You can also run the Release Backorders — Batch program in proof mode to generate a similar report and then use that information to release backorders online.

See *Releasing Backorders in a Batch (ECS)*.

Processing Options

See [Back Orders to Fill Print \(P42590\)](#).

Data Sequence for Backorders to Fill Report

The following data sequence for this report is mandatory:

- Branch/plant
- Second item number
- Requested
- Priority processing code

Reviewing Sales History Information (ECS)

	From ECS Sales Order Management (G4910), choose ECS Sales Order Inquiries From ECS Sales Order Inquiries (G4910112), choose Sales Ledger Inquiry
---	---

You review sales history information to track sales orders and determine when an order was entered or printed. You can also use this information for internal audit purposes.

You use the Sales Ledger Inquiry program to review information in the Sales Order Detail Ledger table (F42199), which is a flexible file. Flexible files contain history records of specific field information that you want to review, such as order entry dates.

The system writes information to the Sales Order Detail Ledger table based on the order activity rules. You can determine which status codes will write an entry to the table. For example, you might want to record information to the table during sales order entry, invoicing, and sales update.

Before You Begin

- Verify that the ledger flag is set to Y in the status codes that you want the system to use to record an entry in the Sales Order Detail Ledger table. See *Setting Up Order Activity Rules (ECS)*.
- Verify that flexible file information has been defined. See *Working with Flexible Files (ECS)*.

To review sales history information

On Sales Ledger Inquiry

Order	Ty	Customer	Description	Ordered	Shipped
8674	S3	Gas Station#	Unlead Fuel for	50,000.00	50,000.00
8674	S3	Gas Station#	Unlead Fuel for	50,000.00	50,000.00
8675	S3	Gas Station#	Unlead Fuel for	100,000.00	100,000.00
8675	S3	Gas Station#	Unlead Fuel for	100,000.00	100,000.00
8676	S3	Gas Station#	Unlead Fuel for	74,500.00	74,500.00
8676	S3	Gas Station#	Unlead Fuel for	74,500.00	74,500.00
8677	S3	Gas Station#	Unlead Fuel for	6,250.00	6,250.00
8677	S3	Gas Station#	Unlead Fuel for	6,250.00	6,250.00
8678	S3	Gas Station#	Unlead Fuel for	50,000.00	50,000.00
8678	S3	Gas Station#	Unlead Fuel for	50,000.00	50,000.00

1. Complete one or more of the following fields:

- Order Number
- Order Type
- Sold to
- Ship to
- Item Number

- Customer PO
2. Complete the following fields to limit the ledger items that display:
 - Branch/Plant
 - Status
 - Thru
 - Status Range — Based On
 - Date
 - Thru
 - Date Range — Based on
 3. Access Sales Ledger Detail to review detail information for individual ledger items.



What You Should Know About

Creating a credit order from history

You can choose an option on Sales Ledger Inquiry to create a credit order for a specific sales order.

See *Creating a System-Generated Credit Order*.

Viewing different formats

You can toggle between different types of information displayed on the Sales Ledger Inquiry form, including:

- Amount ordered and amount shipped
- Quantity ordered and quantity shipped

You can also toggle between different types of information displayed on the Sales Ledger Detail form, including:

- Customer information
- Status information

Processing Options

See [Sales Ledger Inquiry \(P42025\)](#).

Generating Sales History Reports (ECS)

	From ECS Sales Order Management (G4910), choose ECS Sales Order Reports From ECS Sales Order Reports (G4910111), choose an option
---	--

You generate sales history reports to analyze sales history and review period-to-date and year-to-date sales amounts. To review sales history, you can:

- Generate the Sales Ledger Detail report
- Generate the Sales Analysis Summary report

What You Should Know About

Troubleshooting printing problems

The most common reasons why information does not print on these sales reports are:

- You did not specify the correct status code in the processing options.
- The order has one or more hold codes.
- The system did not update the Sales Summary History table (F4229) when you ran the Update Customer Sales program.

Generating the Sales Ledger Detail Report (ECS)

You generate the Sales Ledger Detail report to analyze sales history. Depending on the version of the Sales Ledger Detail report that you choose, you can analyze sales history in the following ways:

- By order (document) type, such as phone orders, blanket orders, COD orders, and credit orders
- By line type, such as stock sales, non-stock sales, freight, and miscellaneous
- By order status, such as shipped, backordered, or canceled
- By customer, salesperson, or order entry person
- By customer payment terms
- By price amounts

Display Spooled File									
File	R42600							Page/Line	40/60
Control								Columns	1 - 130
Find									
*.....1.....2.....3.....4.....5.....6.....7.....8.....9.....0.....1.....2.....3									
	Corporate Office Systems	4242	168-000 SO	M30	1	EA	10,00	2,00	
				25.07.06			8,00	20,000	
42600			JD Edwards World				Page	-	41
			Sales Ledger Detail				Run Date	-	12.02.08
			Invoiced Orders				From Date	-	01.01.90
							Thru Date	-	31.12.07
Item Description/ Number	Customer Name/ Number	Order Num/ Invoice Num	Ty	Branch/ Date	Quantity	UM	Sales/ Sales Cost	Gross Profit Amount / %	
M30,30,20 03	Corporate Office Systems	175-000 SO		M30	1	EA			
	4242			26.07.06					
	Corporate Office Systems	176-000 SO		M30	1	EA	10,00	2,00	
	4242			26.07.06			8,00	20,000	
	Corporate Office Systems	177-000 SO		M30	1	EA	10,00	2,00	
	4242			26.07.06			8,00	20,000	
	Corporate Office Systems	182-000 SO		M30	1	EA	10,00	2,00	
	4242			27.07.06			8,00	20,000	

Corporate Office Systems	182-000 SO	M30	1 EA	10,00	2,00
4242		27.07.06		8,00	20,000
					More...

F3=Exit F12=Cancel F19=Left F20=Right F24=More keys

What You Should Know About

Specifying information for the Sales Ledger Detail report

In the order activity rules, you can specify the information that the system records in the Sales Order Detail Ledger table. You do this by setting the ledger flag to Y in the status codes that you want the system to use to record an entry in the Sales Order Detail Ledger table. These entries appear on the Sales Ledger Detail report.

See *Setting Up Order Activity Rules (ECS)*.

Specifying status codes for record selection

Because the Sales Order Detail Ledger table can contain multiple records for a single order detail line, you must specify either a next or last status code in the data selection for the Sales Ledger Detail report. If you do not specify a status code, the report can overstate historical sales information.

Processing Options

See [Sales Ledger Detail Report \(P42600\)](#).

Generating the Sales Analysis Summary Report (ECS)

You generate the Sales Analysis Summary report to review period-to-date and year-to-date sales amounts and sales margin. The Sales Analysis Summary program retrieves information from the Sales Summary History table (F4229).

Before You Begin

- Verify that the processing options for the Update Customer Sales program are set to update records in the Sales Summary History table

Display Spooled File									
File	R42611						Page/Line	1/1	
Control							Columns	1 - 130	
Find									
*.....1.....2.....3.....4.....5.....6.....7.....8.....9.....0.....1.....2.....3									
42611	JD Edwards World			Date			- 12.02.08		
Sales Analysis Summary									
							Page	- 1	
DEPOT1 Depot 1							Start Date	- 01.01.91	
							Period Ended	- 31.12.99	
	Period to Date			Description/	Year to Date				
Sales	Margin	Pct	Item Number	Sales	Margin	Pct			
4132,00	1858,00	44,966	Leaded Fuel REG	4.132,00	1.858,00	44,966			
4.132,00	1858,00	44,966	Depot 1	4.132,00	1858,00	44,966			
4.132,00	1858,00	44,966		4.132,00	1858,00	44,966			

F3=Exit F12=Cancel F19=Left F20=Right F24=More keys

Bottom

Processing Options

See [Sales Analysis Summary \(P42611\)](#).

Reviewing Billing Information (ECS)

	From ECS Sales Order Management (G4910), choose ECS Sales Order Inquiries From ECS Sales Order Inquiries (G4910112), choose Online Invoice
---	---

You use the Online Invoice program to review billing information. This is helpful when you need to provide information to a customer during order entry. The program does not display an exact duplicate of a printed invoice, but you can choose options to view all of the information that appears on the printed invoice. You can also access information about an order that has not been invoiced or has only been partially invoiced.

You can also use Online Invoice to:

- Review open and closed invoice information
- Display the invoice with or without backordered lines
- Review information about discounts, payment terms, and taxes
- Review transaction dates of lines within the invoice
- Print a single invoice

You can set the processing options for the Online Invoice program to display backordered items in the following ways:

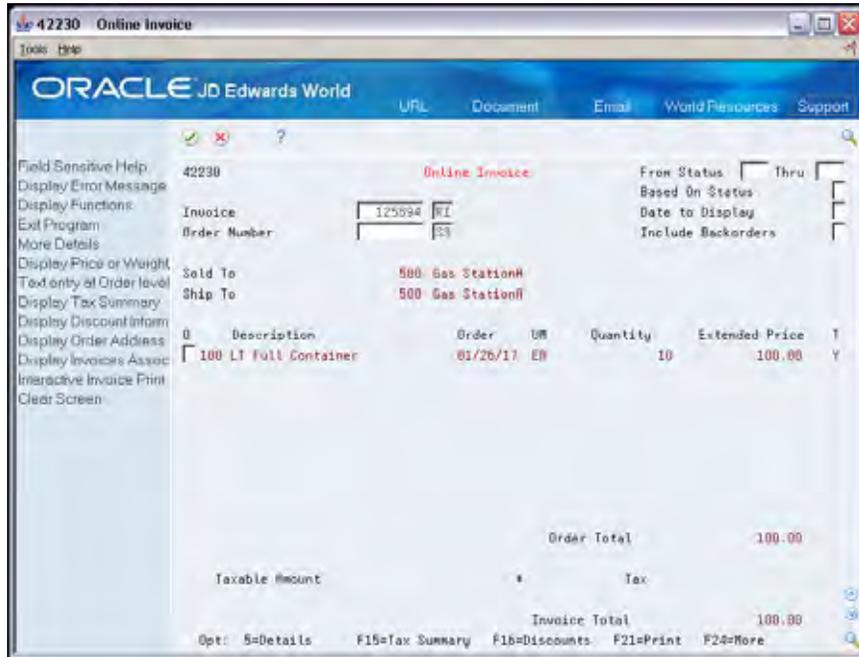
- Without quantity and extended price information
- With quantity information only
- With quantity and extended price information

You can also display tax summary information based on one of the following:

- Tax group — total taxable amount
- Tax area — tax rate area, such as a state
- Tax authority — tax authority with jurisdiction in the tax area, such as a county or city

To review billing information

On Online Invoice



1. Complete one of the following fields to locate an invoice:
 - Invoice
 - Order Number
2. Complete the following fields to limit your search:
 - From Status
 - Thru
 - Based On Status
3. Complete the following optional fields:
 - Date to Display
 - Include Backorders

Field	Explanation
Date Range - Based On	<p>A code identifying the type of dates that the system searches for when finding information to display on this form. Valid codes are:</p> <p>blank Requested date</p> <p>1 Transaction/order date</p> <p>2 Promised ship date</p> <p>3 Original promised delivery date</p> <p>4 Actual ship date</p> <p>5 Invoice date</p> <p>6 Cancel date</p> <p>7 General ledger date</p> <p>8 Promised delivery date</p>
Include Backorders	<p>Code that specifies whether to include backordered quantities in the calculation of the order total. Valid codes are:</p> <p>blank Exclude backorders: No backordered quantities display.</p> <p>1 Include backorders for calculation of order quantity.</p> <p>2 Include backorders for calculation of order quantities and extended prices. The order total is recalculated to include backordered amounts.</p>

What You Should Know About

Locating invoices within a sales order	If more than one invoice is associated with a sales order, you can choose the appropriate option to display invoices associated with the order. When the Invoice Selection window displays, you can choose an invoice from the list.
Printing invoices	<p>You can print an invoice from the Online Invoice form. The system uses the version of the Print Invoice procedure that you specify in the processing options. You can enter information in the following fields to override default information from the processing options:</p> <ul style="list-style-type: none"> ▪ Status From ▪ Thru ▪ Include Backorders
Viewing different formats	<p>You can toggle between two different sets of columns that appear on this form:</p> <ul style="list-style-type: none"> ▪ Quantity and extended price ▪ Extended weight and extended volume

Processing Options

See [Online Invoice Inquiry \(P42230\)](#).

Credit Orders

Objectives

- To enter orders that credit a customer's account for returned or defective items

About Credit Orders (ECS)

You use credit orders to accept returned items from a customer and to issue credit to the customer for the returned items. Depending on how you set up credit orders, the system can add the quantities of items into your inventory, or you can make manual adjustments to add the returned quantity into your inventory.

The system supports the following types of returns:

Authorized returns	An authorized return requires that a customer attain authorization prior to returning or receiving credit for an item. If your company uses this type of return, you can print the credit order to use as an authorization document for your customer.
Dock returns	A dock returns allows the customer to return or receive credit for an item without prior notice. You create the credit documents after the item is returned.

For both types of returns, you enter credit orders in the same way but at different points in the process.

Entering credit orders consists of:

- Entering all of the information for the credit order manually
- Creating a system-generated credit order

When you enter information manually, the system applies the current unit price for the credited item. If necessary, you can also enter a different unit price to override the default information.

When the system creates a credit order, it retrieves the credit information automatically from the Sales Order Detail Ledger table (F42199). The credit order amount is based on the unit price that the customer actually paid instead of today's current or average cost.

Enter a Credit Order

Entering a Credit Order (ECS)

You use credit orders to accept returned items from a customer and to issue credit to the customer for the returned items. Depending on how you set up credit orders, the system adds the quantities of returned items back into your inventory. Or, you can make manual adjustments to add the quantities into your inventory.

This section contains the following:

- [Entering a Credit Order Manually \(ECS\)](#)
- [Creating a System-Generated Credit Order \(ECS\)](#)

The system processes credit orders and sales orders in the same way. However, you can set up the system to automatically record negative quantities when you enter credit orders. You must set up a specific line type for credit orders to reverse the sign. A line type is a code that determines how the system processes a detail line in a sales order.

Before You Begin

- Verify that a line type for credit orders has been set up to automatically reverse the sign (that is, change any quantity to a negative). See *Setting Up Order Line Types (ECS)*.

What You Should Know About

Defining credit order processing

To process credit orders and standard sales orders through different steps, you can set up different status codes for credit orders. Status codes define the steps in which the system must process an order.

See *Setting Up Order Activity Rules (ECS)*.

Tracking credit orders

You can set up a separate document type for credit orders to track credits in separate general ledger accounts and to record a separate credit history. You can set up AAIs to direct entries to special accounts that are based on the credit order document type.

See *Working with User Defined Codes in the Technical Foundation Guide and Setting Up Automatic Accounting Instructions (ECS)*.

Using ECS advanced functionality to enter credit orders

If you use Load and Delivery Management and have activated the ECS Control in Sales Order Management system constants, you must use the ECS format to enter credit orders. You complete the additional fields that the Load and Delivery Management system uses to process the credit order.

Limiting additional order processing for configured items

The ECS Sales Order Management system does not support credit order processing for configured items.

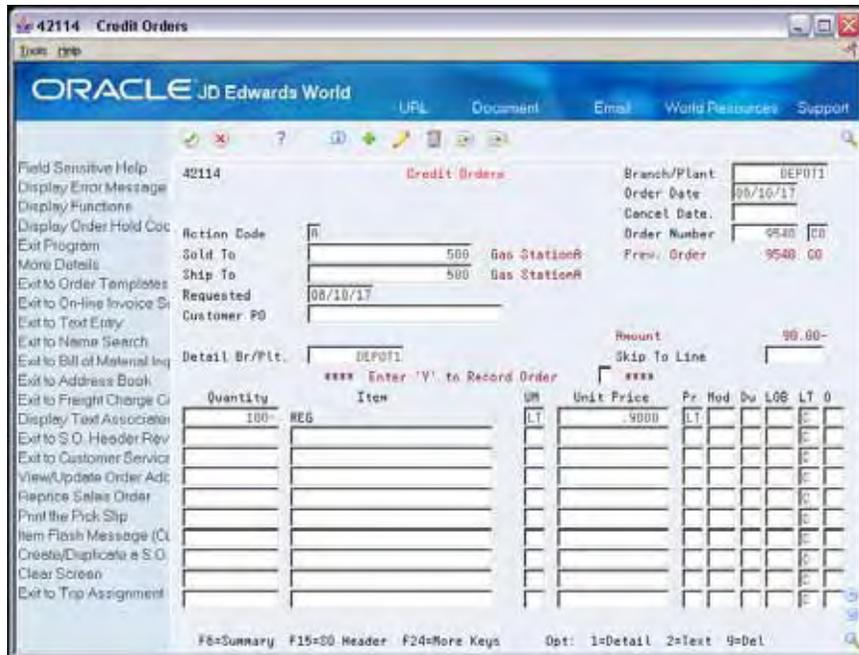
Entering a Credit Order Manually (ECS)

	From ECS Sales Order Management (G4910), choose Additional Order Processes From Additional Order Processes (G491012), choose Credit Orders
---	---

You enter a credit order manually to record a returned item and apply either the current unit price for the item or the current average cost, depending on how your company is set up. You can also override this default pricing information. You enter credit orders in the same way you enter sales orders.

To enter a credit order manually

On Credit Orders



1. Complete the following fields:

- Branch/Plant
- Sold To

- Quantity
 - Item
2. If restock charges or non-stock items are included on the return, complete the following fields:
- Quantity
 - Item
 - Line Type

When you accept the order, the total amount of the credit appears above the first line item.

Field	Explanation
Quantity	The quantity of units affected by this transaction. <i>Form-specific information</i> For credit orders, the quantity changes to a negative amount once the order is accepted.

See Also

- *Working with Interactive Sales Orders (P4211EC)*
- *Working with Interactive Sales Orders (P4211EC)* for the processing options for this program

Creating a System-Generated Credit Order (ECS)



From ECS Sales Order Management (G4910), choose **Additional Order Processes**
From Additional Order Processes (G491012), choose **Credit Orders** from History

You can create a system-generated credit order for a returned item that is based on the unit price that the customer paid at the time of the sale. The system retrieves the credit information from the Sales Order Detail Ledger table (F42199).

Before You Begin

- Verify that the same status codes have been entered in the processing options for both the Sales Order Entry and Sales Order Ledger programs

See Also

- *Working with Interactive Sales Orders (P4211EC)* and *Reviewing Sales History Information (P42025)* for the processing options for this program

To create a system-generated credit order

On Credit Orders from History

42025 Credit Orders from History Br

Tools Help

ORACLE JD Edwards World URL Document Email World Resources Support

Field Sensitive Help 42025 Credit Orders from History Branch/Plant DEP011
 Display Error Message Status 529 Thru 600 St 1
 Display Functions Date: Thru
 Exit Program Date Range - Based On
 Display Customer or Site Order Number
 Exit to Name Search Invoice No
 Display Amount or Date Sold To 501 Potomac Hotel
 Clear Screen Ship To
 Item Number
 Customer PO

Order	Ty	Customer	Description	Amount	Shipped
0					
8711	S3	Potomac Hotel	Leaded Fuel		
8711	S3	Potomac Hotel	Leaded Fuel		
8712	S3	Potomac Hotel	Leaded Fuel		
8712	S3	Potomac Hotel	Leaded Fuel		

Opt: 1=S.O. 5=Detail 6=Credit Memo F15=Amounts/Quantities F24=More

- Complete one or more of the following fields:
 - Order Number
 - Invoice Number
 - Sold To
 - Ship To
 - Item Number
 - Customer PO
- Choose the Credit Memo option to enter a credit order for the applicable sales order.
 The system creates a credit order with the information from the original sales order.
- If necessary, choose another sales order from the history information to add to this credit order.
- Type over, delete, or accept the default information.

Setup to enable System-Generated Credit Orders

To generate credit orders from history the following setup is required:

- The order activity rules must be set so that at some point in the sales order process the order is written to the Sales Order History file. The most common

point at which this is set is after invoices are printed. See *Setting Up Order Activity Rules* in this guide

- The following processing options need to be set on Credit Orders From History (P42025)
 - Set both option 2 and 3 to the status code that you defined in the Order Activity Rules as the point at which Sales Order History records are to be written. If you set this point at Print Invoices, enter 600 for both options
 - Option 5 can be set to 1 or blank. If it is set to 1 for Last Status then processing option 40 in the Credit version of Sales Order Entry (P4211) must also be set to 1
 - Option 11 should be set to the version of Sales Order Entry (P4211) that is to be used for credit orders
- The following processing options need to be set on the Credit Order version of Sales Order Entry (P4211)
 - Option 39 defines the status code to select when retrieving credit orders. In our example this is 600
 - Option 40 defines whether the previous status is the Last Status or the Next Status. As mentioned above, this option must be kept in synch with processing option 5 on P42025

What You Should Know About

Retrieving the correct data You should set the processing options for the Sales Order Entry program to use the same status codes to select records that you use when printing invoices. This ensures that the Credit Orders from History program retrieves the same data that the system used when printing invoices.

Retrieving load confirm invoice amounts During load confirm, you can print an invoice that writes history at each step. If you use system-generated credit orders, you need to set the order activity rules as follows:

- 565 — 573 (Delivery Confirm), set Ledger to Y
- 564 — 565 (Delivery Document Selection), set Ledger to N
- 580 — 600 (Print Invoices), set Ledger to Y

The system writes the invoice to history during 565 — 573, so the Sales Order Ledger program retrieves the actual invoice amount for the product.

Additional Orders and Order Release

Objectives

- To understand the different types of additional orders
- To enter each type of additional order
- To release held orders

About Additional Orders and Order Release (ECS)

The Sales Order Management system provides different orders to accommodate specific ordering situations. You enter these additional orders in the same way that you enter a basic sales order. However, the system processes each type of additional order differently. For example, quote orders are printed but not picked or load confirmed, whereas direct ship orders are not picked.

Some additional orders, such as blanket and quote orders, are prerequisites to actual sales orders. That is, you must enter these orders before you can enter sales orders from them.

Additional orders and order release consist of:

- Working with order release
- Working with quote orders
- Working with blanket orders
- Entering a direct ship order
- Entering a transfer order
- Entering an interbranch sales order
- Entering a sales order with manual invoice
- Updating status codes
- Working with service and warranty management

What Is Order Release?

You use order release to return the order to the processing cycle or to initiate the sales order process. For example, you can place a customer's order on hold for credit reasons and then release the order when the customer's credit status changes. Or, you can create sales orders from blanket orders or quote orders by releasing the blanket order or the quote order.

What Is a Quote Order?

You use a quote order when a customer requests pricing information but is not ready to commit to a sales order. You can access quote orders through the same review, maintenance, and inquiry forms that you use for sales orders. When you work with quote orders, you can:

- Instruct the system to convert an entire or partial quote order to a sales order
- Avoid committing or allocating inventory until the customer authorizes the order
- Ensure effective controls over price guarantees

What Is a Blanket Order?

You use a blanket order when a customer agrees to purchase a quantity of an item over a specified period of time. At agreed-upon times within this period, you create sales orders for partial quantities of the blanket order. You can enter a sales order directly to deduct the partial quantity from the blanket order, or you can release the blanket order.

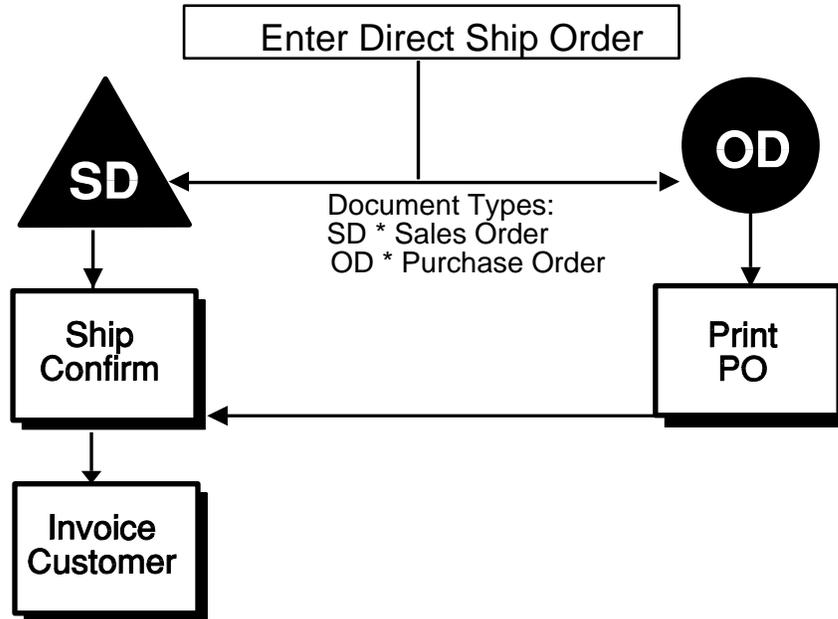
What Is a Direct Ship Order?

You use a direct ship order to record the sale of an item that you purchase from another supplier. The supplier sends the item directly to your customer. Because the supplier ships the item directly, the system does not process the order through your inventory.

This program creates records in the following tables:

- Sales Order Header (F4201)
- Sales Order Detail (F4211)
- Purchase Order Header (F4301)
- Purchase Order Detail (F4311)

After you enter a direct ship order, the system creates both a sales order and a purchase order. The following diagram illustrates how the system processes a direct ship order.



What Is a Transfer Order?

You enter a transfer order to transfer inventory between branch/plants within your company and to maintain an accurate on-hand inventory amount. When you enter a transfer order, the system creates both a sales order and a purchase order that you can use for internal purposes.

The program creates records in the following tables:

- Sales Order Header (F4201)
- Sales Order Detail (F4211)
- Purchase Order Header (F4301)
- Purchase Order Detail (F4311)

What Is an Interbranch Sales Order?

You enter an interbranch sales order to ship inventory from another supply branch/plant within your company directly to a customer. For example, you use an interbranch sales order when a customer orders an item from your branch/plant, but your branch/plant does not carry the item. Interbranch sales allow you to add transfer costs to be paid to the supplying branch/plant by the selling branch/plant.

What Is a Sales Order with Manual Invoice?

You enter a sales order with a manual invoice to record a sale after the sale has occurred. When you enter a sale with a manual invoice, the system records the sale

and produces an invoice number for accounting purposes without requiring you to build a trip or print documents.

Entering this type of order is most useful when:

- You sell an item without a sales order or an invoice and need to record the sale. Typically, this occurs during delivery of an item when the customer purchases additional items without placing a sales order first.
- Your customer placed an order when your computer was inoperable.
- You released sales on documents from other systems, and you need to enter the sales in the ECS Sales Order Management system.

Work with Order Release

Working with Order Release (ECS)

You might have orders on hold for several reasons. For example, you might place orders on hold that do not meet margin requirements as well as orders for which you do not have inventory to fill. When an order is on hold, it must be released back into the processing cycle for any additional processing to take place.

The system can place an order or order line on hold if you do not have the quantity to fill the order or order line. This type of hold is a backorder. You release backorders when inventory becomes available.

This section contains the following:

- [Releasing Orders on Hold \(ECS\)](#)
- [Releasing Backorders \(ECS\)](#)

See Also

- *Setting Up Order Hold Information (P42090)*

Releasing Orders on Hold (ECS)

	From ECS Sales Order Management (G4910), choose Additional Order Processes From Additional Order Processes (G491012), choose Release Held Orders
---	---

You release orders to return an order to the processing cycle. For example, you enter an order for a customer who has exceeded their credit limit. The system places the order on hold. When the customer makes a payment, their credit status changes and their orders can be filled. However, the system will not continue to process this customer's orders until you release them. You must have appropriate security access to release orders.

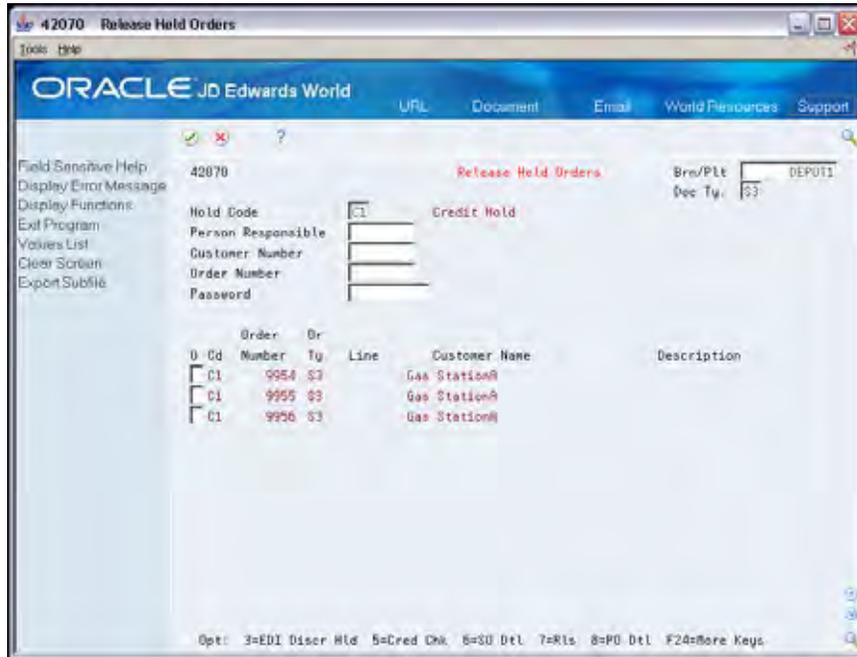
You can place the following multiple holds on an order:

- Customer holds, such as credit holds
- Item holds, such as detail lines that do not meet the margin requirements
- Order holds, such as orders that do not meet minimum amounts or exceed maximum limits

You can release items and orders for customers as many times as necessary.

To release orders on hold

On Release Held Orders



1. To display held orders, complete the following field:
 - Branch/Plant
2. Complete any combination of the following fields:
 - Hold Code
 - Person Responsible
 - Customer Number
3. Complete the following field:
 - Password
4. Choose the Release option to release the orders.

Field	Explanation
Hold Code	<p>A user defined code (table 42/HC) that identifies why an order was placed on hold (for example, credit, budget, or margin standards were exceeded).</p> <p style="text-align: center;"><i>Form-specific information</i></p> <p>Enter a specific code in the first Hold Code field to display only orders on hold for that particular reason.</p> <p>The second Hold Code field contains the hold code assigned to that line of the order.</p>
Person Responsible	<p>The address number of the person responsible for reviewing and releasing orders placed on hold.</p>

Field	Explanation
Password	A series of characters that you must enter before the system updates a table. In the Distribution systems, the password secures commissions setup and the release of held orders. Only users with access to the password can release an order. The system does not display the password on the form. You should not enter blanks anywhere in the password.

What You Should Know About

Printing held orders	You can print the Held Sales Order report to review all sales orders that are on hold.
Releasing blanket and quote orders	You can create sales orders from blanket orders and quote orders by releasing the blanket order or the quote order. <i>See Working with Blanket Orders (ECS) and Working with Quote Orders (ECS).</i>

Processing Options

See [Held Order Release \(P42070\)](#).

Releasing Backorders (ECS)

The system can place an order or order line on hold if you do not have the necessary quantity. This type of hold is a backorder. You release backorders when inventory becomes available.

Releasing backorders includes the following tasks:

- Releasing backorders online
- Releasing backorders in a batch

Releasing Backorders Online (ECS)

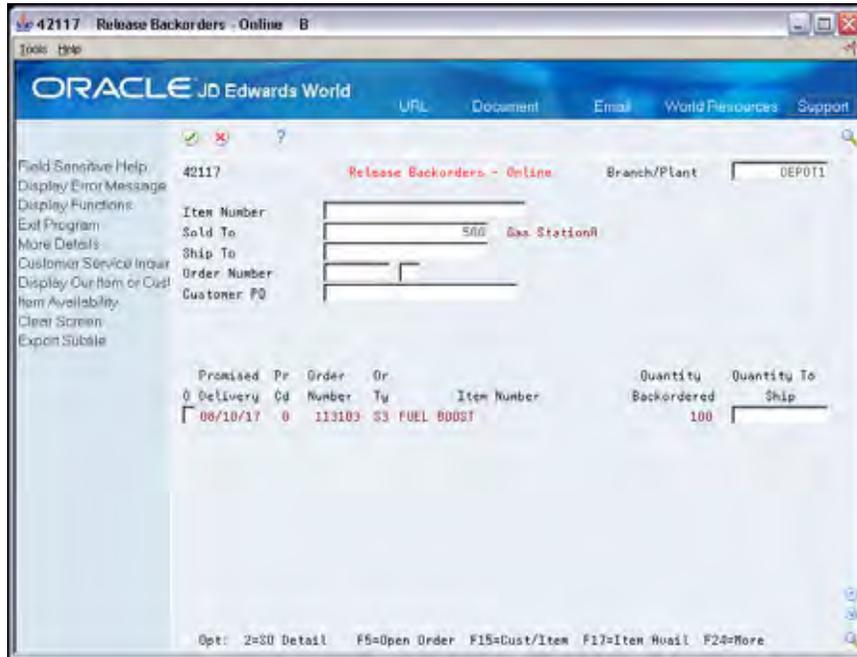
	From ECS Sales Order Management (G4910), choose Additional Order Processes From Additional Order Processes (G491012), choose Release Backorders Online
---	---

You can use the **Release Backorders — Online** program to review backorder information for a specific customer, item, or order before you release a backorder.

When you display backorders for a customer or order, you must enter the quantity you want to release. When you display backorders by item, the system automatically calculates the quantity to be released based on the amount available in inventory. The oldest order is the first to be selected for release, plus any orders with a specified requested date and priority code.

To release backorders online

On Release Backorders - Online



1. Complete the following field:
 - Branch/Plant
2. Complete any combination of the following fields:
 - Item Number
 - Order Number
 - Customer Number
3. Complete the following fields:
 - Option
 - Quantity To Ship
4. Choose the option to release the order.

What You Should Know About

Run Backorders to Fill report

You can run a DREAM Writer version of the Backorders to Fill report to review backordered items. After you have reviewed this report, you can use the Backorder Release program to review one item at a time and release those backorders that have sufficient quantities.

See *Generating Order Status Reports (ECS)*.

Limiting the additional order processing

The Sales Order Management ECS system does not support the backorder and release for configured items.

Negative availability and on-hand quantity	If you specify that the system release more quantity than is available, the system generates error 2716 (Quantity exceeds available). However, since this is only a warning, you can enter through it making the availability negative. Depending on your commitment process this could subsequently allow on-hand quantities to go negative as well.
Releasing backorders when the quantity on-hand is zero	Processing option 11 allows you to specify whether a backorder is released when the quantity on-hand is zero. This option only applies in an environment where an item's availability can exceed its on-hand quantity. An example would be where purchase orders are included in the quantity available calculation in that when a purchase order is entered into the system it immediately gives an available quantity, even though it is not added to the on-hand quantity until it is received. By setting this processing option you can prevent the release of the backorder until the quantity is received. Note: this processing option functions the same way in Backorder Release- Batch.
Quantity on backorder and the quantity available calculation	Processing option 6 controls whether the backordered quantity should be added back into the quantity available calculation performed by this program. In environments where soft committed quantities are subtracted from on-hand quantities this option should be set to 1 to add the backordered quantity back into the quantity available. The reason for this is that the backordered quantity is soft committed and so has already been deducted from the quantity available. By adding the backordered quantity back the program can then determine whether there really is a sufficient quantity of the item available. Note: this processing option functions the same way in Backorder Release- Batch.
Import/Export	This program supports Import/Export Functionality. See <i>Technical Foundation</i> for more information.

Processing Options

See [Back Order Release \(Online\) \(P42117\)](#).

Releasing Backorders in a Batch (ECS)



From ECS Sales Order Management (G4910), choose **Additional Order Processes**
From Additional Order Processes (G491012), choose **Release Backorders Batch**

You can run a DREAM Writer version of the Release Backorders - Batch program so the system can release backorders in batches. When inventory becomes available, the system releases backorders until the available inventory is completely committed.

The system automatically establishes the order in which backorders are filled. The system fills the quantity for the order with the earliest date first and then any orders with a specified request date and priority codes.

Processing Options

See [Back Order Release \(Batch\) \(P42118\)](#).

Work with Quote Orders

Working with Quote Orders (ECS)

You enter a quote order when a customer requests pricing information but is not ready to commit to a sales order. You enter quote orders to:

- Provide prices and availability on a large number of items
- Record the quantity and price quotes for future reference
- Hold the quote until the customer authorizes the order
- Collect information about the frequency of price and availability requests from customers
- Honor an obligation for a quoted price for a period of time

When the customer confirms the order, you convert the quote order into an actual sales order.

This section contains the following:

- [Entering a Quote Order \(ECS\)](#)
- [Converting a Quote Order into a Sales Order \(ECS\)](#)
- [Copying a Quote Order to Create a Sales Order \(ECS\)](#)
- [Releasing a Quote Order \(ECS\)](#)

What You Should Know About

Controlling inventory commitment

You can set the commitment control processing option for sales order entry so that the system does not commit inventory when you create quote orders. If you set this processing option, the system ignores the Inventory Commitment preference.

See *Item and Quantity Information in the Inventory Management Guide* for information about committing inventory.

See *Working with Interactive Sales Orders (ECS)* for information about the inventory commitment processing option.

Entering aggregate quote orders

For the construction industry, you can use quote orders to initiate the scale ticket process. You must use the aggregate format of the detail information form.

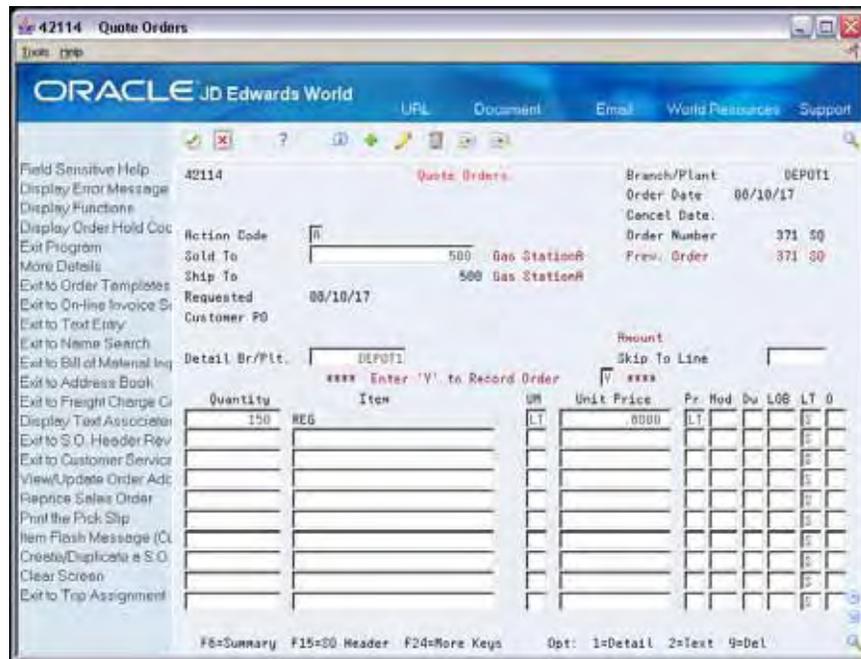
Entering a Quote Order (ECS)

	From ECS Sales Order Management (G4910), choose ECS Sales Order Processing From ECS Sales Order Processing (G491011), choose Quote Orders
---	--

You enter a quote order when your customer requires a formal price quote prior to actually placing an order. You enter a quote order in the same way you enter a sales order. You do not convert the quote order into a sales order until the customer confirms the order.

To enter a quote order

On Quote Orders



Complete the following fields:

- Branch/Plant
- Ship To
- Quantity
- Item

See Also

- *Working with Interactive Sales Orders (P4211)*
- *Working with Interactive Sales Orders (P4211)* for the processing options for this program

Converting a Quote Order into a Sales Order (ECS)

When your customer requests or authorizes the actual sales order, you can convert a quote order into a sales order. You can convert a quote order in either of the following ways:

- Copy a quote order to create a sales order
- Release a quote order

Copying or releasing a quote order ensures that the sales order that you create reflects the actual quoted amount.

What You Should Know About

Creating a sales order from a quote order	You must set up a user defined code for quote orders in table 40/BT and set the blanket/quote processing option in Sales Order Entry - Detail program to process quote orders and releases.
Using corresponding units of measures	To create a sales order from a blanket order, you must use the unit of measure in the original blanket order. If the units of measure in the sales order do not match the unit of measure in the blanket order, the system does not initiate blanket order release.

Copying a Quote Order to Create a Sales Order (ECS)



From ECS Sales Order Management (G4910), choose ECS Sales Order Processing
From ECS Sales Order Processing (G491011), choose Quote Orders

You can create a sales order by copying a quote order. You use this method when you want to create a sales order that reflects all or most of the items and quantities on the quote order.

Before You Begin

- Verify that the processing options for order duplication default for the Sales Order Entry program are set up to match the document type and beginning status of standard sales orders

To copy a quote order to create a sales order

On Quote Orders

1. Locate the quote order that you want to copy.
2. Choose the Create/Duplicate a Sales Order function to duplicate the quote order.

The system creates a sales order with the same information on the quote order.

What You Should Know About

- Alternative access to quote orders** If you do not know the original quote order number, you can access the quote order through the Customer Service Inquiry. See *Reviewing Sales Orders by Customer (ECS)*.
- Line types for duplicate orders** When you duplicate a quote order, you cannot change the line types on the duplicate order.

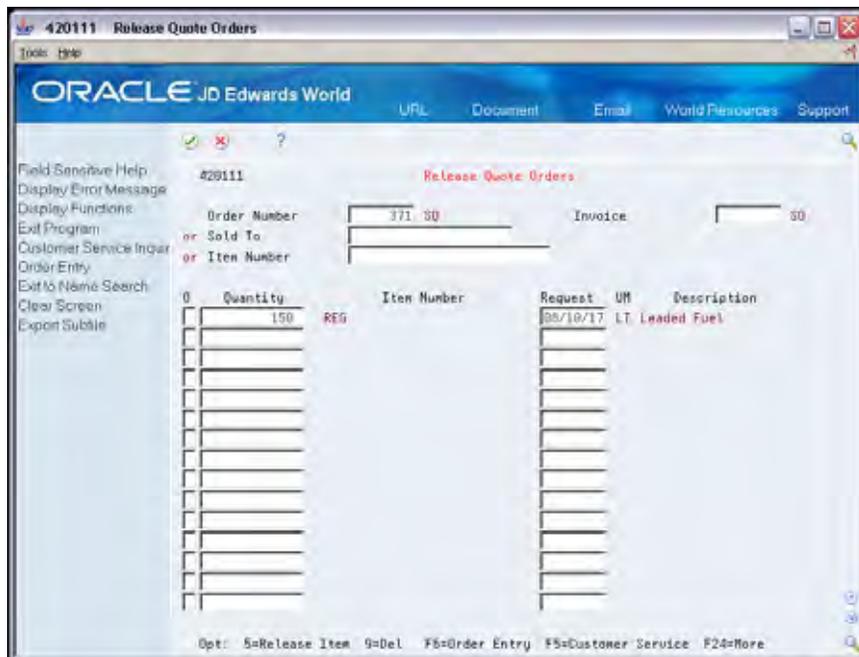
Releasing a Quote Order (ECS)

	From ECS Sales Order Management (G4910), choose Additional Order Processes From Additional Order Processes (G491012), choose Release Quote Orders
---	--

You use the Release Quote Orders program to release any of the items on a quote order to create a sales order. If you release only part of the quantity or some of the items on the quote order, the system maintains the balance remaining on the original quote order. The next time you display the quote order, you will see the adjusted quantity.

To release a quote order

On Release Quote Orders



1. Complete one of the following fields:

- Order Number
- Sold To

- Item Number
2. Choose the quote order that you want to use to create a sales order.
 3. Choose the items that you want to release to a sales order.
 4. To release a different quantity than the quantity that is listed, complete the following field:
 - Quantity

What You Should Know About

Releasing quote orders during sales order entry

You can release quote orders during sales order entry if you set the blanket/quote processing option for the Sales Order Entry program to run the Release Quote Orders program.

Import/Export

This program supports Import/Export Functionality. See *Technical Foundation* for more information.

Processing Options

See [Order Release \(P420111\)](#).

Work with Blanket Orders

Working with Blanket Orders (ECS)

You use a blanket order when a customer agrees to purchase a quantity of an item over a specified period of time. At agreed-upon times, you create sales orders for partial quantities of the blanket order.

You can enter a sales order directly to deduct the partial quantity from the blanket order, or you can release the blanket order. You can view the original quantity ordered on the blanket order, the associated release orders, and the remaining quantity.

This section contains the following:

- [Creating a Blanket Order \(ECS\)](#)
- [Creating a Sales Order from a Blanket Order \(ECS\)](#)
- [Entering a Sales Order from a Blanket Order \(ECS\)](#)
- [Releasing a Blanket Order \(ECS\)](#)

What You Should Know About

Controlling inventory commitment

You can set the commitment control processing option for sales order entry so that the system does not commit inventory when you create blanket orders. If you set this processing option, the system ignores the Inventory Commitment preference.

See *Item and Quantity Information in the Inventory Management Guide* for information about committing inventory.

See *Working with Interactive Sales Orders (ECS)* for information about the inventory commitment processing option.

Creating a Blanket Order (ECS)

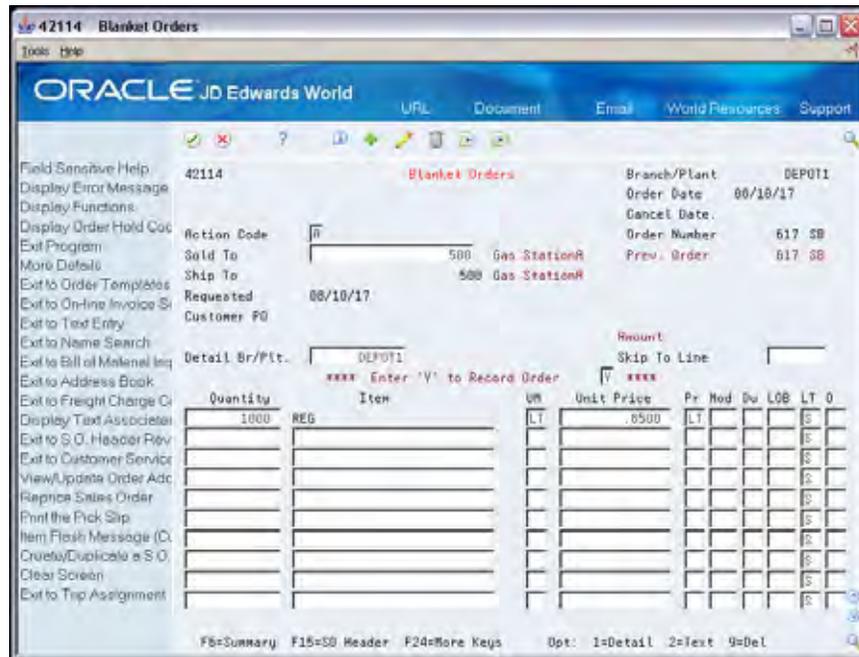


From ECS Sales Order Management (G4910), choose **ECS Sales Order Processing**
From ECS Sales Order Processing (G491011), choose **Blanket Orders**

You use a blanket order when a customer agrees to purchase a quantity of an item over a specified period of time. You can enter the blanket order as one line with a requested date that reflects the last day of the agreement. At agreed-upon times, you create sales orders for partial quantities of the blanket order.

To create a blanket order

On Blanket Orders



Complete the following fields:

- Branch/Plant
- Ship To
- Quantity
- Item

See Also

- *Working with Interactive Sales Orders (P4211EC)*
- *Working with Interactive Sales Orders (P4211EC)* for the processing options for this program

Creating a Sales Order from a Blanket Order (ECS)

On the agreed-upon date, you can enter a sales order directly to deduct the partial quantity from the blanket order. The system maintains the remaining balance on the blanket order for future orders.

You can create a sales order from a blanket order in the following ways:

- Enter a sales order from a blanket order
- Release a blanket order

When you enter a sales order, the system automatically deducts the quantity from the blanket order. When you release a blanket order, you manually deduct the quantity from the blanket order.

Before You Begin

- Verify that a blanket order has been created for the customer and item

What You Should Know About

If order quantity exceeds blanket quantity

If your order quantity exceeds the quantity available on the blanket order, the system splits the sales order line and inputs the excess quantity on another line. If the blanket order price is different from the regular selling price, the system prices the two order lines accordingly.

Entering a Sales Order from a Blanket Order (ECS)

	From ECS Sales Order Management (G4910), choose ECS Sales Order Processing From ECS Sales Order Processing (G491011), choose Enter Orders (Page Mode)
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When the agreed-upon time arrives to deliver a quantity of the items specified on the blanket order, you create a sales order to deduct the quantity from the blanket order. The system maintains the balance remaining on the blanket order for future orders.

You enter a sales order to deduct a quantity from a blanket order:

- If you create blanket orders as one of your tasks during basic sales order entry
- If your customer wants to add items to the sales order in addition to those listed on the blanket order

Before You Begin

- Verify that the processing options for the Sales Order Entry program are set for automatic blanket order processing

To enter a sales order from a blanket order

On Sales Order Entry

1. Complete the following fields:
 - Branch/Plant
 - Sold To
 - Ship To
 - Quantity
 - Item

The system displays the Blanket Release with the quantity that you entered. The Open Quantity field shows the amount of product remaining on the blanket order.

The screenshot shows a window titled '40216 Blanket Release'. It contains the following information:

- Address Number: 500
- Item Number: REG
- Quantity Ordered: 100
- Gas Station#
- Leaded Fuel
- LT
- Order Type: [dropdown menu]

Below this information is a table with the following columns: Quantity, Unit, Open Quantity, Unit Price, Order Ty, and Line.

Quantity	Unit	Open Quantity	Unit Price	Order Ty	Line
	LT	1000	.0500	517 20	1,000
	LT	150	.0000	371 50	1,000

2. On Blanket Release, accept or change the following field:
 - Quantity

The system closes the Blanket Release.
3. Add additional line items to the sales order, if necessary.

What You Should Know About

- Multiple blanket orders** If you have more than one blanket order for the same customer and item, all blanket orders appear in the Blanket Release. The Quantity fields do not contain values because the system doesn't know which blanket order to use. Type the quantity next to the appropriate blanket order.
- Creating a sales order from a blanket order** You must set up a user defined code for blanket orders in table 40/BT and set the blanket/quote processing option in Sales Order Entry - Detail program to process blanket orders and releases. If there is an outstanding blanket order for a customer, the Blanket Order Release form automatically appears when you enter the customer's address book number in the sales order entry form.
- Using corresponding units of measures** To create a sales order from a blanket order, you must use the unit of measure in the original blanket order. If the units of measure in the sales order does not match the unit of measure in the blanket order, the system does not initiate blanket order release.
- Kits and blanket orders** If an item on the blanket order is a kit you can select it like a non-kit item. However, you will not see the components on the kit selection window (V40216) since the component quantities may not be changed at this point.

See Also

- *Working with Interactive Sales Orders (P4211EC)*

Releasing a Blanket Order (ECS)



From ECS Sales Order Management (G4910), choose **Additional Order Processes**
From Additional Order Processes (G491012), choose **Release Blanket Orders**

You use the Release Blanket Orders program to manually deduct a quantity of an item from a blanket order. The system creates a sales order for the quantity you specify. You can use this method to create sales orders at one time for all your customers with blanket orders.

To release a blanket order

On Release Blanket Orders

1. Complete one of the following fields:
 - Order Number
 - Sold To
 - Item Number
2. Choose the blanket order against which you want to draw.
3. To order less than the available amount, type the amount in the following field:
 - Quantity
4. Choose the Release Item option to release the item and create a sales order.

What You Should Know About

Releasing blanket orders by related addresses	You can release a blanket order by the Ship To or the Sold To address.
Kits and blanket orders	If an item that is released from the blanket order is a kit, you do not see the kit selection window since the component quantities may not be changed at this point. If the processing option is set to show the components of the kit, the quantities may be updated on the release program.
Import/Export	This program supports Import/Export Functionality. See <i>Technical Foundation</i> for more information.
UDC 40/BT	This UDC table updates the system regarding commitment values for blanket orders. Typically, availability is not checked for these orders but they do show in the Other quantity 1 & 2 buckets in detailed availability. If the order type is populated, the system updates the commitments when the blanket is released.

See Also

- *Releasing a Quote Order (P420111)* for the processing options for this program

Enter a Direct Ship Order



From ECS Sales Order Management (G4910), choose **ECS Sales Order Processing**
From ECS Sales Order Processing (G491011), choose **Direct Ship Orders**

Entering a Direct Ship Order (ECS)

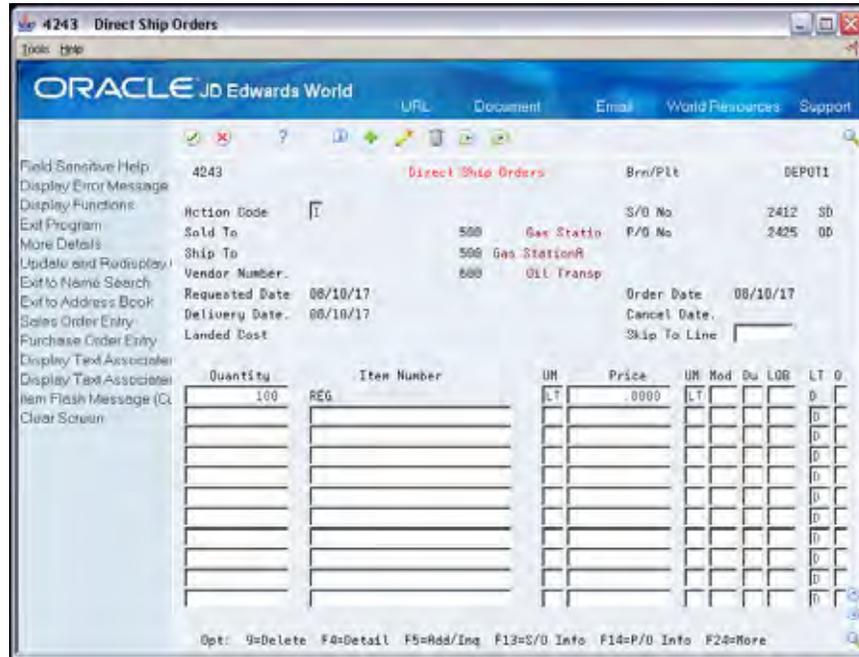
You enter a direct ship order to record the sale of an item that you purchase from a vendor who then sends the item directly to your customer. The quantity and item information does not impact your inventory when you enter a direct ship order.

When you enter a direct ship order, the system simultaneously creates a sales order for the customer and a purchase order for the supplier. The purchase order specifies that you want to ship the item directly to your customer.

When you enter a direct ship order, the system simultaneously creates a sales order for the customer and a purchase order for the supplier. The purchase order specifies that you want the supplier to ship the item directly to your customer. The sales order and purchase order created by this process are associated to each other by the Related Order fields on the Sales Order Detail file (F4211) and the Purchase Order Detail file (F4311). To view these fields on the sales order take option 1 from a detail line in Sales Order Entry (P42111). In the case of the purchase order, you can view the fields in the fold section (F4) of Enter Purchase Orders (P43111).

To enter a direct ship order

On Direct Ship Orders



Complete the following fields:

- Branch/plant
- Sold To
- Ship To
- Vendor Number
- Quantity
- Item Number

What You Should Know About

Entering kit items

You cannot enter kit item information on a direct ship order. To enter orders for kits, you must use the basic sales order entry or purchase order entry process.

Entering non-stock items

If you enter a non-stock item, such as a miscellaneous charge, you must provide the price per item. The system calculates the extended price.

Line type

The line type for direct ship orders is always D. When you enter a direct ship order, the system verifies the item number and checks the Item Branch table (F4102) for the cost and price information. However, the system does not:

- Create commitments
- Perform availability checks

Identifying direct ship sales and purchase orders

The system can use the following fields to identify the sales orders and purchase orders that it creates when you enter a direct ship order:

- Document Type. The sales order associated with a direct ship order has document type SD. The purchase order associated with a direct ship order has document type OD.
- Document Number. The sales order and purchase order can share the same document number. You can set up your system to automatically assign the same next number to both the sales order and purchase order.
- Line number. The system assigns the same line number on both the purchase order and the sales order.

See also *Setting Up Next Numbers* in the *General Accounting I Guide*.

Using ECS advanced functionality to enter direct ship orders

If you use Load and Delivery Management and have activated the ECS Control in Sales Order Management system constants, you must use the ECS format to enter direct ship orders. You complete the additional fields that the Load and Delivery Management system uses to process the direct ship order.

Entering an agreement number

You must be in the ECS format to access this additional field. If you enter a customer and item combination that matches an agreement number, the system enters the agreement. If the customer and item combination matches multiple agreements from which you can choose the appropriate agreement.

If an agreement is assigned to a detail line, the system performs agreement processing.

See *About Agreement Management* in the *Agreement Management Guide*.

Entering the Mark-For address

You can not enter a Mark-For address when you enter direct ship orders. After you enter the direct ship order, you can access the sales order header information to enter additional information.

Entering configured items

You cannot enter configured items on a direct ship order.

See *Working with Configured Item Orders* in the *Configuration Management Guide*.

Entering kit items

You cannot enter kit information on a direct ship order. To enter an order for kits, use the regular sales or purchase order entry programs to process kits.

Changing associated sales orders and purchase orders	<p>The sales order and purchase order are associated by specific fields. On the Order Detail Information form and the Purchase Order Detail form, these fields are:</p> <ul style="list-style-type: none">▪ Related Order Number▪ Related Order Type▪ Related Order Line Number <p>Changes made to direct ship sales and purchase orders should be made through the Direct Ship Orders program (P4243). Changes made to the sales order updates the purchase order, but changes made to the purchase order do not update the sales order.</p> <p>You can have the Enter Receipts by PO program (P4312) update the status of the sales order line upon full receipt of a direct ship purchase order line. The sales order line status is not updated if the purchase order line is partially received.</p>
Creating sales and purchase order records	<p>The program creates records in the following tables:</p> <ul style="list-style-type: none">▪ Sales Order Header (F4201)▪ Sales Order Detail (F4211)▪ Purchase Order Header (F4301)▪ Purchase Order Detail (F4311)
Associated text	<p>Associated text must be entered separately on the sales order and/or purchase order.</p>
Kits and configured items	<p>You cannot enter kit or configured items on a direct ship order. To enter an order for kits, use the regular sales or purchase order entry program.</p>
Two way matching	<p>You can do a two way match for the purchase order since you are not updating inventory quantities.</p>
AAI's	<p>The AAI's hit on direct ship orders are as follows:</p> <ul style="list-style-type: none">▪ Sales: Revenue (4230), Cost of Goods Sold (4220), Inventory (4240), and A/R Trade. <p>Purchasing: Inventory (4310) and A/P Trade (PC).</p>
Partial shipments	<p>The recommended method for dealing with a partial shipment on a direct ship order, is to ship confirm the sales order before receiving against the purchase order. Also verify that processing option 16 behind Confirm Shipments (P4205) is blank, ensuring that the Ship-to address cannot be overridden. For example, if a supplier partially ships half of an order and invoices you for the half, you should ship confirm the partial order and invoice your customer. Then you should partially receive the purchase order. When the supplier ships the remaining quantity on the order to the customer, ship confirm the remaining portion of the order, invoice the customer for the quantity confirmed and finally receive the remaining quantity on the purchase order.</p>

Import/Export

This program supports Import/Export Functionality. See *Technical Foundation* for more information.

Processing Options

See [Direct Ship Order Entry \(P4243\)](#).

Enter a Transfer Order



From ECS Sales Order Management (G4910), choose **ECS Sales Order Processing**
From ECS Sales Order Processing (G491011), choose **Transfer Orders**

Entering a Transfer Order (ECS)

You enter a transfer order to ship inventory between branch/plants within your company and to maintain an accurate on-hand inventory amount. The Transfer Orders program does the following:

- Creates a purchase order for the shipping (ship from) location, which represents the supplier
- Creates a sales order for the receiving (ship to) location, which represents the customer
- Processes the inventory amounts on the transfer order as a formal purchase and sale of goods
- Creates documents, such as invoices, that are necessary to complete the transfer

The default document types assigned in the processing options of the Transfer Orders program (P4242) are ST for the sales order and OT for the Purchase order. Because of this a transfer order is often referred to as an ST/OT.

Sales Order

By processing the sales order through Shipment Confirmation and Sales Update, the on-hand quantity for the shipping location is decremented and journal entries are written to reflect this reduced inventory and the increased amount in the Inventory Intransit account. Entries may also be written to the Interbranch Revenue and the Cost of Goods Sold accounts.

Purchase Order

By processing the purchase order through Receipts and Voucher Match, the on-hand quantity for the receiving location is incremented and journal entries are written to reflect this increased inventory and the reduced amount in the Inventory Intransit account. The Inventory Intransit account then nets to zero.

Costs

When transferring inventory from one branch to another, each item is usually transferred at its cost. Since the cost of an item may be different within each branch, the cost used for the transfer order is taken from the shipping branch. There may be a markup on the transfer that is defined by the shipping branch in the branch sales markup table. See the *Branch Sales Markup Table* section in this chapter.

Setting up Transfer Orders

Verify that the following set up is in place before calling the transfer orders program:

- **Branch/Plant Constants.** Each Branch/Plant must have a valid address book number defined in the Branch/Plant Constants file
- **Customer Billing Instructions.** The Sold-to Address on the sales order comes from Customer Billing Instructions of the receiving branch
- **Order Line Types.** The Line Type used for an order transfer must be set up as follows:
 - GL Interface set to Y
 - Inventory Interface set to Y
 - A/R Interface set to Y. This must not be set to N since it causes an out of balance batch to be created. To bypass A/R, use the processing option on Sales Update to turn off the A/R interface
 - The A/P Interface flag can be set to either Y or N since it does not influence whether an Accounts Payable Ledger record is written or not
- **Order Activity Rules.** These must be set up for both combinations of order type/line type for Sales Order and Purchase Order Entry. Invoices are not normally printed for transfer orders, so this step may be eliminated for Sales Order Processing for an ST order type
- **Transfer Orders Processing Options (P4242).** Ensure that the appropriate line type and order types are defaulted into the program. If a markup is to be applied ensure that processing option 34 is set:
 - Enter 1 to use the cost plus any transfer cost markups for the sales order price
 - Enter 2 to use the Base Price file (F4106)
 - If left blank, the cost alone is used to price sales order lines
- **Sales Update Processing Options (P42800).** It is recommended that a special version of Sales Update be created for transfer orders. If you are not printing invoices then this should be copied from the Assign Invoice No. Final version. Do not change the data sequencing and ensure that the processing options for A/R Invoice date (2) and General Ledger date (4) are not set to 1
- **Branch Sales Markup Table.** To apply a cost markup to an item when creating a transfer order, the Branch Sales Markup table must be set up on menu G4241 and processing option 34 set appropriately for the Transfer Orders program

AAI Setup for Transfer Orders

AAI's need a special setup to get the correct account distribution when processing a transfer order. First, as a reference we look at the standard AAI setup and accounting entries for sales and purchase orders, then we look at the setup required when using transfer orders.

Standard AAI setup for Sales and Purchasing

Sales:

AAI	Account	Debit	Credit
4230	Revenue		SXXX
RC	Accounts Receivable	SXXX	
4240	Inventory		SXXX
4220	Cost Of Goods Sold	SXXX	

Purchasing Receipts:

AAI	Account	Debit	Credit
4310	Inventory	SXXX	
4320	Received Not Vouchered		SXXX

Voucher Match:

AAI	Account	Debit	Credit
4320	Received Not Vouchered	SXXX	
PC	Trade Payable		SXXX

Now look at the AAI setup and accounting entries for a transfer order. These can differ depending on whether the item is transferred at cost or is transferred at cost plus a markup. For this example, bypassing A/R by setting processing option 14 of Update Customer Sales (P42800).

AAI Setup for Transferring Inventory at Cost

If the item is transferred at cost, then Revenue, Accounts Receivable, and Cost of Goods Sold may not apply. AAIs for Revenue (4230) and Accounts Receivable Trade (4245) can be netted against each other as shown below. Inventory is credited (reduced) and Inventory Intransit is debited (increased) using the Inventory (4240) and Cost of Goods Sold (4220) AAI's. With A/R bypassed the system uses AAI 4245 (AR Trade) instead of the RC AAI, and creates a batch type of G. No Account Receivable Ledger record (F0311) is created.

Sales – Shipping branch:

AAI	Account	Debit	Credit
4230	Direct this revenue AAI and the A/R Trade AAI (4245) to the same Suspense account		\$100
4245	Direct this AR Trade AAI to the same Suspense account as 4230 above	\$100	
4240	Inventory		\$100
4220	Direct this Cost Of Goods Sold AAI to the Inventory Intransit account	\$100	

Depending on whether a voucher match is performed with the receipt or not, the Purchasing AAI's need to be set up differently:

Purchasing – Receiving branch when voucher match is performed.

For the receiving branch, a receipt is processed at the time the goods are physically received. Inventory is debited (increased) and Received Not Vouchered (temporary liability) is credited (increased).

Purchasing Receipts:

AAI	Account	Debit	Credit
4310	Inventory	\$100	
4320	Received Not Vouchered		\$100

Assuming that this transfer does not have to be paid for, the Received Not Vouchered entry must be offset. This can be done by adding a line to the Purchase

Order in the Voucher Match program (P4314). The new line should reverse the original line with the Item/Account entry being changed from the item number to the account number of the Inventory Intransit account.

After both lines are voucher matched, there is zero dollar Accounts Payable Ledger record (F0411) created. The Trade Payable account nets to zero, whilst the credit to the Inventory Intransit account from the added expense line offsets the debit created to this account by Sales Update.

Voucher Match:

AAI	Account	Debit	Credit
4230	Received Not Vouchered	\$100	
PC	Trade Payable		\$100
	<i>Added Negative Line</i>		
(none)	Inventory Intransit		\$100
PC	Trade Payable	\$100	

Purchasing – Receiving branch when voucher match is not performed.

If a voucher match is not performed after receipt, the Received Not Vouchered AAI can be directed to the Inventory Intransit account at the time of receipt, offsetting the debit entry to the Inventory Intransit account created at Sales Update by AAI 4220.

Purchasing Receipts:

AAI	Account	Debit	Credit
4310	Inventory	\$100	
4320	Inventory Intransit		\$100

With this setup, the accounting resolves satisfactorily, however the receipt creates a match type 1 record on the Purchase Order Receiver file (F43121) which shows up in open receipts. To exclude this record from further processing, set its Match Type to 5 using either World Writer or some other data file utility.

AAI setup for Transferring Inventory at Cost Plus

The shipping branch may want to charge the receiving branch a fee for transferring the inventory, in this example 10% of \$100. This can be done by updating the branch sales markup table and setting the appropriate processing option on Transfer Orders (P4242). Since the shipping branch may want to hit the Interbranch Revenue and Cost of Goods Sold accounts, the AAI's in Sales Order must be setup accordingly.

Sales – Shipping branch:

AAI	Account	Debit	Credit
4230	Interbranch Revenue		\$110
4220	Cost of Goods Sold	\$100	
4240	Inventory		\$100
4245	Direct this A/R Trade AAI to the Inventory Intransit account	\$110	

Purchasing Receipts:

AAI	Account	Debit	Credit
4310	Inventory	\$110	
4320	Received Not Vouchered		\$110

Voucher Match:

AAI	Account	Debit	Credit
4320	Received Not Vouchered	\$110	
PC	Trade Payable		\$110
	Added Negative Line		
(none)	Inventory Intransit		\$110
PC	Trade Payable	\$110	

If the voucher match process is not being performed, use the same process as described above in the 'at cost' section.

Before You Begin

- Verify that the locations are valid business units in the Branch/Plant Constants table (F41001). See *Setting Up Constants (ECS)*.

To enter a transfer order

On Transfer Orders

Complete the following fields:

- Ship From Branch
- Ship To Branch
- Quantity
- Item Number

Changes to a Transfer Sales Order or Purchase Order

The sales order and purchase order created from a transfer order are connected by the Related Order Number, Related Order Type, and Related Line Number fields in both the Sales Order and Purchase Order files. This is a "one-way" connection in that changes to the sales order are reflected on the purchase order whereas changes to the purchase order are not reflected on the sales order. More specifically:

- Changes made to existing lines on the sales order with Transfer Orders (P4242) or Enter Orders (P4211) are reflected on the purchase order
- Changes made to existing lines on the purchase order with Transfer Orders (P4242) or Change Orders (P43111) are not reflected on the sales order
- Lines added to the sales order with Transfer Orders (P4242) are added to the purchase order
- Lines added to the sales order with Enter Orders (P4211) are not added to the purchase order

- Lines on the sales order that are split at Shipment Confirmation are also split on the purchase order

Receipt Routing

Receipt routing can be used to track inventory that is in transit from one branch to another. After the branch processing the sales order has shipped the goods, they are ready for receipt at the receiving branch where they can be processed with Enter Receipts by PO or Item (P4312). The goods can be tracked in a receipt routing operation (TRAN) before they are physically entered into stock (STK). When the receipt batch is posted, the appropriate journal entries are written.

Receipt routing can be initiated through processing options in the Shipment Confirmation program.

What You Should Know About

Entering kit items

You cannot enter kit item information on a transfer order. To enter orders for kits, you must use the basic sales order entry or purchase order entry process.

Changing both sales and purchase orders

To change information on a transfer order, you must revise both the sales order and purchase order that the system creates when you enter the transfer order. Because the system processes sales orders and purchase orders differently, you must change these orders individually to reflect any changes to the transfer order.

Using ECS advanced functionality to enter transfer orders

If you use Load and Delivery Management and have activated ECS Control in Sales Order Management system constants, you must use the ECS format to enter transfer orders. You complete the additional fields that the Load and Delivery Management system uses to process the transfer order.

Entering an agreement number

To automatically find an agreement number, you can access the Agreement Search program from the agreement number field in the detail area. You must be in the ECS format to access this additional field.

If an agreement is assigned to a detail line, the system performs agreement processing.

See About Agreement Management in the Agreement Management Guide.

Entering configured items

The Sales Order Management system does not support transfer order processing for configured items.

Creating sales and purchase order records

The program creates records in the following tables:

- Sales Order Header (F4201)
- Sales Order Detail (F4211)
- Purchase Order Header (F4301)
- Purchase Order Detail (P4311)
- Sales Order Detail – Tag File (F49211)

Transferring inventory

Use the Transfers program in Inventory Management for inventory purposes only because:

- It does not create sales or purchase order documents
- It records inventory transfers immediately

It does not provide an adequate trail for transferring sales and purchase orders

Cost differences between branches

If items are stored within a branch in multiple locations with different costs, this could cause a problem with transfer orders if the item is soft committed at the time of transfer order entry. The cost at order entry is the cost stored at the primary location. When the item is hard committed, either at pick slip or ship confirm, and the cost is different within the location it is allocated to, the sales order is changed to reflect the different cost but the purchase order is not. If this happens, the purchase order needs to be changed manually. If it is not changed, the Inventory Intransit Account does not net to zero.

If the costing method is average cost, and at the time of ship confirm the average cost has changed, the sales order now reflects the new average cost. The purchase order retains the original cost. This also causes a problem with the Intransit Inventory account not netting to zero unless the Purchase Order is manually changed.

A manual override of a cost at the time the Transfer Order is entered will prevent either of the above problems.

Identifying transfer sales and purchase orders

The system can use the following fields to identify sales orders and purchase orders that it creates when you enter a transfer order:

- Document Type. The sales order associated with a transfer order has document type ST. The purchase order associated with a transfer order has document type OT.
- Document Number. The sales order and purchase order can share the same document number. You can set up your system to automatically assign the same next number to both the sales order and purchase order.
- Line number. The system assigns the same line number on both the purchase order and the sales order.

See also *Setting Up Next Numbers in the General Accounting I Guide*.

Import/Export

This program supports Import/Export Functionality. See *Technical Foundation* for more information.

Processing Options

See [Transfer Order Entry \(ECS\) \(P4242\)](#).

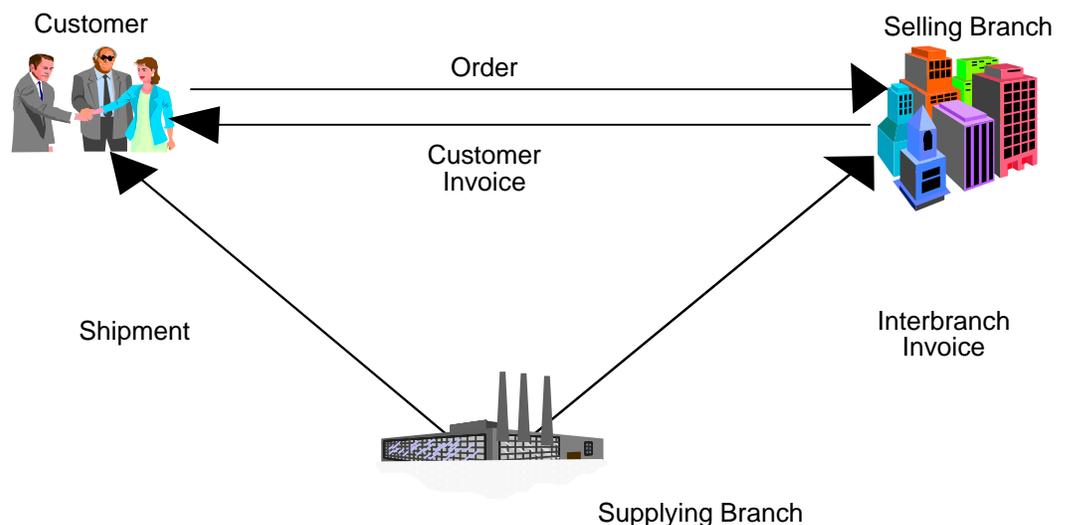
Enter an Interbranch Sales Order



From ECS Sales Order Management (G4910), choose ECS Sales Order Processing
From ECS Sales Order Processing (G491011), choose Enter Orders (Page Mode)

Entering an Interbranch Sales Order (ECS)

You enter an interbranch sales order to ship inventory from another supply branch/plant within your company directly to a customer. For example, you use an interbranch sales order when a customer orders an item from your branch/plant, but your branch/plant does not carry the item. Or, you regularly sell from one location but fill and ship the orders from another location, such as a central supply warehouse.



Before you enter interbranch sales, you must create a specific document type for interbranch sales orders. You must also set the processing options for the Sales Order Entry program to process interbranch sales.

The system processes interbranch sales orders in the same way as other sales orders with the following exceptions:

- During invoice processing, the system prints an invoice for the customer. You have the option to print an interbranch invoice for the selling branch/plant
- During sales update, you can choose to have the system perform one of the following:

- Create accounts payable and accounts receivable journal entries for the selling branch/plant and accounts receivable entries for the supplying branch/plant
- Create accounts receivable entries only for the selling branch/plant

Choose a pricing method for the supplying branch/plant to use for interbranch orders in the same way as other sales orders. For example, the supplying branch/plant can charge a transfer price or a cost markup to the selling branch/plant.

The transfer price can be any price that is set by the supplying branch/plant. The cost markup price is a specific price that you set up in the Branch Sales Markup table. This markup is applied to the inventory cost.

Specify the pricing method to use in a processing option in the Sales Order Entry program.

The system retrieves payment terms and payment instrument information for the selling branch/plant and the customer from the Customer Master table. You can override payment information for the customer and the branch/plant.

The system also retrieves exchange rate information from the currency code that is set up in Customer Master table for the supplying branch/plant to the selling branch/plant and the selling branch/plant to the customer. You can override the currency information for the customer, which is helpful if you process international sales orders in different currencies.

This section contains the following:

- [Applying Markup Costs for Interbranch Sales \(ECS\)](#)
- [Printing an Interbranch Invoice](#)
- [Updating Interbranch Sales Information](#)
- [Consignment Sales](#)

Applying Markup Costs for Interbranch Sales (ECS)

Typically, companies apply transfer costs to interbranch sales. You set up transfer costs in the Branch Sales Markup tables so that the branch/plant placing the order (the demand branch/plant) pays a markup amount to the supplying branch/plant.

Example: Applying Markup Costs for Interbranch Sales

The following example illustrates the accounting entries that the system makes for an interbranch sales transaction entered in branch/plant 40 and shipped from branch/plant 30.

Assume the following information for the example:

- Demand branch/plant number = 40
- Supply branch/plant number = 30
- Item Cost = 1000.00 (cost to the supplying branch/plant)
- Transfer Cost = 50.00 (add-on cost to the demand branch/plant)

- Sales Price = 1500.00 (price paid by the customer)

Sale of goods

The system records the sale of goods from the supply branch/plant (30) to the demand branch/plant (40) with the following accounting entries:

- Debit branch/plant 40 Inventory Account for 1050.00
- Credit branch/plant 30 Revenue Account for 1050.00

Relieve inventory

The system makes the following accounting entries to record the relieved inventory and increased cost of goods sold (COGS) for the supplying branch/plant:

- Debit branch/plant 30 COGS Account for 1000.00
- Credit branch/plant 30 Inventory Account for 1000.00
- Debit branch/plant 40 COGS Account for 1050.00
- Credit branch/plant 40 Inventory Account for 1050.00

Sale to customer

The system records the sale to the customer with the following accounting entries:

- Debit branch/plant 40 Accounts Receivable Account for 1500.00
- Credit branch/plant 40 Revenue Account for 1500.00

Before You Begin

- Verify that a user defined code for the interbranch sales order document type has been set up in the user defined code table. See *Working with User Defined Codes* in the *Technical Foundation Guide*.
- Verify that the processing options for the Sales Order Entry program have been set up to process interbranch sales orders.
- Verify that the Branch Sales Markups tables are set up. See *Setting Up Branch Sales Markups (ECS)*.

To enter an interbranch sales order

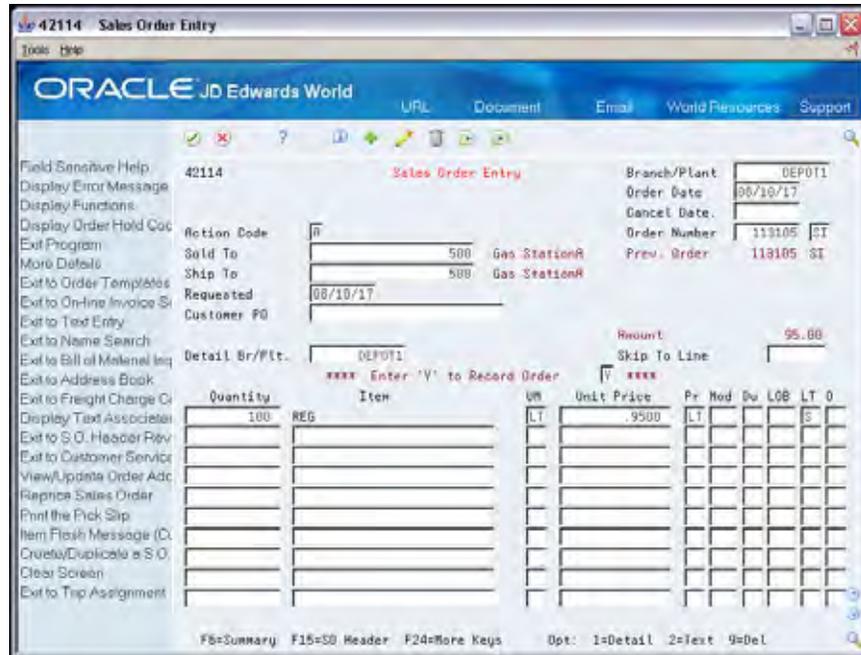
You can use an interbranch order to fill a sales order from a branch/plant other than the selling branch/plant. This is helpful if your company sells from one location but fills and ships orders from another location, such as a central supply warehouse.

The processing options specific to Interbranch Orders, appear under the heading Transfer Price Update on Enter Orders (Page Mode) P4211.

- Processing option 61 is used to designate special document types for interbranch orders. Typically SI is used for this purpose. You must use one of the special document types for interbranch orders when entering an interbranch sales order
- Processing option 62 is used to specify the pricing method used on the order. It can either be set to 1 for Branch cost markup which is the default or 2 for Transfer price. This setting determines the cost of the item, which is explained in the *Cost and Price* section below

- Processing option 63 tells the program whether inter-branch invoicing is allowed. By setting this to 1 you ensure that you can create an invoice from the supplying branch to the selling branch

On Sales Order Entry



- Complete the following fields:
 - Branch/Plant
 - Document Type
 - Sold To
 - Ship To
 - Detail Branch/Plant
 - Quantity
 - Item
- Access the fold area to fill the order from more than one supplying branch/plant.

3. Complete the following field:

- Branch/Plant

What You Should Know About

Interbranch sales by line item

If the customer orders more than one item, not all items need to be shipped as interbranch sales. You can enter a supply branch/plant for a line that is different from the detail branch/plant for the other lines on the order.

Creating an interbranch version of a sales order

If you use interbranch sales often, you can create a separate version of the Sales Order Entry program to use only for interbranch sales order entry. To do so:

- Create the separate version
- Set up a default document type, for example, SI (Sales Interbranch), for the Document Type field
- Specify the document type for interbranch sales orders in the processing options for the Enter Orders (Page Mode) program
- Specify different order activity rules and a different line type default

Price and Cost

Price and cost information is retrieved differently for interbranch orders than for other sales orders in P4211. For an interbranch order, the price information is retrieved from the Base Price file (F4106) using the selling branch (header branch).

Processing option 62 determines the pricing method used to calculate the cost.

- For Branch cost markup, the cost is retrieved from the Cost file (F4105) using the supplying branch (detail branch). A markup is applied if it has been setup in the Branch Sales Markups program (P3403). This value becomes the Cost of Goods Sold amount to the selling branch
- For Transfer pricing, the program retrieves the price of the item from the Base Price file (F4106) of the supplying branch, and places that value in the unit cost field of the interbranch order. In other words, the selling branch “buys” the goods from the supplying branch at the same price that would be charged to outside customers of the supplying branch

Transfer Pricing Flag

The Inter Branch Sales field SO01 on the Sales Order Detail file (F4211) is also known as the Transfer Pricing Flag. It is updated with either 1,2,3 or 4 depending on the cost method used and whether an interbranch invoice is created as defined in processing option 63:

- 1 Transfer pricing method - Cost markup
Interbranch invoice – No
- 2 Transfer pricing method - Cost markup
Interbranch invoice – Yes
- 3 Transfer pricing method - Transfer pricing
Interbranch invoice – No
- 4 Transfer pricing method - Transfer pricing
Interbranch invoice – Yes

Updating price, cost, and exchange rate information

You can update the price, cost, and exchange rate for an item if it changes after you enter the interbranch sales order. Set the appropriate processing options in the Update Sales Price/Cost program before running the program to update the following information:

- Price information for interbranch orders
- Exchange rate for both the supplying and selling branch/plants

Creating a separate DREAM Writer version for interbranch orders

You can create a separate DREAM Writer version of the Enter Orders (Page Mode) program for interbranch orders. You must specify the order type, order activity rule, and line type for interbranch orders in the version.

Interbranch sales orders for configured items	You can enter a configured item sales order to fill demand from a warehouse other than where the order was placed. Interbranch sales orders with transfer pricing are supported for configured items. However, pricing rules are not supported for interbranch sales.
Sales Order Detail Tag File (F49211)	This file is used to store the information needed to create an Interbranch Invoice. During Sales Order Entry, the program will write a record to this file if processing option 63 is set to allow interbranch invoicing. F49211 is also used in Cycle Billing.

See Also

- *Working with Interactive Sales Orders (P4211)*
- *Working with Interactive Sales Orders (P4211)* for the processing options for this program

Printing an Interbranch Invoice

	From ECS Sales Order Management (G4910), choose Sales Order Processing From ECS Sales Order Processing (G491011), choose Invoice Processing From Invoice Processing (G42113), choose Invoice Print
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In addition to printing the customer invoice for the selling branch/plant, the system can also print an interbranch invoice for the supplying branch/plant. Set processing option 61 in the Enter Orders (Page Mode) program to enable the system to print interbranch invoices.

To print interbranch invoices, you must also set up a separate DREAM Writer version in the Print Invoices program. Set the appropriate processing option to print interbranch invoices.

Note: JD Edwards World recommends that you copy the following demonstration versions to ensure that the system uses the correct data sequence to update records:

“Sales Invoices - Interbranch - Batch” to print interbranch invoices by batch.

“Sales Invoices - Interbranch - History” to print interbranch invoices from history.

Before You Begin

- Verify that the processing option for printing interbranch invoices is set in the Enter Orders (Page Mode) program
- Verify that processing option (28) in the Print Invoices program for printing interbranch invoices or customer invoices is set, depending on the type of invoice that you want to print

What You Should Know About

- | | |
|--|--|
| Invoice document types | <p>Processing option 8 behind Print Invoices (P42565) designates what document type is created for the invoice. Typically, RI is used for the invoice on customer invoices, and RT is used for interbranch invoices. These are the default values if the option is left blank.</p> <p>When processing an interbranch invoice, the invoice program writes the document type and document number to the Sales Order Detail Tag file (F49211) record originally created during sales order entry.</p> |
| Viewing invoices online | <p>You can view interbranch and customer invoices on the following forms:</p> <ul style="list-style-type: none"> ▪ Online Invoice ▪ Sales Ledger Inquiry ▪ Customer Service <p>You must specify the order type in a processing option in each of the programs.</p> |
| Limitations of interbranch invoices | <p>Understand the following limitations when using interbranch invoices:</p> <ul style="list-style-type: none"> ▪ You cannot print interbranch invoices from the Online Invoice program ▪ You cannot use the Invoice Cycle preference for the interbranch invoices. However, you can use this preference to set up invoice cycles for the customer's invoice ▪ You cannot print customer invoices during shipment confirmation. However, you can print interbranch invoices after shipment confirmation |

Updating Interbranch Sales Information

	From ECS Sales Order Management (G4910), choose End of Day Processing From End of Day Processing (G491013), choose Update Customer Sales
---	---

During the sales update process, you can run the Update Customer Sales program to create journal entries for interbranch sales.

If you set the interbranch sales processing option (26) in the Sales Update program (P42800) to create accounts receivable and accounts payable entries for both the selling and the supplying branch/plants, the system creates the following types of batches:

Example: Accounts Receivable and Accounts Payable Entries

- Batch type I - Debits the COGS account, and credits the receivables accounts and inventory for the supplying branch/plant and selling branch/plant.

- Batch type V - Credits the payables accounts and debits the inventory for the selling branch/plant.

In this example: Price to customer = \$100, Cost at supplying branch = \$60, Cost + 20% markup to selling branch = \$72.

AAI 4260 is used to write the interbranch revenue.

I Batch

Selling branch:

AAI	Account	Debit	Credit
RC	A/R Trade	\$100	
4230	Revenue		\$100
4220	Cost Of Goods Sold	\$72	
4240	Inventory		\$72

Supplying branch:

AAI	Account	Debit	Credit
RC	A/R Trade	\$72	
4260	Interbranch Revenue		\$72
4220	Cost Of Goods Sold	\$60	
4240	Inventory		\$60

V Batch

Selling branch:

AAI	Account	Debit	Credit
4240	Inventory	\$72	
PC	A/P Trade		\$72

Example: Accounts Receivable Entries

If processing option 26 in P42800 is set to create only the accounts receivable entries, the system creates the following types of batches:

- Batch type I - Credits the revenue accounts and inventory, and debits the COGS account of the selling branch/plant

- Batch type ST - Credits the revenue account and inventory for the selling branch/plant, and debits the COGS accounts and inventory for the supplying branch/plant

In this example: Price to customer = \$100, Cost at supplying branch = \$60, Cost + 20% markup to selling branch = \$72.

I Batch

Selling branch:

AAI	Account	Debit	Credit
RC	A/R Trade	\$100	
4230	Revenue		\$100
4220	Cost Of Goods Sold	\$72	
4240	Inventory		\$72

ST Batch

Supplying branch:

AAI	Account	Debit	Credit
4220	Cost Of Goods Sold	\$60	
4240	Inventory		\$60

Interbranch/Selling:

AAI	Account	Debit	Credit
4240	Inventory	\$72	

Interbranch/Supplying:

AAI	Account	Debit	Credit
4260	Interbranch Revenue		\$72

General Ledger records (F0911) that have a batch type of ST for interbranch sales transfer are bypassed by the Item Ledger/Account Integrity report (P41543).

Before You Begin

- Verify that the interbranch sales processing options in Update Customer Sales are set to:

- Recognize the order type used to identify interbranch orders
- Create necessary types of accounting entries

What You Should Know About

Document types

If you are creating a V batch, you need to have the interbranch invoice document type (RT) setup in UDC tables 00/DT and 00/DV. Failure to do this will result in error 2362 being generated by sales update.

See Also

- *Updating Sales Information* for more information on running the *Update Customer Sales* program
- *Defining Branch/Plant Constants*

What You Should Know About Processing Options

Transfer Cost Update (65)

The system allows you to designate more than one order type for interbranch sales. If you have multiple document types for interbranch sales, type them one after the other in the processing option, for example, SISTS3.

Consignment Sales

A consignment sale is a sale in which one person or company acts as an agent to sell the goods from another person or company. In JD Edwards World, this is accomplished through an Interbranch Sales Order.

As an example, think of a company that sells large trucks and earth moving equipment. In order to support their customers, the company also sells replacement parts on behalf of other suppliers. These parts are therefore being sold on 'consignment' by the 'agent' on the behalf of the 'consignor'.

Set up and Process for Consignment Sales

Using the terms defined above, you can set up a vendor to provide consignment sales as follows:

- Ensure that the consignor address book entry has a search type of V for vendor, and also set the Payables flag to Y
- Set up supplier master and purchasing instructions for the consignor
- Set up a separate company for consignment branches. This is so that the consignment goods are not kept on the books of your regular companies
- Set up a consignment branch as a business unit in the new company. Enter the consignor address number as the Branch/Plant address number

- All the items that are to be sold under consignment need to be set up in both the Branch/Plant from which your regular sales operate and also the consignment Branch/Plant
- Set up price information on the items in the regular sales Branch/Plant but no quantities. The items in the consignment Branch/Plant should be set up with quantities and the cost of the item to the agent, which can be maintained in either the Cost file (F4105) or the Base Price file (F4106). This is the Branch/Plant from which the orders will be sourced, so all quantities are maintained here
- Set processing options (61, 62, 63) behind Sales Order Entry (P4211) to trigger interbranch sales
- On order entry set the agent Branch/Plant in the header of the order since it is the selling branch. Enter the consignment Branch/Plant in the detail of the order since it is the sourcing branch
- After invoicing the customer, run Print Invoices (P42565) with the specific version that creates an interbranch invoice (XJDE0010)
- The final step is to set processing options 25 and 26 on Sales Update (P42800) to ensure the correct journal entries are made. Sales update produces two batches:
 - Type I for invoices, with invoice numbers for both the customer and the consignor
 - Type V for the voucher which is the payable by which the agent pays the consignor

Enter a Sales Order with Manual Invoice



From ECS Sales Order Management (G4910), choose **ECS Sales Order Processing**
From ECS Sales Order Processing (G491011), choose **Manual Invoices**

Entering a Sales Order with Manual Invoice (ECS)

If you use Load and Delivery Management and have activated ECS control in the system constants for Sale Order Management, you can enter a manual invoice to record a sale and produce an invoice number for accounting purposes without building a trip or printing documents. Typically, you use this method when you have sold, delivered, and sent an invoice for items without entering a sales order.

You must still complete load confirmation to accurately reduce the sold quantity from your inventory. After you enter a sales order with manual invoice, the system automatically processes the order through one of the following load confirmation programs, depending on the type of sales order you enter:

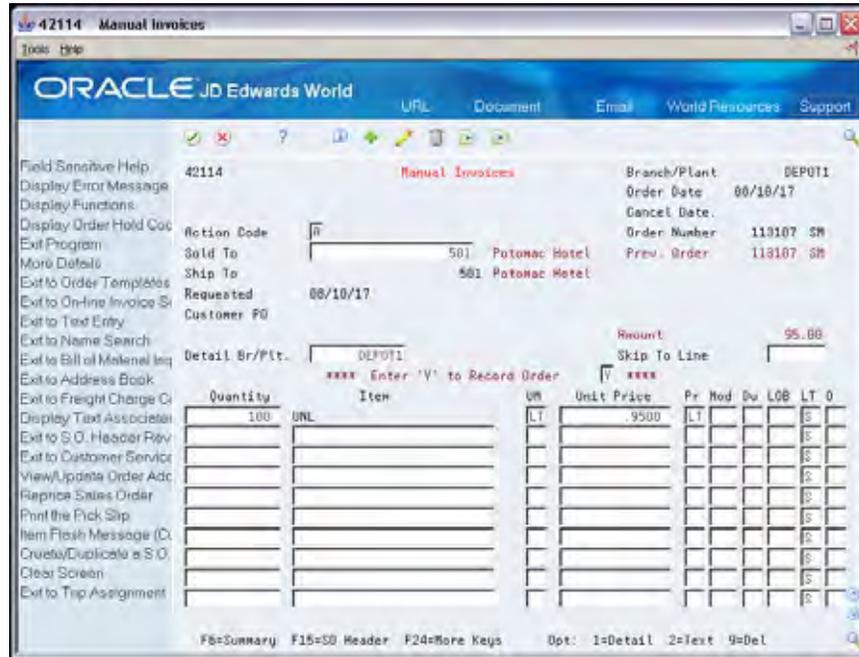
- If your order consists of bulk product, the system processes the order through the Bulk Load Confirmation program.
- If your order consists of packaged product, the system processes the order through the Packaged Load Confirmation program.
- If your order consists of both bulk and packaged products, the system processes the order through the Bulk Load Confirmation program first and then through the Packaged Load Confirmation program.

Before You Begin

- Set the processing options for manual invoice processing for the following three programs:
 - Sales Order Entry
 - Bulk Load Confirmation
 - Packaged Load Confirmation

To enter a sales order with manual invoice

On Manual Invoices



1. Complete the following fields:

- Ship To
- Quantity
- Item

Depending on the items ordered, either the Bulk Load Confirmation or Package Load Confirmation form appears.

49510 Bulk Load Confirmation Lo

Tools Help

ORACLE JD Edwards World URL Document Email World Resources Support

Field Sensitive Help 49510 Bulk Load Confirmation Load Date 06/10/17
 Display Error Message Load Time 13:10:56
 Display Functions Delivery Date 06/10/17

Order Number 113107 CR 501 Potomac Hotel
 Invoice Number 113107 RI Delivery Number

Item Number	Quantity Loaded	UM	Location	Owner	Temp	T
UNE	100	LT	TRUNK1			

Opt: 1=Select Order F5=Load & Deliver Order F15=Doc Reg Win F24=More Keys

49530 Packaged Load Confirmation Lo

Tools Help

ORACLE JD Edwards World URL Document Email World Resources Support

Field Sensitive Help 49530 Packaged Load Confirmation Load Date 06/10/17
 Display Error Message Load Time 13:25:10
 Display Functions Delivery Date 06/10/17

Order Number 113108 CR
 Invoice Number 113108 RI Delivery Number
 Print Depot DEP01 Depot 1

Product No.	Quantity On	UM	Location	Lot
301	15	CN	S	

Opt: 1=Select Order 4=Multi-Loc F5=Load & Deliver Order F24=More Keys

2. On either Bulk Load Confirmation or Package Load Confirmation, complete the following fields to reflect actual load and delivery information:
 - Load Date
 - Load Time
 - Delivery Date
 - Order Number
3. Choose the option to complete the load and delivery confirmation.

See Also

- *Confirming a Bulk Load — Order (P49510) and Confirming a Packaged Load — Order (P49530) in the Load and Delivery Management Guide*
- *Working with Interactive Sales Orders (P4211) for the processing options for this program*

Processing Options

See [Bulk Load Confirmation - Manual Invoice \(P49510\)](#).

Processing Options

See [Packaged Load Confirmation \(P49530\)](#).

Update Status Codes



From ECS Sales Order Management (G4910), choose **Additional Order Processes**
From Additional Order Processes (G491012), choose **Status Code Update**

Updating Status Codes (ECS)

You use the Status Code Update program to quickly update the status codes for selected sales order lines or manage steps in the order process that are unique to your company.

You can use the Status Code Update program to:

- View current status codes for multiple detail lines
- Manually update the next status code for detail lines

You might want to update a line's next status code so the item passes through an additional step in the order process. For example, you might want certain types of orders to pass through a step of credit approval before load confirmation. You set up this step in the order activity rules and use the Status Code Update program to process these orders through the credit approval step.

You can also update a line's next status code so that an item bypasses an existing status code. You can only update next status codes to those allowed in the order activity rules.

Before You Begin

- Verify that status codes have been set up in order activity rules

To update status codes

On Status Code Update

Order Number	Line Number	Customer Number	Customer Name	Item Number	St	St
9499	1.000	500	Gas StationR	FC100	500	600
9490	1.000	500	Gas StationR	FC100	500	600
9501	1.000	500	Gas StationR	FC200	500	600
9501	2.000	500	Gas StationR	FC200	500	600
9506	1.000	500	Gas StationR	EC100	577	999
9506	2.000	500	Gas StationR	FC100	500	600
9506	3.000	500	Gas StationR	EC200	577	999
9506	4.000	500	Gas StationR	FC200	500	600
9514	1.000	500	Gas StationR	FC100	500	600
9514	2.000	500	Gas StationR	FC200	500	600
9518	1.000	500	Gas StationR	EC100	577	999
9518	2.000	500	Gas StationR	EC200	577	999

1. Complete the following field:
 - Sold To
2. To narrow the search, complete any combination of the following fields:
 - Branch/Plant
 - Ship To
 - Order Number
 - Number
 - Order Type
 - Last Status
 - Next Status
3. To review line item information, access the fold area.

42040 Status Code Update

Oracle JD Edwards World

Branch/Plant: DEPOT1

Update Status To: []

Sold To: []

Ship To: [] 500 Gas Station

Order Number: []

Item Number: []

Order Type: 50

Last Status: [] Next Status: []

Order Number	Line Number	Customer Number	Customer Name	Item Number	St	St
					Lat	Nxt
9499	1.000	500	Gas Station	FC100	500	600
Description: 100 LT Full Container						
Qty Shipped: 10 Qty Available: 36						
9499	1.000	500	Gas Station	FC100	500	600
Description: 100 LT Full Container						
Qty Shipped: 5 Qty Available: 36						
9501	1.000	500	Gas Station	FC200	500	600
Description: 200 LT Full Container						
Qty Shipped: 10 Qty Available: 115						
9501	2.000	500	Gas Station	FC200	500	600
Description: 200 LT Full Container						
Qty Shipped: 5 Qty Available: 115						

Opt: 1=Update Status 2=S/O Entry F4=Full Detail F24=More Keys

4. Complete the following field to specify the next status codes to which lines are updated:
 - Update Status To
5. Choose the option to update the status of the order you want to update.

What You Should Know About

- Update line limitations** You cannot update lines to a status of 999, or closed. You must go through sales order processing to close or cancel a sales order line.
- Import/Export** This program supports Import/Export Functionality. See for more information.

See Also

- *Setting Up Order Activity Rules (P40204)*

Processing Options

See [Sales Order Speed Release \(P76A42040\)](#).

End of Day Processing

Objectives

- To run cycle billing and print periodic invoices
- To update daily customer sales
- To print sales journals and reports
- To review and post entries to the general ledger

About End of Day Processing (ECS)

You perform end of day processing to complete the order processing cycle. Performing end of day processing consists of running batch programs to:

- Calculate individual billing cycles for customers
- Print periodic invoices that are due
- Update all tables and records related to customer sales
- Post journal entries resulting from the order processing cycle
- Print reports of all unposted inventory/cost of goods sold (COGS) and branch sales entries for review

End of day processing includes the following tasks:

- Working with billing cycles
- Updating customer sales

You can run the Cycle Billing and the Update Customer Sales programs in proof mode for review purposes or in final mode to perform the updates. If the system encounters any errors when you run cycle billing in final mode, it makes no general ledger (G/L) updates for that order line and prints an error message.

How Can You Keep Sales Information Accurate?

You should run the Update Customer Sales program each day to keep the most accurate sales information. You update your sales information on a daily basis to do the following:

- Keep accounts receivable (A/R) records current
- Provide daily activity reports
- Keep G/L accounts current for inventory, COGS, sales, and freight

- Keep inventory on-hand balances accurate
- Keep interim sales and commission reports accurate

When Do You Run the Cycle Billing Program?

The system accommodates variations in billing cycles to help you meet the individual billing needs of your customers. You run the Cycle Billing program after you process sales order lines through load and delivery confirmation and perform the required billable and payable freight calculations.

Cycle Billing is a batch program that works in conjunction with the Invoice Cycle preference and the Invoice Cycle Calculation Rule to calculate scheduled invoice dates. If no Invoice Cycle preference is found, the system applies the default invoice cycle identified in the appropriate processing option.

If the invoice date is greater than the current system date, the program updates deferred COGS, deferred revenue, and unbilled accounts receivable accounts in the G/L. If the order is invoiced during load confirmation, the Cycle Billing program advances the status of the order past the periodic invoicing step to the sales update step.

What Is Periodic Invoicing?

Some customers prefer to be invoiced at the time the product is delivered. Others prefer weekly or end-of-month invoicing. This is called periodic invoicing. You run the Periodic Invoice program to print invoices with a current scheduled invoice date. This program selects all sales order detail lines with a scheduled invoice date that is less than or equal to today's date and creates a print batch for them. You normally run the Periodic Invoice program each day after you run the Cycle Billing program.

When Do You Run the Update Customer Sales Program?

You normally run the Update Customer Sales program nightly so that the day's invoices are posted to A/R, G/L balances are current, and sales and commission reports reflect invoiced orders.

The Update Customer Sales program performs the following functions:

- Creates up to three batches of journal entries for posting to the general ledger and reverses the deferred entries created by the Load Confirm and Cycle Billing programs. The program can create the following three batch types:
 - Batch type I — Posts the Customer Sales Journal to the general ledger
 - Batch type G — Posts the Inventory/COGS Journal
 - Batch type ST — Posts the Interbranch Sales Journal
- Updates the following tables:
 - Item Location (F41021)
 - Account Ledger (F0911)
 - Accounts Receivable Ledger (F0311)

- Item Ledger (F4111)
- Sales Summary History (F4229)
- Sales Commission (F42005)
- Updates the following tables if you set the processing options to not purge these tables:
 - Sales Order Header (F4201)
 - Sales Order Detail (F4211)
 - Sales Order Detail — Tag History (F49219)
- Creates transactions in the following tables if you set the processing options to purge the Sales Order Header and Sales Order Detail tables:
 - Sales Order Header History (F42019)
 - Sales Order Detail History (F42119)
- Advances the status code in the Sales Order Detail table records.
- Produces the following reports in both proof and final mode:
 - Summarized or Detail Invoice Journal
 - Sales Update Error Report
 - Sales Journal

Before You Begin

- Verify that sales order lines have been processed through load and delivery confirmation. See *Confirming Load and Delivery* in the *Load and Delivery Management Guide*.
- Verify that billable and payable freight charges have been calculated. See *Calculating Freight Charges* in the *Load and Delivery Management Guide*.
- Verify that sales order line types are set up to correctly interface with the G/L and A/R. See *Setting Up Order Line Types (ECS)*.

Work with Billing Cycles

Working with Billing Cycles (ECS)

You can invoice different customer and item combinations in different cycles. For example, you might invoice some customers daily, others weekly, and others at the end of the month. This is called periodic invoicing. Customers who are invoiced at the time of delivery are not included in periodic invoicing.

After you process a sales order detail line through load confirmation and perform the required billable and payable freight calculations, you use the Cycle Billing program to calculate scheduled invoice dates. You then use the Periodic Invoice program to print invoices with a scheduled invoice date that is less than or equal to the current system date.

This section contains the following:

- [Creating the Invoice Cycle Preference](#)
- [Setting Up Invoice Cycle Calculation Rules](#)
- [Running Cycle Billing \(ECS\)](#)
- [Printing Periodic Invoices \(ECS\)](#)
- [Printing Interrupted Invoice Batches \(ECS\)](#)

Creating the Invoice Cycle Preference



From ECS Sales Order Management (G4910), choose **hidden selection 27**
From ECS Sales Order Advanced & Technical Ops (G491031), choose **Preference Profiles**

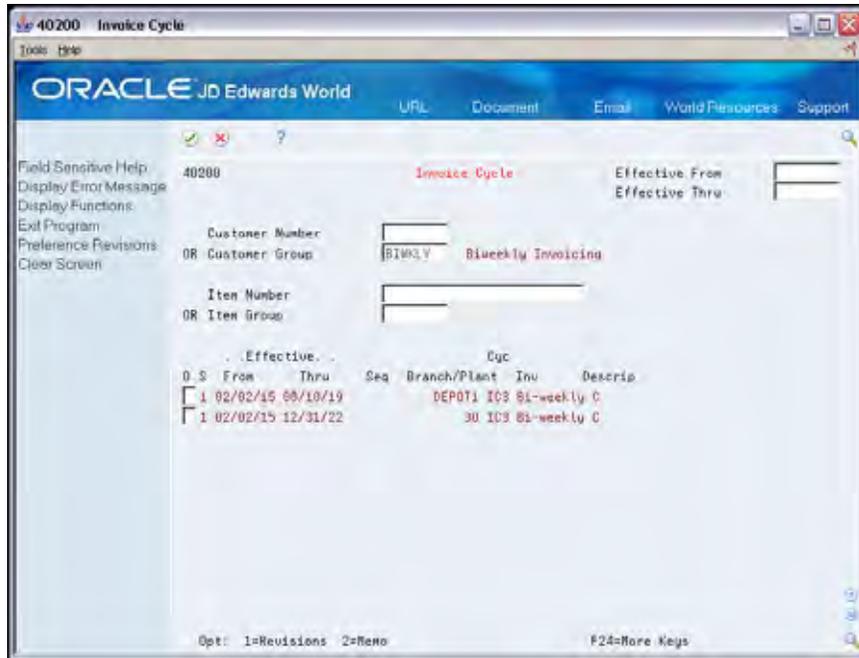
A preference is information that you define for a customer, an item, or any combination of customer (sold to, ship to, or parent addresses), customer group, item, or item group.

Use the Invoice Cycle preference to define a specific invoice cycle for a customer and item combination. The Schedule Invoice Cycle program works in conjunction with the Invoice Cycle preference and the invoice cycle calculation rule to calculate scheduled invoice dates for a customer and item combination.

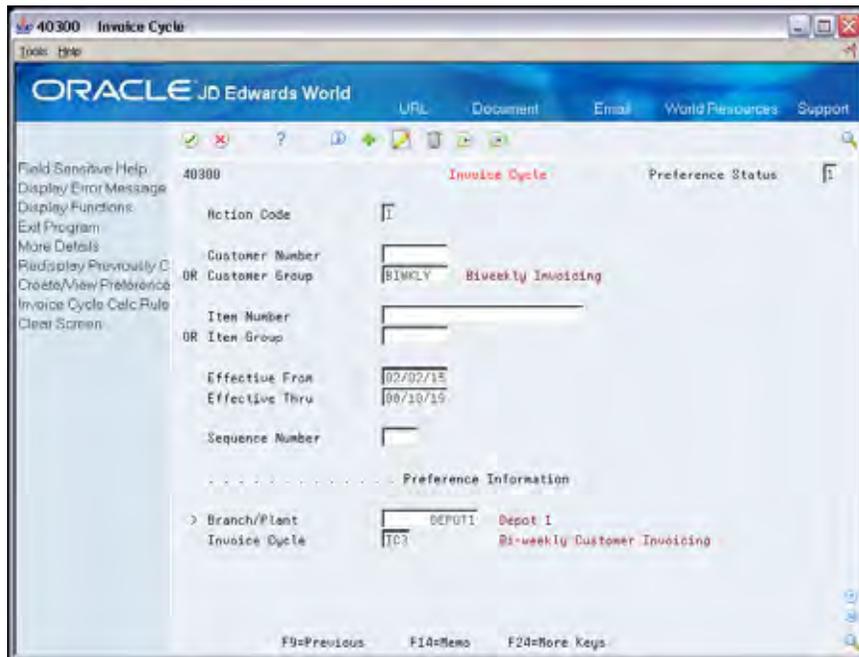
To create the Invoice Cycle preference

From the Preference Profiles.

1. To access the Preference Inquiry, choose the Inquiry option that corresponds to Invoice Cycle preference.



- From the Invoice Cycle, choose the Revisions option to access the Preference Profile Revisions form.



- From the Preference Profile Revisions, complete one or more of the following fields to define customer and item combinations:
 - Customer Number
 - Customer Group
 - Item Number

- Item Group
4. To define specific preference information, complete the following fields:
- Effective From
 - Effective Thru
 - Quantity From
 - Quantity Thru
 - Sequence Number
 - Branch/Plant
 - Invoice Cycle

What You Should Know About

Document sets	When you set up the Invoice Cycle preference, verify that it does not conflict with the document set you assign to the customer and item combination in the Document Set preference. See <i>Setting Up Preferences</i> .
Primary invoice	You must ensure that the document set that was printed before and during the load confirm process does not include a primary invoice. If it includes a primary invoice, the system will not apply the Invoice Cycle preference.

See Also

- *Understanding Preferences and Setting Up Preferences*

Setting Up Invoice Cycle Calculation Rules



From ECS Sales Order Management (G4910), choose **hidden selection 29**
From ECS Sales Order Management Setup (G491041), choose **Invoice Cycle Calculation Rule**

Set up an invoice cycle calculation rule to define the type of calculation that the system uses to compute an invoice date. For example, you can set up daily, bi-weekly, or based-on-date invoicing. You can then enter test dates to review the calculated invoice dates and ensure that you have set up the calculation correctly.

If the calculation rules are bi-weekly, semi-monthly, or at the end of each month, you must also set up scheduled invoice date ranges.

The following invoice cycle calculation rules are hard-coded and require specific settings:

Calculation Rule	Required Settings	Type of Cycle
Daily invoicing	<ul style="list-style-type: none"> ▪ Based On Date Name must be blank ▪ Day of Week must be blank ▪ Days to Increment is optional 	Daily Cycle
Weekly invoicing	<ul style="list-style-type: none"> ▪ Requires Based On Date Name ▪ Requires Day of Week ▪ Days to Increment is ignored 	Weekly Cycle
Bi-weekly invoicing	<ul style="list-style-type: none"> ▪ Requires Based On Date Name ▪ Day of Week must be blank ▪ Days to Increment is ignored ▪ Requires Scheduled Invoice Date 	Scheduled Invoice Date Cycle
Semi-monthly invoicing	<ul style="list-style-type: none"> ▪ Requires Based On Date Name ▪ Day of Week must be blank ▪ Days to Increment is optional ▪ Requires Scheduled Invoice Date 	Scheduled Invoice Date Cycle
End-of-month invoicing	<ul style="list-style-type: none"> ▪ Requires Based On Date Name ▪ Day of Week must be blank ▪ Days to Increment is optional ▪ Requires Scheduled Invoice Date 	Scheduled Invoice Date Cycle
Based on date invoicing	<ul style="list-style-type: none"> ▪ Requires Based On Date Name ▪ Day of Week must be blank ▪ Days to Increment is optional 	Based On Date Cycle

Example: Scheduled Invoice Date Calculation

This example illustrates how the Schedule Invoice Cycle program calculates the scheduled invoice date and how the calculation affects the generation of invoices. The following values are entered for the invoice cycle calculation rule:

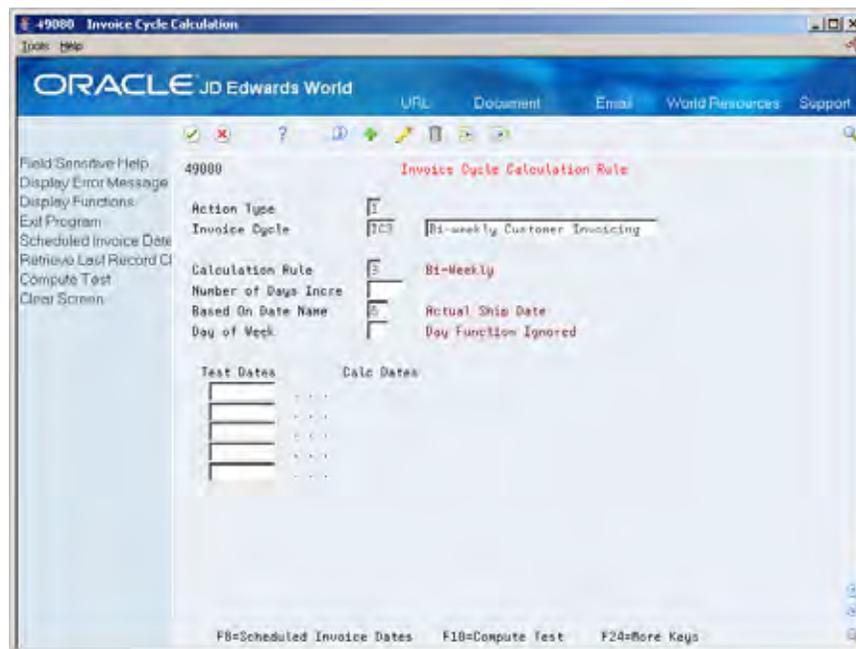
- Based On Date is Order/Transaction Date (9/27/18)
- Days to Increment is 0
- Calculation Rule is End of Month
- Scheduled Invoice Date Ranges are as follows:
 - Start Dates = 9/1/18 and 10/1/18
 - End Dates = 9/30/18 and 10/31/18
 - Invoice Dates = 9/30/18 and 10/31/18

If the delivery confirmation occurs on 9/29/18, the following events occur:

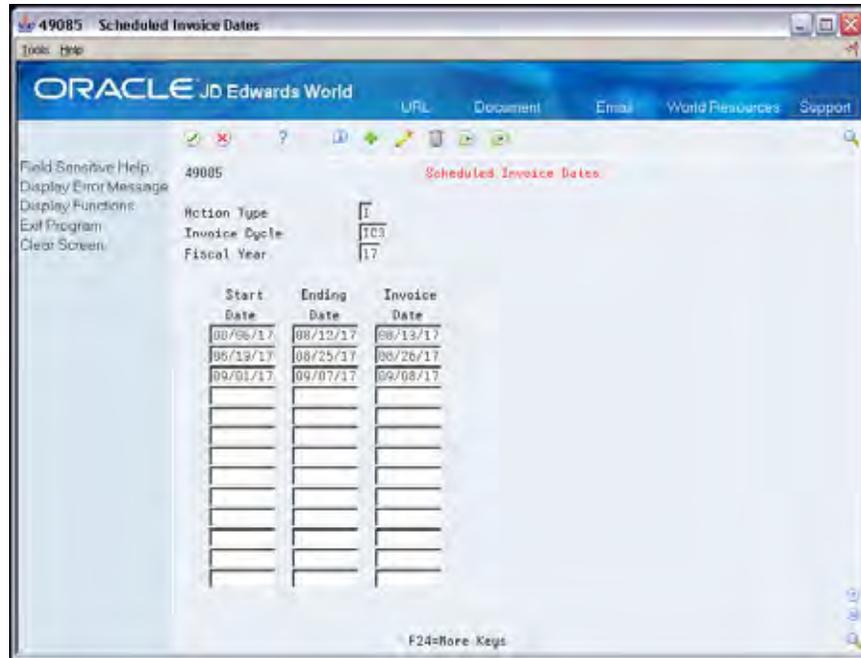
Date	Events
On 9/29/18	The Schedule Invoice Cycle program processes the order line and calculates the scheduled invoice date as 9/30/18. Because the scheduled invoice date is later than the system date (9/29/18), the Cycle Billing program creates deferred journal entries.
On 9/30/18	Because the scheduled invoice date is before or on the system date, the Periodic Invoice program generates the invoice and the Update Customer Sales program reverses the deferred entries and completes the required G/L entries.

To set up invoice cycle calculation rules

From the Invoice Cycle Revisions (P40300), press F16 to go to Invoice Cycle Calc Rule.



- Complete one or more of the following fields:
 - Invoice Cycle
 - Calculation Rule
 - Number of Days Increment
 - Based on Date Name
- To set up a calculation rule for a weekly invoice schedule, complete the following field:
 - Day of Week
- To enter a bi-weekly, semi-monthly, or end-of-month invoice cycle, access Scheduled Invoice Dates.



4. From the Scheduled Invoice Dates, complete the following fields:
 - Start Date
 - Ending Date
 - Invoice Date
5. Return to the Invoice Cycle Calculation Rule form.
6. Complete the following field:
 - Test Dates
7. Choose function key F10 to calculate the test scheduled invoice date.

Field	Explanation
Number of Days Increment	The number of days added to the based on date to determine the scheduled invoice date. This field can be specified for the daily and based on date calculation rule types.
Based on Date Name	The name of the specific date field to be used in the cycle calculation.
Day of Week	Indicates which day of the week the Print Invoices program produces an invoice for the customer. It is used for weekly cycles only.

What You Should Know About

Location of Invoice Cycle Calculation and Scheduled Invoice data	The invoice cycle calculation rules are stored in the Invoice Cycle Calculation file (F49080). Scheduled invoice dates are stored in the Scheduled Invoice Date file (F49085).
AAIs for invoice cycles	<p>You must set up the following AAIs when processing invoice cycle information:</p> <ul style="list-style-type: none"> ▪ 4221 - deferred costs of goods sold ▪ 4231 - deferred revenue ▪ 4232 - unbilled accounts receivable <p>See <i>Setting Up Automatic Accounting Instructions</i>.</p>
User defined codes for invoice cycles	<p>You must set up the following code tables for use with invoice cycle processing:</p> <ul style="list-style-type: none"> ▪ Invoice cycle - 40/CY ▪ Day of week - 42/DW ▪ Based on date name - 42/DN ▪ Calculation rule - 42/CR (hard-coded) <p>See <i>Working with User Defined Codes</i> in the <i>Technical Foundation Guide</i>.</p>
Order Activity Rules	<p>Set up a cycle billing status in the order activity rules for each relevant order type and line type combination. The default cycle billing status is 578. Note that all lines on the order should be set to this status during their progress through sales order processing, even if the lines do not have preferences for cycle billing. Since the Cycle Billing program (P49700) should process orders before the Print Invoices program, a typical next status would be 580 (Print Invoices).</p>

Running Cycle Billing (ECS)



From ECS Sales Order Management (G4910), choose **End of Day Processing**
 From ECS End of Day Processing (G491013), choose **Cycle Billing**

You use the Cycle Billing program to calculate scheduled invoice dates. Cycle Billing is a batch program that works in conjunction with the Invoice Cycle preference and the Invoice Cycle Calculation Rule. If no Invoice Cycle preference is found, the system applies the default invoice cycle identified in the appropriate processing option.

The scheduled invoice date determines whether the system writes deferred journal entries to G/L accounts. If the scheduled invoice date is greater than today's date, this indicates that the invoice is on a billing cycle.

The Cycle Billing program updates deferred G/L accounts for COGS, revenue, and unbilled accounts receivable. You can run the program in proof mode for review purposes or in final mode to perform the updates.

Deferred entries are necessary because, although you have delivered the order to the customer, the system will not include the order in the sales update until the order has been invoiced on the next billing cycle. The system must update the records to indicate that inventory is no longer in transit, and the accounting records must reflect the deferred billing.

If the scheduled invoice date for an order is less than or equal to today's date, this indicates one of the following:

- A daily invoice cycle.
- No billing cycle.
- The current date is the cycle date.

The program does not create deferred entries because the order will be included in the sales update that night.

The system processes orders differently for cycle billing than for non-cycle billing. The following table is an example of how the system updates different G/L accounts for non-cycle and cycle billing. The debit and credit amounts represent sample monetary values for each transaction.

Program	G/L Account	Debit Entry	Credit Entry
Non-Cycle Billing Journal Entries			
Load Confirm	Inventory In-Transit	410	
	Inventory		410
Update Customer Sales	COGS	410	
	Inventory In-Transit		410
	Billed A/R	990	
	Revenue		990
Cycle Billing Journal Entries			
Load Confirm	Inventory In-Transit	410	
	Inventory		410
Cycle Billing	Deferred COGS	410	
	Inventory In-Transit		410
	Unbilled A/R	990	
	Deferred Revenue		990
Update Customer Sales	COGS	410	
	Deferred COGS		410
	Deferred Revenue	990	

	Revenue		990
	Unbilled A/R		990
Invoice Post	A/R	990	

Non-Cycle Billing Journal Entries

- The Load Confirm program:
 - Debits 410 to Inventory In-Transit
 - Credits 410 to Inventory
- The Update Customer Sales program:
 - Debits 410 to COGS
 - Credits 410 to Inventory In-Transit
 - Debits 990 to A/R
 - Credits 990 to Revenue

Cycle Billing Journal Entries

- The Load Confirm program:
 - Debits 410 to Inventory In-Transit
 - Credits 410 to Inventory
- The Cycle Billing program:
 - Debits 410 to Deferred COGS
 - Credits 410 to Inventory In-Transit
 - Debits 990 to Unbilled A/R
 - Credits 990 to Deferred Revenue
- The Update Customer Sales program:
 - Debits 410 to COGS
 - Credits 410 to Deferred COGS
 - Debits 990 to Deferred Revenue
 - Credits 990 to Revenue
 - Credits 990 to Unbilled A/R
- The Invoice Post program:
 - Debits 990 to A/R

Note the following exceptions:

- If load confirmation and delivery confirmation occur at the same time (that is, the inventory is never considered to be in transit), then the Load Confirm program does not create journal entries. The Cycle Billing program credits inventory instead of crediting Inventory In-Transit entries.
- If the Load Confirm program prints a primary invoice, then the system does not generate deferred journal entries. The system generates non-cycle billing journal entries.

After you process orders through load confirmation and perform billable and payable freight calculations, the orders advance to cycle billing status. Depending

on whether you have printed invoices with the delivery documents, the Cycle Billing program processes order lines as follows:

If a sales order line has been invoiced	The Cycle Billing program changes the status of the sales order line to indicate that it is not to be included in periodic invoicing. The system advances the order line to the Update Customer Sales status.
If a sales order line has not been invoiced	The Cycle Billing program checks the Invoice Cycle preference or the processing option, and calculates the scheduled invoice date. When you run Cycle Billing in final mode, the program updates the Sales Order Detail — Tag (F49211) table with the invoice cycle and scheduled invoice date. It also changes the status of the order line to indicate that it is to be included in periodic invoicing. The program writes deferred accounting entries for order lines that are to be invoiced on a future date.

The Cycle Billing program generates two reports. If you want to review the G/L entries or determine if there are any errors, you can:

- Review the Cycle Billing Transaction report
- Review the Cycle Billing Exception report

Before You Begin

- Set the appropriate processing option to run Cycle Billing in proof or final mode
- Verify that the Invoice Cycle Calculation Rule has been set up. See *Setting Up Invoice Cycle Calculation Rules (ECS)*.
- Verify that the Invoice Cycle preference has been set up. See *Understanding the Invoice Cycle Preference* and *Creating Invoice Cycle Preferences (ECS)*.
- Verify that a user defined code for the default invoice cycle exists. The system applies this code when no preference is found for a customer and item combination. See *Working with User Defined Codes* in the *Technical Foundation Guide*.

What You Should Know About

Repricing sales orders at the end of the month

If the price of an item fluctuates or is not known until the end of the month, you can perform month-end repricing for the item.

You create a User Defined Price Code preference to flag the customer and item combination for month-end repricing (for example, EM). The system enters this code in the Price Codes field on the sales order to identify the orders to be repriced at the end of the month.

At the end of the month, you run the version of the Update Sales Price/Cost program that performs repricing by preference at month end. You should set the data selection for this version to select the sales orders with a price code of EM. These orders are updated with the most current price for the item.

The Update Sales Price/Cost program creates a separate record in the Sales Order Detail table. The next time you run the Cycle Billing program, it processes this record.

See *Updating Prices for a Customer (ECS)* and *Understanding the User Defined Price Code Preferences*.

Updating inventory

If the Load Confirm program does not process a sales order detail line, the Cycle Billing program relieves inventory for packaged items only. The Update Customer Sales program updates inventory for bulk items.

Viewing G/L deferred entries

You can view deferred entries using the General Journal Review (batch type G) on the General Accounting Daily Operations menu.

For example, the following entries are created for an item with base price = 1000.00 and cost = 500.00:

- Credit to Deferred Revenue of 1000.00
- Debit to Unbilled Accounts Receivable of 1000.00
- Credit to Inventory In-Transit of 500.00
- Debit to Deferred COGS of 500.00

Deferred entries flag in the sales order files

The Cycle Billing program creates records in the Sales Order Detail Tag File (F49211). The relevant fields are Deferred Entries Flag (DEFF), Invoice Cycle (INCY) and Scheduled Invoice Date (SIDT). If deferred entries are created by Cycle Billing, the DEFF flag is populated with Y, and the corresponding record in Sales Order Detail (F4211) populates the Deferred Entries Flag (SO12) with 1. This flag which can be used for data selection in the Print Invoices program prompts Sales Update to create the reversing entries for the deferred entries created by Cycle Billing.

**Processing options for
Cycle Billing**

The processing options for Cycle Billing (P49700) are:

- Option 1 – Is required and allows you to enter a valid next status for orders that have already been invoiced. The purpose of this option is to divert orders that have already been invoiced from calculating a scheduled invoice date. If orders are picked up for processing that already have an invoice number in the Sales Order Detail file (F4211), they are not assigned a scheduled invoice date, but they are assigned a next status as specified in this processing option, typically 600
- Option 2 – Allows you to enter an override next status for orders that are processed through cycle billing. If the option is blank, the next status is assigned based on the order activity rules. The next status should allow the order to be run through the Print Invoice program, so it would typically be 580
- Option 3 – Is where you enter a version of Sales Update (P42800) that the program retrieves the processing options from. The purpose of this option is to use the same processing options for the creation of the cycle billing journal entries and the sales update journal entries. Because sales update reverses any journal entries created during cycle billing, these processing options should be consistent. The specific options on P42800 that Cycle Billing looks at are 3, 4, 5, 7, 11, 19, 20, 25, and 28
- Option 4 – Allows a proof or final version of the program to be run. Journal entries are only written in final mode, so running in proof mode first allows you to review the G/L entries that are added so that you may make corrections if needed
- Option 5 – Enter the default invoice cycle to be used for those lines for which a preference is not found. Typically, this option is set to Daily, and then the Invoice Cycle Preference is used to calculate the scheduled invoice date for any customer that requires an invoice cycle other than Daily. However, any other invoice cycle can be entered in this processing option as an override for all orders which are run through this batch. The orders processed through this batch are based on: 1) the data selection of the version of the Cycle Billing program, and 2) the preference hierarchy. If the invoice cycle is stored in the 40/CY, but no calculation rule has been established for it, this value populates the INCY field in the Sales Order Detail Tag file (F49211), but the DEFF and the SIDT is not populated, and no deferred entries are written

Reviewing the Cycle Billing Transaction Report (ECS)

The Cycle Billing program generates the Cycle Billing Transaction report for deferred entries. This report details the G/L entries for a particular order line. The system allows up to four G/L entries for a single order line. When you run the Cycle

Billing program in proof mode, this report shows the G/L entries that will occur when you run the program in final mode. When you run the program in final mode, the report shows the updates that have been made.

Display Spooled File

```

File . . . . . : R49700
Control . . . . .
Find . . . . .
* . . . . 1 . . . . . 2 . . . . . 3 . . . . . 4 . . . . . 5 . . . . . 6 . . . . . 7 . . . . . 8 . . . . . 9 . . . . . 0 . . . . . 1 . . . . . 2 . . . . . 3
49700
User ID . . . . . : NC6017321
Batch Date . . . . : 02/13/08
Batch Number . . . : *PROOF*
Cycle Billing Transaction Report
Page - . . . . . : 1
Date - . . . . . : 2/13/

```

G/L Date	Co	Ty	Order Number	Order Line	Ln Ty	Customer Name/ Account Description	Customer Number/ Account Number	G/L Amount
02/13/08	249	S3	115575	1.000	S	Gas station		500
						Deferred Revenue	DEPOT1.5040	81.25-
						Unbilled Accounts Receivable	DEPOT1.1280	81.25
						Deferred Cost of Goods Sold	DEPOT1.6320	98.00
						Inventory	DEPOT1.1411	98.00-
02/13/08	249	S3	115576	1.000	S	Gas station		500
						Deferred Revenue	DEPOT1.5040	81.25-
						Unbilled Accounts Receivable	DEPOT1.1280	81.25
						Deferred Cost of Goods Sold	DEPOT1.6320	98.00
						Inventory	DEPOT1.1411	98.00-
02/13/08	249	S3	115577	1.000	S	Gas station		500
						Deferred Revenue	DEPOT1.5040	325.00-

F3=Exit F12=Cancel F19=Left F20=Right F24=More keys

Reviewing the Cycle Billing Exception Report (ECS)

The Cycle Billing program generates the Cycle Billing Exception report if any errors occur that prevent a G/L update. For example, the program generates this report if an incorrect AAI exists. The report lists each error and explains the error. You should run the Cycle Billing program in proof mode to determine what errors will occur. You should then correct each error.

Display Spooled File

```

File . . . . . : R49701
Control . . . . .
Find . . . . .
* . . . . 1 . . . . . 2 . . . . . 3 . . . . . 4 . . . . . 5 . . . . . 6 . . . . . 7 . . . . . 8 . . . . . 9 . . . . . 0 . . . . . 1 . . . . . 2 . . . . . 3
49701
JD Edwards World
Cycle Billing Exception Report
Page - . . . . . : 1
Date - . . . . . : 12.02.

```

Order Number	Or Ty	Line Number	Detail Branch/Plant	Data Type	Data Item	Field Value	Code	Message Description
115010	S3	1,000	DEPOT1		INCY WK1		4830	Invoice Date Cannot Be Calculated

F3=Exit F12=Cancel F19=Left F20=Right F24=More keys

Processing Options

See [Cycle Billing Program \(P49700\)](#).

Printing Periodic Invoices (ECS)

	From ECS Sales Order Management (G4910), choose End of Day Processing From ECS End of Day Processing (G491013), choose Periodic Invoice
---	--

You run the Periodic Invoice program to print invoices with current scheduled invoice dates. You print periodic invoices after you run the Cycle Billing program. The program selects all sales order detail lines with a scheduled invoice date less than or equal to today's date and creates a print batch for them.

You can set the appropriate processing option to print invoices immediately or at a later time. If you set up the system to use preprinted invoice forms, the program will prompt you to choose the documents to be printed.

The Periodic Invoice program updates the following fields in the Sales Order Detail table:

- Invoice number.
- Invoice date.
- Invoice document type.
- Status codes. The program sets the next status code to run the Update Customer Sales program.

Periodic Invoice is a DREAM Writer batch program.

Before You Begin

- Verify that the Cycle Billing program has been run

To print periodic invoices

1. Choose Periodic Invoice to print the invoices.

The Print Periodic Invoices form appears if you set up the system to use preprinted invoices.

```

49582                               Print Periodic Invoices
Batch Number 01.          898          Periodic Invoice
Business Unit. .         TRAN          Document Date. . 12.09.94

This is the list of documents to be printed, Press ENTER to begin printing.

O Doc  Prt   Doc   Next   Next Number   Output   Form   Align
P Code Sts Req  Type  Number      Source    Queue 1  ID    Pages
-----
PRIV   Y   Y   RI  94000556 D          TRAN  HOLDD  *STD  2

F4=More Details          F24=More Keys
    
```

2. On Print Periodic Invoices, choose the option to print the batch.

When the system has printed the invoices, the Document Print Control Confirm window appears.

Printing Interrupted Invoice Batches (ECS)

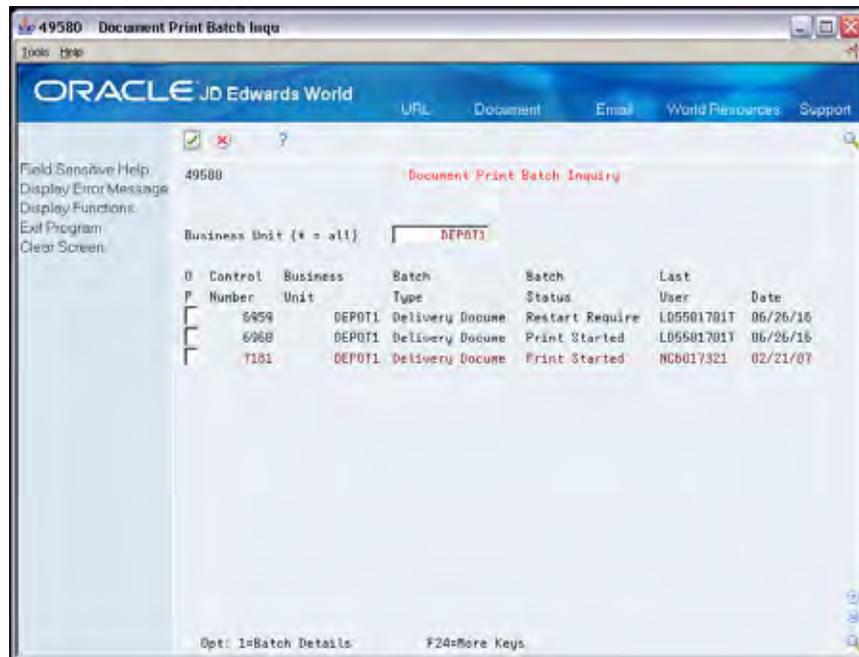
	From ECS Sales Order Management (G4910), choose ECS Sales Order Inquiries From ECS Sales Order Inquiries (G4910112), choose Load and Delivery Mgmt Inq From Load and Delivery Management Inquiries (G4914), choose Document Print Batch Inquiry
---	--

If periodic invoice printing is interrupted for any reason or you have problems with preprinted forms, you can access and print the invoices again. After the Periodic Invoice program selects a sales order detail line for printing, it updates the status code. After the line is printed, the program updates the status code again.

The Periodic Invoice program includes a double update of the status code so that you can print the batch again, if necessary. If you run the Periodic Invoice program while you have an interrupted print batch, the program does not select the detail lines included in the interrupted batch and process them again.

To print interrupted invoice batches

On Document Print Batch Inquiry



- Complete the following field:
 - Business Unit
- Choose the appropriate batch number under the Control Number heading.
The Document Print Control form appears.

Update Customer Sales

Updating Customer Sales (ECS)

You run Update Customer Sales to:

- Create journal entries for posting to the G/L and reverse the entries created by the Load Confirm program and the deferred entries created by the Cycle Billing program
- Create accounts receivable records
- Update the on-hand balance of inventory in the Item Location table for bulk items, if they were not updated by the Load Confirm program, and packaged items, if they were not updated by the Cycle Billing program
- Update history in the Sales Summary History table
- Ensure that sales and commission reports reflect invoiced orders

JD Edwards World recommends that you run the Update Customer Sales program during off-peak hours. You can run Update Customer Sales during normal business hours because the system does not require the exclusive use of database files. However, the Update Customer Sales program might attempt to update a record that someone is using. When this occurs, the system issues a break message to that user and a similar message to the system operator. While waiting for a response, the system stops the sales update until you release the record.

This section contains the following:

- [Updating Customer Sales \(ECS\)](#)
- [Update Customer Sales is a DREAM Writer batch program. unning the Sales Update \(ECS\)](#)
- [Reviewing and Approving Journal Entries \(ECS\)](#)
- [Posting Journal Entries for ECS Sales Order Management](#)
- [Printing Unposted Transactions for ECS Sales Order Management](#)

Update Customer Sales is a DREAM Writer batch program. unning the Sales Update (ECS)



From ECS Sales Order Management (G4910), choose **End of Day Processing**
From ECS End of Day Processing (G491013), choose **Update Customer Sales**

You run the Update Customer Sales program to create journal entries and update all tables associated with order processing. You can run this program in proof or final

mode. The system generates three reports. To review the journal entries created by the program, you can:

- Review the Summarized/Detail Invoice Journal
- Review the Sales Update Error Report
- Review the Sales Journal

Before You Begin

- Set the appropriate processing option to run Update Customer Sales in proof or final mode

What You Should Know About

Recording bulk product gain/loss

You can set the bulk product processing options for the Update Customer Sales program to instruct the program to write temperature gain/loss records for customers billed at ambient temperature when the inventory has been relieved at standard temperature. The gain or loss is calculated in one of the following ways:

- Cost basis, which computes the difference between the extension of ambient volume multiplied by cost and standard volume multiplied by cost. The calculation uses the primary unit of measure.
- Revenue basis, which computes the difference between the extension of ambient volume multiplied by price and standard volume multiplied by price. The calculation uses the pricing unit of measure.

See *Calculating a Gain or Loss for Received Products* in the *Bulk Stock Control Guide* for more information about bulk product gain/loss.

Assigning invoice numbers

You can use a separate version of the Update Customer Sales program to have the system assign invoice numbers using A/R Next Numbers. You can run this version of the Update Customer Sales program in either proof or final mode.

See *Setting Up Next Numbers* in the *General Accounting I Guide*.

Updating inventory

During the load confirmation process, the system updates the quantity of on-hand inventory for bulk items in the Item Location table.

If you do not process a detail line through load confirmation, the Update Customer Sales program updates inventory for bulk items and writes a record to the Bulk Product Transaction table (F41511). If you process a sales order detail line through load confirmation, the system does not update inventory quantities during sales update.

Summarizing journal entries

When you set the summarization processing options for the Update Customer Sales program, the program summarizes different types of entries. A summary is generally recommended to eliminate a complete set of journal entries for each detail line.

You summarize A/R entries within each invoice using the following fields:

- Document Key Company (KCO)
- Document Number (DOCO)
- Document Type (DCT)
- Company (CO)
- Pay Status (PST)
- Tax Area (TXA1)
- Tax Explanation (EXR1)
- G/L Class Code (GLC)
- G/L Bank Account (GLBA)
- Payment Terms (PTC)
- Due Date (DD)
- Due Date Century (DD#)
- Discount Due Date (DDN)
- Discount Date Century (DDN#)
- Check Routing Code (CRC)
- Item Number (ITM)

You summarize G/L entries within each invoice using the following fields:

- Short Account ID (AID)
- Subledger (SBL)
- Subledger Type (SBLT)

You summarize COGS and inventory G/L entries into a separate batch with a batch type G. Depending on how you set the processing option, the system updates the G/L accounts in the following ways:

- Detail processing — Batch type I updates inventory, revenue, COGS, and tax liability
- Summarized processing — Batch type I updates revenue and tax liability; batch type G updates COGS and inventory

Reviewing the Summarized/Detail Invoice Journal (ECS)

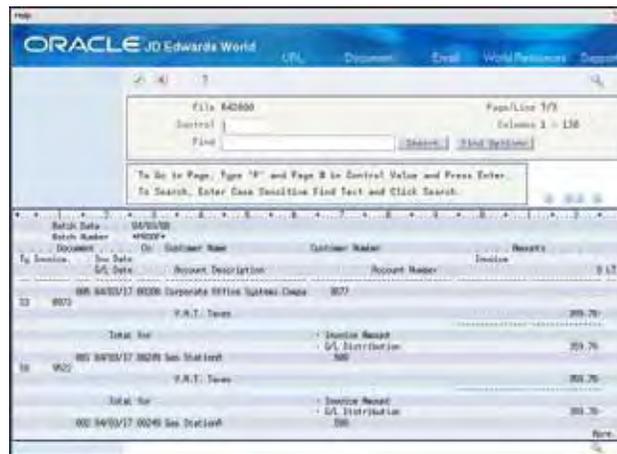
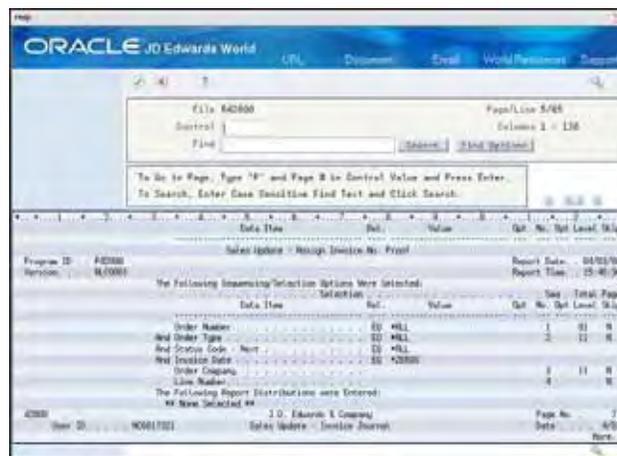
You use the Summarized/Detail Invoice Journal report to review the G/L entries that the system will post. Entries can be detailed or summarized, depending on how

you set the summarization processing options for the Update Customer Sales program. The report shows G/L transactions by:

- Account
- Total for the order
- Total for all orders

The report identifies errors that the program detects, including:

- Invalid AAIs
- Invalid accounts
- Missing accounts
- Invalid dates



Reviewing the Sales Update Error Report (ECS)

The Update Customer Sales program generates the Sales Update Error report when it detects errors. The system does not post the records listed on this report until you correct the errors and run the Update Customer Sales program again to reprocess the records.

```

Control . . . . . 1651403                               Columns 1 - 130
Find . . . . .
*...+...1...+...2...+...3...+...4...+...5...+...6...+...7...+...8...+...9...+...0...+...1...+...2...+...3
42801                               JD Edwards World                               Page - 1 - 1
                                      Sales Update - Error Report                               Date - . . . . 14.02.

```

Doc No.	TY	Order	TY	Line	Data Type	Data Item	Field Value	Code	Message Description
1	RI		1	CO					
					1,000	0311 CO	00067	0051	Company Number Invalid
					1,000	0311 DGJ	108045	0000	Date Is In Future Fiscal Year
					1,000	0311 KCO	00067	0051	Company Number Invalid
							6701.6024	0028	Account Number Invalid
					1,000	0911 ANI	140208	0000	Date Is In Future Fiscal Year
					1,000	0911 DGJ	00067	0051	Company Number Invalid
					1	CO		0381	A.A.I. Account Not Setup
					1	CO		0381	A.A.I. Account Not Setup
					1	SB			
					1,000		C1	0965	Order on Hold
4	RI		1	SO					

F3=Exit F12=Cancel F19=Left F20=Right F24=More keys

Reviewing the Sales Journal (ECS)

To analyze sales information, you can set the print sales journal processing options for the Update Customer Sales program to run the Sales Journal program. The Sales Journal program generates the Sales Journal report using information from the Sales Order Header and Sales Order Detail tables. This report shows sales amounts by category, such as stock sales, freight, and so forth, with summary or detailed journal entries. The report also shows costs of goods and profit percentages.

The Sales Journal program produces totals by the following:

- Order type
- Branch or warehouse
- Company
- Entire report

Alternatively, you can run the Sales Journal program from the ECS Sales Order Reports menu.

```

Display Spooled File
File . . . . . : R42810                               Page/Line 3/1
Control . . . . .                               Columns 1 - 130
Find . . . . .
*...+...1...+...2...+...3...+...4...+...5...+...6...+...7...+...8...+...9...+...0...+...1...+...2...+...3
42810                               JD Edwards World                               Page - 3 - 14.02.
                                      Sales Journal Print                               Date - 14.02.

```

Customer Name/Number	Invoice Inv Date	Stk Item Sales	Non-Stock Sales	Freight/Postage	Sales Taxes	Invoice Total	Cost of Goods	Profit Amount/Pct
Gas StationA 500	-	255,00-				255,00-		
Total For Header Business Uni		1	255,00-			255,00-		
Corporate Office Systems Compa 4242	-	37180,00			357,90	37.537,90	33727,00	3453,0 9,287
Total For Header Business Uni		EN	37180,00		357,90	37.537,90	33727,00	3453,0 9,287
European Market Liaison 53214	-	14251,00			100,00	14.351,00	9437,00	4814,0 33,780
Total For Header Business Uni		LM	14251,00		100,00	14.351,00	9437,00	4814,0 More...

F3=Exit F12=Cancel F19=Left F20=Right F24=More keys

Processing Options

See [Sales Update - ECS Version \(P42800\)](#).

Processing Options

See [Sales Journal Print \(P42810\)](#).

Reviewing and Approving Journal Entries (ECS)

	From ECS Sales Order Management (G4910), choose End of Day Processing From ECS End of Day Processing (G491013), choose an option
---	---

To ensure accuracy, you should review the batch tables produced by the system during Update Customer Sales before you actually post them to the G/L.

If your company requires both review and management approval before posting a batch to the general ledger, only users with an authorized approval user ID can change a batch to an approved status.

The Update Customer Sales program can create up to three batches of journal entries, including batch I (Customer Sales Journal), batch G (Inventory/COGS Journal), and batch ST (Branch Sales Journal). You can choose from the following menu options to review and approve the batches:

- Customer Sales Journal Review
- Inventory/COGS Journal Review
- Branch Sales Journal Review

The review and approval process is the same for all three batches.

Complete the following tasks:

- Review journal entries
- Approve journal entries

See Also

- *Reviewing and Approving Journal Entries* in the *General Accounting I Guide*

Reviewing Journal Entries- for ECS Sales Order Management

You review journal entries to verify their accuracy before posting them to the general ledger.

You can access the following three levels of journal information from the review forms:

- The general batch review displays batches by user ID, batch status, batch number, and/or a specific batch entry date range.
- The detailed batch review displays journal entry header information (one line per document) for a batch.
- The individual document review displays journal entry detail.

To review journal entries

On the selected review form

1. Display all batches for all users and all statuses or, to limit your search, complete one or more of the following fields:
 - User ID
 - Batch Number
 - Batch Date From
 - Batch Date Thru
 - Batch Status
2. Choose the appropriate batch job for detailed batch review.
3. Choose the option to review the individual document.

Field	Explanation
Batch Number	A number that identifies a group of transactions that are processed and balanced as a unit. When you add a batch, you can either assign a batch number or let the system assign it through Next Numbers. When you change, locate, or delete a batch, you must specify the batch number. The system closes the batch when you return to the menu.
Batch Date From	The date of the batch. If you leave this field blank, the system date is used.
Batch Date Thru	The ending date of the range for the batches you want to display. If you specify a From date and leave the Thru date blank, the system displays all batches with that batch date and future batch dates.
Batch Status	<p>A code that indicates the posting status of a batch. Valid codes are:</p> <p>blank Unposted batches that are pending approval or have a status of approved.</p> <p>A Approved for posting. The batch has no errors, is in balance, but has not yet been posted.</p> <p>D Posted. The batch posted successfully.</p> <p>E Error. The batch is in error. You must correct the batch before it can post.</p> <p>P Posting. The system is posting the batch to the general ledger. The batch is unavailable until the posting process is complete. If errors occur during the post, the batch status is changed to E (error).</p> <p>U In use. The batch is temporarily unavailable because someone is working with it.</p> <p>These valid codes are set up in user defined codes (system 98, type IC).</p>

Approving Journal Entries for ECS Sales Order Management

If your company requires management approval before posting a batch to the general ledger, users with an authorized approval user ID can change a batch status to approved.

To approve journal entries

On the selected review form

1. Choose the appropriate batch.
2. Complete the following field:
 - Approved

Field	Explanation
Approved	<p>A code that indicates whether a batch is ready for posting. Valid codes are:</p> <p>A Approved, ready for posting.</p> <p>P Pending approval. The batch will not post.</p> <p>If the system constants do not specify manager approval, the system automatically approves batches that are not in error.</p>

What You Should Know About

Revising an unposted batch You can change the associated explanations and the G/L distributions of an unposted journal entry. You cannot change the following fields:

- Document Type
- Document Number
- Document Company
- G/L Date
- Currency Code
- Ledger Type

You can also add a journal entry to a batch by choosing a journal entry in that batch, clearing the Journal Entry form, and then entering the journal entry.

Posting Journal Entries for ECS Sales Order Management

	<p>From ECS Sales Order Management (G4910), choose End of Day Processing</p> <p>From ECS End of Day Processing (G491013), choose an option</p>
---	--

After you have reviewed and approved journal entries, you can post the batches to the G/L. The post process does the following:

- Selects qualified batches of unposted transactions from the Account Ledger table
- Edits and verifies each transaction
- Posts accepted transactions to the Account Balances (F0902) table
- Marks each transaction and batch header as posted in the Account Ledger table and the Batch Control (F0011) table

You can choose from the following menu options to post the batches created by the Update Customer Sales program:

- Post Customer Sales to G/L
- Post Inventory/COGS Journal
- Post Branch Sales Journal

The post process and processing options are the same for all three batches.

See Also

- *Posting Journal Entries (P09800) in the General Accounting I Guide*

Processing Options

See [General Ledger Post \(P09800\)](#).

Printing Unposted Transactions for ECS Sales Order Management



From ECS Sales Order Management (G4910), choose **End of Day Processing**
From ECS End of Day Processing (G491013), choose an option

You can print reports that list unposted transactions to review the transactions that were not posted to the G/L, verify account accuracy, or research out-of-balance batches.

Choose one of the following menu options to print unposted transaction reports:

- Print Unposted Inventory/COGS
- Print Unposted Branch Sales

Both options generate a standard general journal report that includes posted and unposted transactions.

The following is an example of the Unposted Transactions Report.

Display Spooled File									
File	R09301						Page/Line	1/1	
Control							Columns	1 - 130	
Find									
*.....1.....2.....3.....4.....5.....6.....7.....8.....9.....0.....1.....2.....3									
09301	Batch Number		- 75513		JD Edwards World		Page	-	
	Batch Date		- 20.03.95		General Journal		Date	- 14.02.	
Document Do	G/L	Co.	Explanation		Unposted Transactions				
Ty	Date		Account Description		G/L Account Amounts		P	R
						Debit	Credit	C	LT E

18024	BJ	30.06.98	00249	Initial Stock of Inventory		DEPOT1.1411	750.000,00		AA

Line No	1,0	Leaded Fuel Inventory				
BJ 30.06.98 00249		Initial Stock of Inventory	DEPOT1.6310		750.000,00-	AA
Line No	2,0	Leaded Fuel Cost of Goods Sold				
			Document Total	750.000,00	750.000,00-	
			Batch Total - Posted			
			- Unposted	750.000,00	750.000,00-	
09301			JD Edwards World		Page -	
Batch Number	-	75519	General Journal		Date - 14.02.	
					More...	
F3=Exit	F12=Cancel	F19=Left	F20=Right	F24=More keys		

Processing Options

See [General Journal Report \(P09301\)](#).

3 Periodic

Objectives

- To understand pricing hierarchies
- To establish base prices for your items
- To define varying prices based on customers, customer groups, items, and item groups
- To define price adjustments, such as discounts and price breaks, based on quantities, amounts, or weight
- To set up contract pricing
- To update prices for items or customers

About Pricing (ECS)

For each item that you want to sell, you must define the price at which you want to sell it. You use ECS Sales Order Management pricing to define the base prices that the system retrieves when you enter items on a sales order.

Pricing includes the following tasks:

- Setting up a base pricing structure
- Working with base pricing
- Defining price adjustments
- Working with repricing

Before you define base prices for items, you must set up a base pricing structure. The system uses this pricing structure to retrieve base prices and to calculate price adjustments and updates. You can define base prices for any combination of items, item groups, customers, or customer groups. Customers can be Parent, Ship To, or Sold To addresses. After you set up a pricing structure, you define a hierarchy to determine how the system searches for prices.

You can define base prices with effective dates, so that you can define prices for future use or for limited time promotions and specials. You can also define credit prices that you want the system to use when items are returned.

After you define base prices, you can set up the following additional types of price calculations:

- Price adjustments for groups of items

- Contract pricing, which applies special pricing for an item to a single customer or customer group
- Trade discount pricing, which is a discount percentage on all items for a specific customer
- Cash discount pricing, which you can apply to individual sales order detail lines

You can use repricing to set up additional discounts and markups or to recalculate sales orders. You use the Standard Order/Basket Reprice program to update prices for specific items. This program allows you to:

- Reprice lines containing items that belong to product families, which are called baskets
- Reprice an entire order

You use the Update Sales Price/Cost program to recalculate sales orders for specific customers based on the most current base price or price adjustments. This program allows you to:

- Update sales order costs and prices
- Update sales order exchange rates

Note: Any price you enter directly on a sales order overrides the base price that the system retrieves.

Set Up a Base Pricing Structure

Setting Up a Base Pricing Structure (ECS)

Before you define base prices for items, you must set up a base pricing structure. The system uses this pricing structure to retrieve base prices and to calculate price adjustments and updates. A base pricing structure can consist of any combination of items, item groups, customers, or customer groups. Customers can be Parent, Ship To, or Sold To addresses.

This section contains the following:

- [Setting Up Customer Price Groups \(ECS\)](#)
- [Setting Up Item Price Groups \(ECS\)](#)
- [Generating Price Group Relationships](#)
- [Defining the Base Price Preference Hierarchy \(ECS\)](#)

To simplify the process of defining and maintaining base prices, you set up price groups for customers and items with similar characteristics. After you set up price groups and assign the group names to customers and items, you generate price group relationships. Price group relationships define the possible combinations for customer and item groups.

After you set up a base pricing structure, you define a base price preference hierarchy. When the system retrieves prices, it uses the hierarchy to determine the order in which it searches for base price records.

Before You Begin

- Verify that customer information has been set up in the Address Book and customer master. See *Entering Basic Address Information* in the *Address Book Guide* and *Entering Customer Master Information* in the *Accounts Receivable Guide*.
- Verify that customer billing instructions have been set up for your customers. See *Setting Up Customer Billing Instructions (ECS)*.
- Verify that item information has been set up in the Item Master (F4101), Item Branch (F4102), and Item Location (F41021) tables. See *Entering Item Master Information* in the *Inventory Management Guide*.

Setting Up Customer Price Groups (ECS)



From ECS Sales Order Management (G4910), enter 29
From ECS Sales Order Management Setup (G491041), choose Customer Billing Instructions

You set up customer price groups to apply pricing schemes to specific groups of customers. Complete the following tasks to set up customer price groups:

- Set up simple customer price groups
- Set up complex customer price groups

You use customer price groups to retrieve base price information for sales orders. For example, you create a customer group named RETAIL. You then set up this group to buy markers at 1.20 each, while all other customers buy the markers at 1.50 each.

You create user defined codes for customer group names and then assign customers to these group names in each customer's billing instructions. The system checks the customer's billing instructions to determine if the customer is in a group and whether any special pricing applies. In the RETAIL example, the system will price the order for the RETAIL customer at 1.20 and the orders for other customers at 1.50.

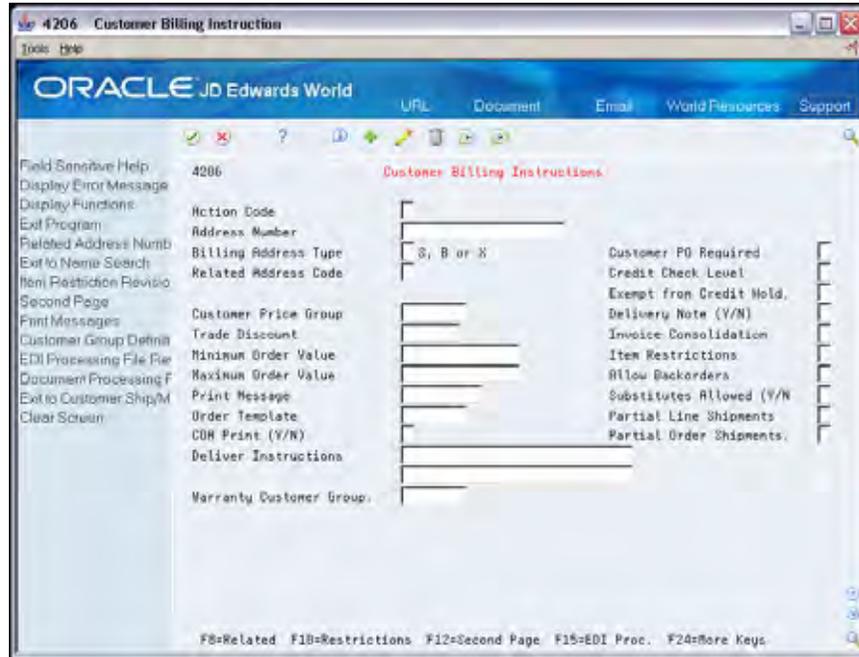
You can also set up complex customer groups to allow for greater flexibility in your pricing structures. You can use up to four category codes to set up complex customer groups. For example, within the customer group RETAIL, you can create subgroups to charge a different price for an item to customers based on their line of business, geographic region, or sales volume.

The category code sequence you enter determines how the system displays the category code fields on the related forms. The order in which you choose category codes does not affect how the system searches for prices.

Setting Up Simple Customer Price Groups

To set up simple customer price groups

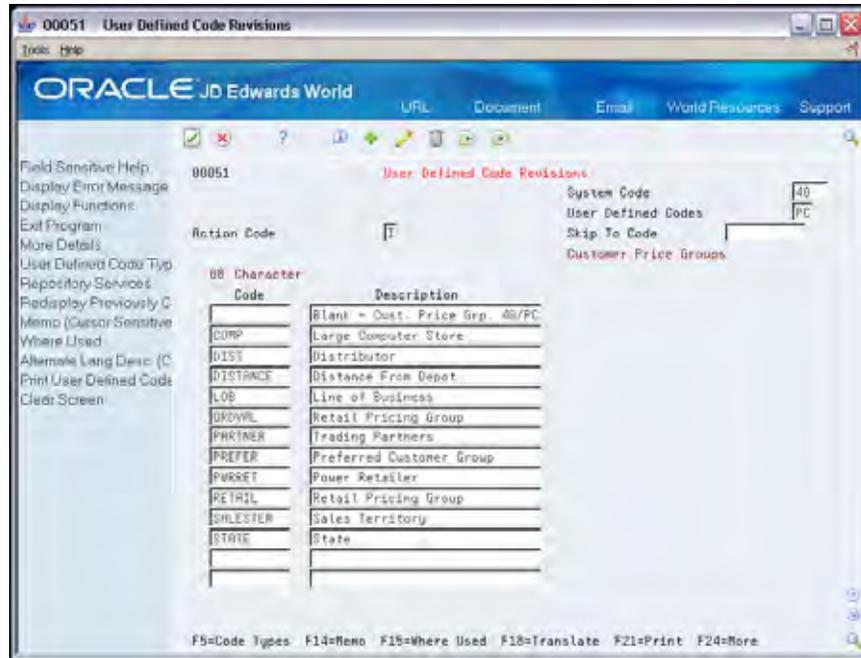
On Customer Billing Instructions



1. Access the User Defined Codes window for the customer price group.



2. On the User Defined Codes window, choose the function to access the User Defined Code Revisions form.



3. On User Defined Code Revisions, complete the following fields to create a customer group name:

- Character Code
- Description

See also *Working with User Defined Codes* in the *Technical Foundation Guide*.

4. Return to the Customer Billing Instructions form.

5. On Customer Billing Instructions, complete the following field to define a simple customer group:

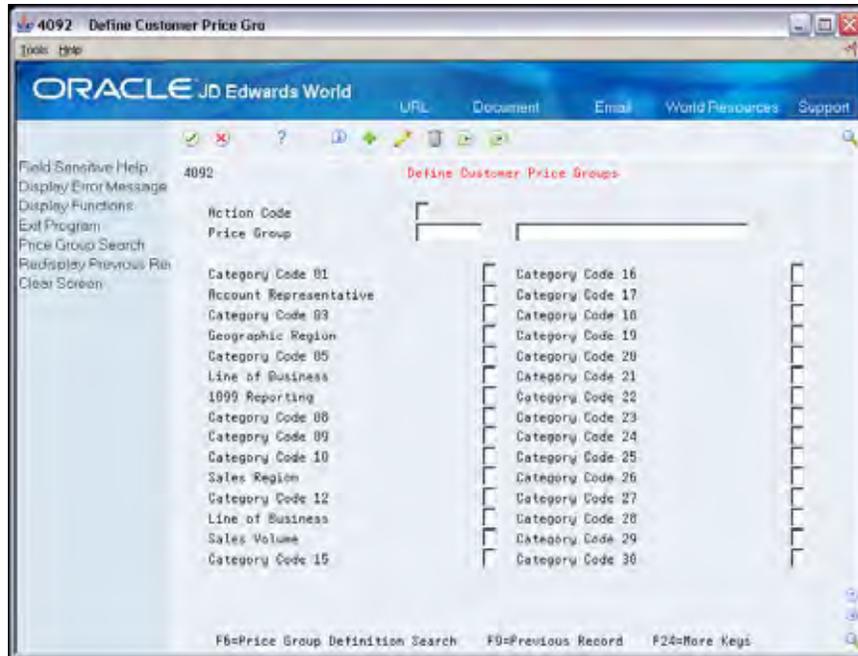
- Customer Price Group

Setting Up Complex Customer Price Groups

To set up complex customer price groups

On Customer Billing Instructions

1. Choose the option to access the Customer Group Definition.



2. On Define Customer Price Groups, complete the following field:
 - Price Group
3. To identify subgroups used in a customer price group, complete up to four of the following fields:
 - Category Code

Note: The Category Code fields might be either numbered or named, depending on how your company has set them up (for example, Category Code 01 or Line of Business).

Field	Explanation
Price Group	A user defined code (system 40, type PC) that identifies a customer group. You can group customers with similar characteristics, such as comparable pricing. <i>Form-specific information</i> A group of category codes from the Address Book that defines the customer's pricing structure.
Group Code Sequence Number	This numerical value is used to specify the sequence of category codes within Group Codes. The value must be equal to or between 1 and 4. Also, any sequence entered may not skip values (that is, you may not enter the sequence 1,3 with 2 missing.)

What You Should Know About

Changing customer price group information

To make changes to a price group that has already been created and assigned to customers, you can access the Define Customer Price Groups form directly from the Price Management menu.

Setting Up Item Price Groups (ECS)

Item price groups are similar to customer price groups. You set up item price groups so that you can define base price information for a group of items one time rather than for many items on an individual basis. Complete the following tasks to set up item price groups:

- Set up simple item price groups
- Set up complex item price groups

For example, if you sell several types of pens whose characteristics are identical except for their color, you can group these items to simplify pricing. You create a user defined code for the group, such as PENS, and assign the pens to the group name. You can then define one price for this group.

You can also set up complex item groups to allow for greater flexibility in your pricing structures. You can use up to four category codes to define complex item groups.

For example, if you have two types of pens within the group PENS, markers and ball point, you can specify a different price for each type of pen. When you enter an order for pens, the system checks the category codes assigned to the item to determine if the pen is a marker or a ball point and retrieves the appropriate price.

The category code sequence you enter determines how the system displays the category code fields on the related forms. The order in which you choose category codes does not affect how the system searches for prices.

Setting up Simple Item Price Groups

To set up simple item price groups



From Inventory Management (G41), choose **Inventory Master/Transactions**
From Inventory Master/Transactions (G4111), choose **Item Master Information**

On Item Master Information

1. To create item price group names, complete the steps for creating user defined codes for customer price group names.
See also *Working with User Defined Codes* in the *Technical Foundation Guide*.
2. Complete the following field to define a simple item group:
 - Item Price Group

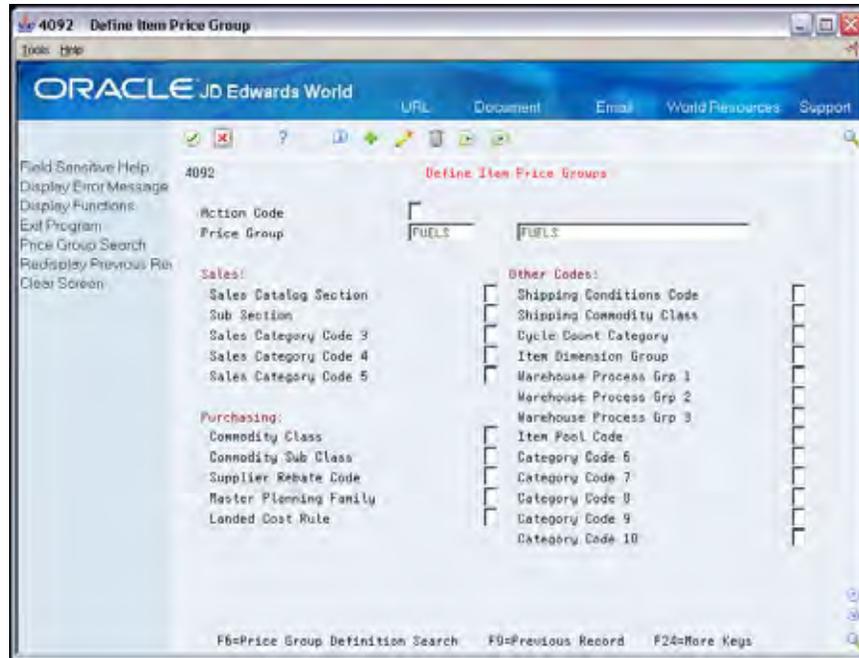
Setting Up Complex Item Price Groups

To set up complex item price groups



From ECS Sales Order Management (G4910), choose **Price Management**
From Price Management (G491022), choose **Define Item Price Groups**

On Define Item Price Groups



1. Complete the following field:
 - Price Group
2. To identify subgroups used in a customer price group, complete up to four of the following fields:
 - Category Code

Note: The Category Code fields might be either numbered or named, depending on how your company has set them up (for example, Category Code 01 or Line of Business).

Generating Price Group Relationships

	From ECS Sales Order Management (G4910), choose Price Management From Price Management (G491022), choose an option
--	---

After you set up price groups and assign the group names to customers and items, you can generate customer and item price group relationships. You generate price group relationships to define the possible combinations of customer and item groups that you can use for pricing.

You can use two batch programs to generate price group relationships:

- Customer Price Group Generation
- Item Price Group Generation

These programs generate records in the Item/Customer Groups Relationships table (F4093), which contains the allowable combinations for customer or item groups and category codes. You can set the processing options to specify up to five group codes

for which you want the system to create detail records. If you do not specify any codes, the system will generate relationships for all groups.

Processing Options

See [Generate Customer Group Relationships \(P40932\)](#).

Processing Options

See [Generate Item Group Relationships \(P40931\)](#).

Defining the Base Price Preference Hierarchy (ECS)



From ECS Sales Order Management (G4910), choose **Price Management**
From Price Management (G491022), choose **Preference Hierarchy**

When the system retrieves prices, it uses the base price preference hierarchy to determine the order in which it searches base price records. You define base price preference hierarchies on the Preference Hierarchy form, which contains rows identifying customers and customer groups and columns identifying items and item groups. You use the intersection of the rows and columns to enter your hierarchy sequence.

When the system searches for a price, the hierarchy begins with the intersection in which you enter 1. The system searches for records defined for that customer and item combination. If it does not find prices defined for that combination, it searches for the combination defined by the intersection in which you entered 2, and so forth.

For example, you establish the following base prices:

Item	Customer	Price
XXX	A	0.98
XXX	Group	1.00
XXX	All	1.10

Customer A Price = 0.98 for Item XXX

Group Price = 1.00 for Item XXX

All Customers Price = 1.10 for Item XXX

If the base price preference hierarchy indicates that the system should search first for a price defined for an item and customer combination, and you enter a sales order for item XXX and customer A, the system selects 0.98 as the price. If you change the base price preference hierarchy so that item and all addresses is the first search criterion, the system selects 1.10 as the price for customer A and item XXX.

Work with Base Pricing

Working with Base Pricing (ECS)

For each item that you want to sell, you must define the base price at which you want to sell it.

This section contains the following:

- [Defining Base Prices \(ECS\)](#)
- [Updating Base Prices \(ECS\)](#)
- [Converting Price Levels \(ECS\)](#)

You can define base prices for any combination of items, item groups, customers, or customer groups. The system retrieves the base price when you enter the item on a sales order.

After you define base prices, you can update them as needed, for example, to change a price or create a price that will be effective on a future date. You can update base prices individually, or you can run the Base Price Maintenance — Batch program to update multiple prices at one time. When you update multiple prices in batch mode, the system will either override the existing price with a new price or calculate an adjustment to the existing price, depending on how you set the processing options.

What You Should Know About

Pricing hierarchy

During sales order entry, the system searches the following combinations, based on the pricing hierarchy you have defined, to retrieve a price:

- Item only
- Item group only
- Item and customer
- Item and customer group
- Item group and customer
- Item group and customer group

Defining Base Prices (ECS)



From ECS Sales Order Management (G4910), choose **Price Management**
From Price Management (G491022), choose **Base Price Revisions**

You should define the base price for each item you sell. The system retrieves the base price information when you enter the item on a sales order.

You can define base prices for any combination of items, item groups, customers, or customer groups. Customers can be Parent, Ship To, or Sold To addresses.

When you enter an item in the Item Master table (F4101), you should enter the sales price level. The sales price level determines how you define the base price for an item. You can define prices at the following levels:

- Item level. If you define pricing at the item level only, you cannot include branch/plant, lot, or location information. You define one overall price for an item.
- Item/branch level. If you define pricing at the branch/plant level, you cannot include location and lot information. You define different prices for each item and branch/plant combination.
- Item/branch/location level. If you define pricing by location and lot, you can also define branch/plant information. You define different prices for each item, branch/plant, and location combination.

You can assign effective dates when you define the base price for an item. If you don't assign effective dates, the system will automatically assign them. You can also specify the sales price based-on date in the system constants to instruct the system which date on the sales order to compare to the effective dates. The sales price based-on date can be the promised date, the order date, or any other date entered on the sales order. The system retrieves the price whose effective date range includes this sales price based-on date.

You can also use effective dates to enter a new price while an old price is still in use. For example, you can overlap the dates for the base price and the dates for a discount price that you are offering for a limited period. When you set up date ranges that overlap, the system retrieves the price that expires first.

For every price, you can also define a credit price to be used for negative quantities.

When you define any special pricing or discounts for an item or customer, the system bases the calculation of the discounted price on the base price.

Before You Begin

- Verify that the pricing hierarchy has been defined. See *Defining the Base Price Preference Hierarchy (ECS)*.

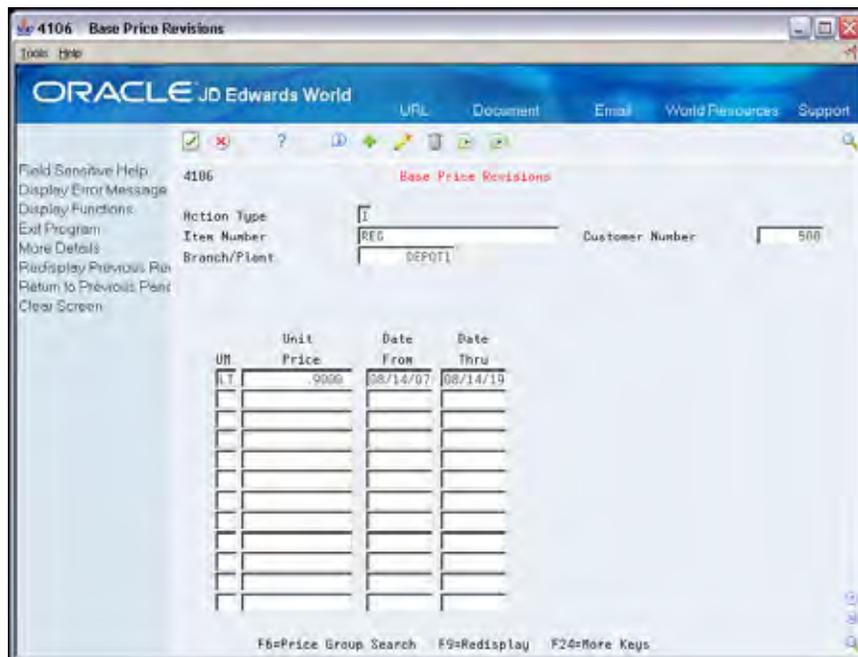
To define base prices

On Base Price Revisions

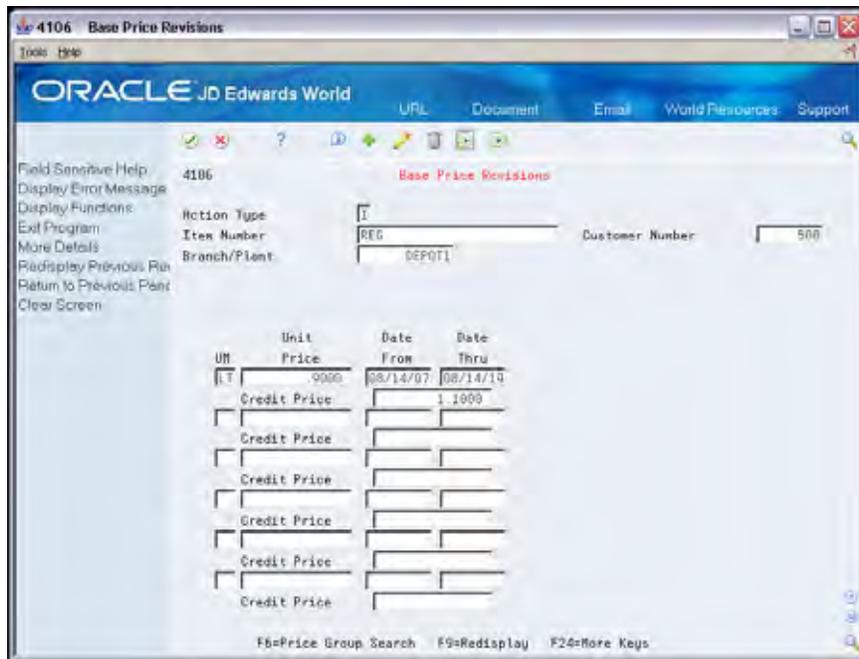


1. Access the Base Price Revisions form for the item and customer combination for which you want to enter a base price.

If your pricing hierarchy consists of only one item and customer combination, the Base Price Hierarchy Sequence does not appear.



2. On Base Price Revisions, complete the following fields:
 - Item Number
 - Customer Number
3. Based on the sales price levels that you defined on the Item Master Information form, complete the following optional fields:
 - Branch/Plant
 - Location
 - Lot
4. To enter base prices, complete the following fields:
 - Unit of Measure
 - Unit Price
 - Effective From
 - Effective Thru
5. To enter credit prices, access the fold area.



6. Complete the following field:

- Credit Price

Field	Explanation
Unit of Measure	A user defined code (system 00/ type UM) that indicates in what quantity an inventory item is expressed; for example, CS (case) or BX (box).

Field	Explanation
Amount - Price per Unit	The list or base price to be charged for one unit of this item. In sales order entry, all prices must be set up in the Base Price table (F4106).
Effective From	The date that a transaction, text message, contract, obligation, or preference becomes effective. <i>Form-specific information</i> The date that this price becomes effective.
Effective Thru	The date that a transaction, text message, agreement, obligation, or preference has expired or been completed. <i>Form-specific information</i> The date that this price expires.
Amount - Credit Price	Use this price to enter credit orders in the Sales Order Processing System. To enter a credit order, you should use a Line Type that has the Reverse Sign Flag (RSGN) set to Y in the Line Type Master (F40205). All credit prices are stored in the Base Price File (F4106).

What You Should Know About

Viewing category codes

To display fields in which you enter values for the category codes attached to complex item and customer groups, you must enter the price group code in the appropriate field. Then, do one of the following:

- To have the system display the category code fields below the group fields, press enter.
- To view all values for the codes in the Price Group Search window and select them, use the appropriate function key.

The system displays information in this window only if you have run the Generate Customer Price Groups or Generate Item Price Groups programs.

Generating the base price report

You can run the base price report version of the Base Price Maintenance — Batch program to print a report of the existing prices for each record that you select. This version of the Base Price Maintenance program does not perform adjustments or updates. To create this version, you should leave all processing options blank.

Entering multi-currency base prices

You can use ECS Sales Order Management pricing to add prices for items in your domestic currency and as many other currencies as necessary. For example, you can set up base prices for one item in U.S. dollars and French francs.

Currency code and unit of measure are both keys to the Base Price table. If you are using multi-currency, the system searches for a price in the following sequence:

- Customer's currency and the user-specified unit of measure
- Customer's currency and the item's primary unit of measure
- Domestic currency and the user-specified unit of measure
- Domestic currency and the item's primary unit of measure

If the system does not find a match, it moves to the next level in the pricing hierarchy structure and searches in the same sequence.

Entering credit prices

The system uses credit prices any time you enter a negative quantity on a sales order. To enter a credit order, you should use a line type that has the reverse sign flag set to Y (yes).

See *Setting Up Order Line Types (ECS)*.

See Also

- *Entering Item Master Information (P4101) in the Inventory Management Guide*

Updating Base Prices (ECS)

	From ECS Sales Order Management (G4910), choose Price Management From Price Management (G491022), choose Base Price Revisions
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After you define base prices, you can update them as needed, for example, to change a price or create a price that will be effective on a future date. You can use the Base Price Revisions program to update base prices individually. Or, you can run the Base Price Maintenance — Batch program to update multiple prices at one time.

Base Price Maintenance — Batch is a DREAM Writer program.

You can run Base Price Maintenance — Batch to:

- Change existing prices
- Create future prices

The system creates new prices based on the current price selected by the batch program. When you run a version of the Base Price Maintenance — Batch program in proof mode, the system generates a report that displays the updates that the program will make to the selected records when you run it in final mode.

When you set up a version of this program, you choose the specific fields that you want the system to select. For example, you can set up a version to select customer, customer group, item, or item group. Or, you can exclude certain types of prices that you do not want to update.

Any new prices that the system creates are included in the report, as well as their effective dates and the old price that the system used as the basis for the new prices. You can run this program in proof mode as many times as necessary.

Changing Existing Prices (ECS)

To change multiple prices, you can run the base price revisions version of the Base Price Maintenance — Batch program. Depending on how you set the processing options, the program will either override the existing price or calculate either a percentage or an amount adjustment to the existing price.

When you submit the base price revisions version in proof mode, the system generates a report that displays the updates that the program will make to the selected records when you run it in final mode. You must set the update processing option for this program to perform updates to the Base Price table (F4106).

Display Spooled File										
File	R41830								Page/Line	1/1
Control									Columns	1 - 130
Find										
*.....1.....2.....3.....4.....5.....6.....7.....8.....9.....0.....1.....2.....3										
41830	JD Edwards World								Page	-
	Base Price Revisions - Proof								Date	- 14.02.
Item	Item	Customer	Customer	Cur	Old	New	Effective			
Number	Group	Number	Group	Cod	Unit Price	Unit Price	From	Thru		

ACE										
Acetone Bulk										
Branch/Plant . .	DEPOT1									
				USD	BL	12,4000	13,6400	09.03.95	09.03.0	
ADD										
Fuel Additive										
Branch/Plant . .	DEPOT1									
				USD	LT	1,2500	1,3750	01.03.95	01.03.0	
ADDUNL										
Unleaded with additive (Kit)										
Branch/Plant . .	DEPOT1									
				USD	LT	0,2700	0,2970	13.08.96	31.12.2	
A200										
Acetone-200LT Drum										
									More...	
F3=Exit	F12=Cancel	F19=Left	F20=Right	F24=More keys						

Creating Future Prices (ECS)

To create multiple base prices that you can use on a future date, you can run the future price additions version of the Base Price Maintenance — Batch program. This version of the program writes new price records to the Base Price table based on the effective dates you enter in the price additions processing option for this program. You must specify a from date and a through date or the program will end without creating the new prices.

When you submit the future price additions version in proof mode, the system generates a report that displays the updates that the program will make to the selected records when you run it in final mode.

The system creates future prices based on the existing price with the most recent expiration date. Depending on how you set the processing options, the program will either override the existing price or calculate either a percentage or an amount adjustment to the existing price. If you leave the adjustment type and factor blank,

the system copies future prices from the current price and does not apply any adjustments.

Display Spooled File										
File	R41830								Page/Line	1/1
Control									Columns	1 - 130
Find										
*.....1.....2.....3.....4.....5.....6.....7.....8.....9.....0.....1.....2.....3										
41830	JD Edwards World								Page	-
	Future Price Additions - Proof								Date	- 14.02.
Item Number	Item Group	Customer Number	Customer Group	Cur Cod	UM	Old Unit Price	New Unit Price	Effective From	Effective Thru	

ACE										
Acetone Bulk										
Branch/Plant . .	DEPOT1									
				USD BL		12,4000		09.03.95	09.03.0	
				USD BL		12,4000	13,6400	01.01.08	31.12.0	
ADD										
Fuel Additive										
Branch/Plant . .	DEPOT1									
				USD LT		1,2500		01.03.95	01.03.0	
				USD LT		1,2500	1,3750	01.01.08	31.12.0	
ADDUNL										
Unleaded with additive (Kit)										
Branch/Plant . .	DEPOT1									
				USD LT		0,2700		13.08.96	31.12.2	
									More...	

F3=Exit F12=Cancel F19=Left F20=Right F24=More keys

Processing Options

See [Base Price Maintenance - Batch \(P41830\)](#).

Data Selection

When you run this program in final mode, you should include the Unit of Measure field in the data selection to ensure that the system applies the adjustment value consistently.

Data Sequence

You can define the data sequence only for the base price report and base price revisions versions of this program.

You should not change the sequence for versions that create future prices. Doing so can cause the system to use the wrong base price when calculating the future price.

Converting Price Levels (ECS)

	<p>From ECS Sales Order Management (G4910), enter 27</p> <p>From ECS Sales Order Advanced and Technical Ops (G491031), choose Sales Price Level Conversion</p>
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You use the Sales Price Level Conversion program to change the sales price level of an item or a group of items that you have previously entered in the Item Master table.

You can run this program in proof or final mode. JD Edwards World recommends that you always run the Sales Price Level Conversion program in proof mode first to identify errors. The program generates a report that displays any problems the system encounters during sales price level conversions. You should correct these errors before you run the program in final mode.

The Sales Price Level Conversion program deletes all price records at the previous level and creates new price records at the new level. For example, when converting from the item/branch/plant level to the item level, the program deletes all price records for each item/branch/plant and creates a new price record for the item.

You should not attempt to access the Item Master or Base Price tables when this program is running in final mode.

Sales Price Level Conversion is a DREAM Writer program.

41816		JD Edwards World				Page		-		2	
		Sales Price Level Conversion				Date		-		2/13/08	
		*** Proof Mode ***									
Item Number	Branch/Plant	Location	Lot	UM	Cur Cod	Address/ Group	Effect From	Effect Thru	Unit Price		
ACE				BL	USD		03/09/95	03/09/00	12.4000		
ADD				LT	USD		03/01/95	03/01/00	1.2500		
ADDUNL				LT	USD		08/13/96	12/31/20	.2700		
AEROSOL CANS	27			BX	USD		01/20/95	12/31/20	6.8300		
Remark Primary Location not present in F4106											
AEROSOL CANS	27 R.			BX	USD		01/20/95	12/31/20	6.8300		

Processing Options

See [Item Sales Price Level Conversion - Proof \(P41816\)](#).

Define Price Adjustments

Defining Price Adjustments (ECS)

When you define base prices, you define prices for an item or a group of items. You use inventory and customer pricing rules to define price adjustments for customers and customer groups. For example, you can set up discounts for one group of customers and markups for another group.

This section contains the following:

- [Defining Inventory Pricing Rules \(ECS\)](#)
- [Assigning Rules to Customers and Customer Groups \(ECS\)](#)

You define inventory pricing rules to set up a pricing scheme for an item or a group of items. For each item or item group, you define levels of pricing. You can determine price breaks by quantity. You can indicate whether the price adjustment is a markup or discount. You can also enter a price that you want the system to use to override the base price for a specified period.

After you define the inventory pricing rules, you use the Customer Pricing Rules program to assign the inventory pricing rules to customers or customer groups. For example, you might want some preferred customers to always receive a 5% discount on specific items. You first define a discount level of 5% in the inventory pricing rules for these items. You then assign the preferred customers, or a customer group called PREFERRED, to this discount level in the inventory pricing rules.

The system will not adjust prices until you assign a customer or customer group to an inventory pricing rule.

Before You Begin

- Verify that item price groups have been set up. See *Setting Up Item Price Groups (ECS)*.
- Verify that customer price groups have been set up. See *Setting Up Customer Price Groups (ECS)*.

What You Should Know About

Pricing considerations

The system prices an order based on the following:

- A contract price for a specific customer takes precedence over a contract price for a group of customers. It also overrides other inventory pricing rules. If a contract price for a specific customer does not exist, the system searches for a contract price for a customer group.
- A trade discount that you define through customer billing instructions overrides all other pricing or repricing. A trade discount is the simplest way to offer a discount to a customer. The system applies the discount to all items sold to the customer.
- The system retrieves inventory pricing rules for a specific customer, if you have defined them, before it retrieves rules defined for a group of customers.

Setting up contract pricing

You can set up contract prices to guarantee a price for a particular customer. When you enter an order for a contract item, the system checks the remaining quantity to be sold at the contract price. If the quantity on the order exceeds the remaining allowed quantity, the system writes two lines on the order:

- One line for the quantity at the contract price
- One line for the quantity at the regular price

You set up contract pricing by defining an inventory pricing rule and assigning the rule to a customer. In addition to the normal procedures for inventory and customer pricing rules, you must:

- Identify the inventory pricing rule as contract pricing
- Enter contract information in the fold area
- Enter the item's short ID number as the pricing rule name

Setting up trade discount pricing

You set up trade discount pricing through the customer billing instructions. The percentage you enter is a flat discount that the system applies to all items ordered by this customer. Trade discount pricing overrides all other pricing.

See also *Setting Up Customer Billing Instructions (ECS)*.

Setting up cash discount pricing

You can enter an additional cash discount to any order detail line on the Order Detail Information form. The system applies the discount only if the line type of the order line is set up to allow discounts.

See also *Entering Additional Order Information (ECS)* and *Setting Up Order Line Types (ECS)*.

Defining Inventory Pricing Rules (ECS)



From ECS Sales Order Management (G4910), choose Price Management
From Price Management (G491022), choose Inventory Pricing Rules

You define inventory pricing rules to set up pricing schemes for items or groups of items. For each item or item group, you define levels of pricing. You then assign these levels to specific customers or customer groups. Each level can define a pricing rule, such as a markup or a discount. You can use these levels to define price breaks by quantity, amount, or weight. You can also define a price that you want the system to use to override the base price for a specified period.

Note: You cannot use both Standard and Advanced Pricing. You must turn off Advanced Pricing for Standard Pricing in Sales to work.

To define inventory pricing rules

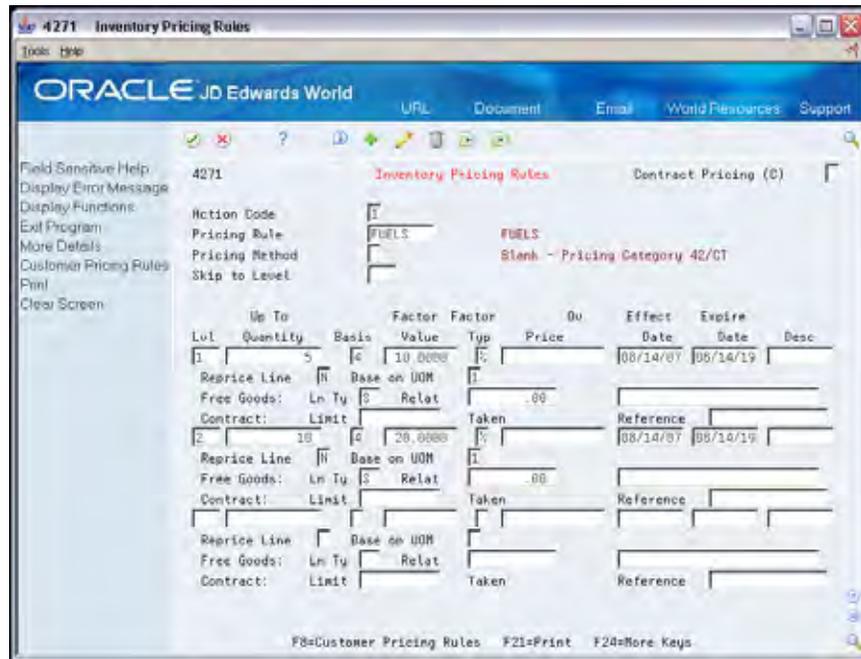
On Inventory Pricing Rules

Lvl	Up To	Quantity	Basis	Factor Value	Factor Type	Price	Effect Date	Expire Date	Desc
1	5		4	10.0000	P		08/14/07	08/14/19	
2	10		4	20.0000	P		08/14/07	08/14/19	

1. Complete the following field:
 - Pricing Rule
2. To define pricing rules, complete the following fields:
 - Pricing Method
 - Level
 - Up to Quantity
 - Basis

- Factor Value
- Factor Value Type
- Override Price
- Effective Date
- Expire Date

3. Access the fold area.



4. To define additional inventory pricing rule information, complete the following fields:

- Base on Unit Of Measure
- Line Type
- Price
- Item
- Limit
- Reference

Field	Explanation
Pricing Rule	User defined code (table 40/PI) used to classify inventory by pricing rules. Typically, these categories correspond to the major sections in the inventory price book. You can set up as many detail categories as you need. A single code can be used for sales, purchasing, order/basket, and contract pricing. If you set up a contract rule, it must equal the short number for the item under contract.

Field	Explanation
Pricing Method	<p>A user defined code (system 42, type CT) that indicates the pricing method you want to establish within the inventory pricing rule. Valid values are:</p> <p>P Purchase order discounts</p> <p>O Order repricing</p> <p>R Line repricing (basket repricing)</p>
Pricing Category Level	An alphanumeric code that determines the sequence in which the system displays the rules within the pricing group. You define levels when you set up the pricing groups.
Units - Over	The volume or quantity breaks commonly used in pricing tables. If the quantity shown on the first level of a rule is 5, then the pricing logic shown on this level applies only to sales of five or fewer items. If the quantity shown in the next level is 10, then the pricing logic applies to sales of 6 through 10 items. 99,999,999 indicates all quantities.
Basis — For Cost or Price	<p>A costing method on which the system bases the order's net price.</p> <p>The following codes are valid for pricing and repricing:</p> <p>1 Last-In Cost</p> <p>5 Future Cost</p> <p>P Unit Price</p> <p>2 Average Cost</p> <p>6 Lot Cost</p> <p>3 Memo Cost 1</p> <p>7 Standard Cost</p> <p>4 Current Cost</p> <p>8 Purchasing Cost</p> <p>The system uses the method you enter here to determine the order's net price.</p> <p>In sales order repricing, the system bases all reprice calculations on either the unit cost or price in the sales detail. Specify P if you want the system to use unit price in the sales order as the basis for reprice calculations. Otherwise, specify a value between 1 to 8 to use the unit cost in the sales detail as the base on value for all reprice calculations.</p>
Factor Value - Numeric	The discount that the system uses when it calculates the price of an item attached to this inventory pricing rule. Discounts can be expressed as multipliers, additional amounts, or deductible amounts. For example, a 10% discount would be expressed as .90. You can use the same factor for markups over cost. For example, a 10% markup would be expressed as 1.10.

Field	Explanation
Factor Value - Type	A code that indicates whether the factor value is a multiplier (%) or an additional/deductible cash amount (\$) when applied to an order's price.
Amount - Override List Price	Any price you enter here overrides all other rules or prices.
Quantity Type	A code that indicates that the quantity limit is based on a special unit of measure. The default is the primary unit of measure. Valid codes are: 1 Primary Unit of Measure (Default) 2 Secondary Unit of Measure 3 Purchasing Unit of Measure 4 Pricing Unit of Measure 5 Shipping Unit of Measure # Pounds \$ Dollars (Not Quantity) Limit
Related - Price	The price of a related item in a pricing or discount policy. For example, with a policy of "Buy one, get one free," the free item is the related item. Enter this price in the unit of measure of the related item quantity.
Limit - Quantity	This quantity is established in the inventory pricing rules as the number of items that the customer may purchase from us at this contract price. <i>Form-specific information</i> The amount that limits the quantity of items you are willing to sell at a contract price. You use this field when a C appears in the Contract Pricing (C) field at the top of the form.
Reference	The number or identifier of the document on which this contract is based. Complete this field only if you are creating a contract price between you and a specific customer.

What You Should Know About

- Creating new item groups** When you define inventory pricing rules, you enter the user defined codes that you previously set up for item price groups. If you need to create new user defined codes for item price groups, you can choose the Inventory Pricing Groups option from the Price Management menu.

Assigning Rules to Customers and Customer Groups (ECS)



From ECS Sales Order Management (G4910), choose Price Management
From Price Management (G491022), choose Customer Pricing Rules

You use the Customer Pricing Rules program to establish the pricing relationship between an inventory pricing rule and a customer or customer group. You must assign a customer or customer group to a specific pricing level in an item's inventory pricing rule before the system adjusts prices. You can also use the Customer Pricing Rules program to remove the relationship between the inventory pricing rule and the customer or customer group.

To assign rules to customers and customer groups

On Customer Pricing Rules

Pricing	Rule	Lvl	Up To	Quantity	Basis	Value	Typ	Unit Price	Effect Date	Expire Date
	FUELS	1	5	4	10.0000	%			08/14/07	08/14/19
	FUELS	2	10	4	20.0000	%			08/14/07	08/14/19

1. Complete one of the following fields:
 - Customer Group
 - Specific Address Book Number
2. Complete the following optional fields:
 - Pricing Rule
 - All Levels
3. Complete the following field to assign the customer to a specific level in the inventory pricing rule:
 - Option

What You Should Know About

Creating new customer groups

When you assign inventory pricing rules to customer groups, you enter the user defined codes that you previously set up for customer price groups. If you need to create new user defined codes for customer price groups, you can choose the Customer Pricing Groups option from the Price Management menu.

Work with Repricing

Working with Repricing (ECS)

You reprice sales orders when you want to:

- Allow additional discounts or markups on groups of items
- Set up different pricing for specific items or customers
- Provide overall discounts based on total quantities of items within a product family
- Update sales orders with the most current prices

This section contains the following:

- [Updating Prices for an Item \(ECS\)](#)
- [Updating Prices for a Customer \(ECS\)](#)

You update prices for an item to adjust the price for specific items or create special discounts. You can update prices for an item based on the amount of the order, weight of the items, or the total quantity of all items ordered.

You update prices for a customer to recalculate sales orders based on the most current price or price adjustment. You might need to do this for items with volatile prices. You can also use this process to update the unit and extended costs of items on sales orders with the most current costs.

Updating Prices for an Item (ECS)

You update prices for an item to adjust the price for specific items or create special discounts.

The Standard Order/Basket Reprice program uses the following two methods to update the price of an item:

- Basket repricing
- Order repricing

Standard Order/Basket Reprice is a DREAM Writer batch program.

Complete the following tasks to perform basket and order repricing:

- Define repricing groups
- Process basket and order repricing

You define repricing groups similar to the way you define customer and item groups. You first create user defined codes for basket and order repricing groups

and enter this information for specific items in the Item Master table. You then set up either basket or order repricing in the inventory pricing rules.

When you run the Standard Order/Basket Reprice program, the system searches the detail lines of a sales order for items in either a basket or order repricing group. If the system must perform both basket and order repricing, it will perform the basket repricing calculations first.

What You Should Know About

Limitations to repricing	If you have defined a trade discount or manually entered a price, the system will not reprice the order line.
Order entry repricing	You can run the Standard Order/Basket Reprice program when you enter a sales order by choosing the appropriate option on the Sales Order Entry form. You can also set the processing options for the Sales Order Entry program to automatically run the Standard Order/Basket Reprice program.
Performing repeated repricing	If you need to reprice an order line that has already been repriced, you can set the appropriate processing option for the Standard Order/Basket Reprice program to allow order detail lines to be repriced repeatedly.

Defining Repricing Groups (ECS)

	From ECS Sales Order Management (G4910), choose Price Management From Price Management (G491022), choose Inventory Pricing Rules
---	---

You define repricing groups similar to the way you define customer and item groups. After you create user defined codes for basket and order repricing groups, you enter this information for specific items on the Item Master Information form. You then complete the steps to define inventory pricing rules for basket and order repricing. You define the pricing method in the inventory pricing rule as either basket repricing or order repricing.

For example, you group pens, rulers, and erasers in the basket group called SUPPLIES. You can then define an inventory pricing rule for the SUPPLIES basket repricing group so that the system will reprice each of the items in this group at a discount of .25.

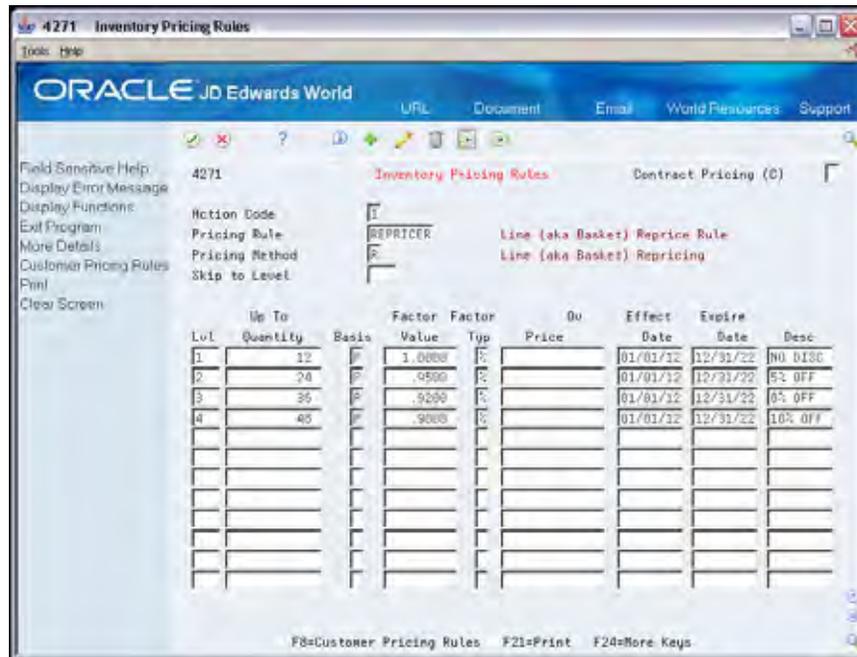
If you define both basket and order repricing for an item, the system will perform the basket repricing calculations first.

Before You Begin

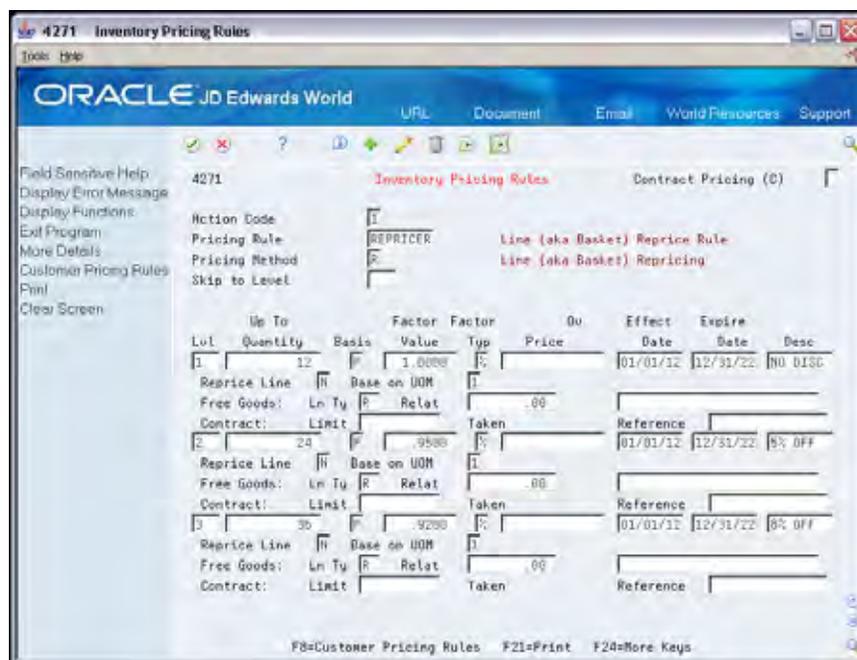
- Verify that user defined codes for order and basket repricing groups have been created. See *Working with User Defined Codes* in the *Technical Foundation Guide*.
- Enter the user defined codes for order and basket repricing groups in Item Master Information. See *Setting Up Item Price Groups (ECS)*.

To define repricing groups

On Inventory Pricing Rules



1. Complete the following fields:
 - Pricing Rule
 - Pricing Method
2. For basket repricing, access the fold area.



3. Complete the following field:

- Reprice Line

Field	Explanation
Reprice Line or Order	<p>Code that is applicable only if you are using pricing method R (Basket Repricing). Y (yes) tells the system to apply the pricing rule to the unit and calculate the extended price. N (no) tells the system to write a new order detail line for the amount of the additional discount into the sales order.</p> <p>The Order Repricing Program (P421301) provides an option to reprice orders that had already been repriced. You can alter the results of this process by adjusting this field. If you would like to re-discount the order based on the original unit price, you must have this field set to N or blank PRIOR TO repricing the order. However, if you would like to re-discount based on the discounted unit price, set this field to Y to adjust the individual detail lines. For more detail on this process, please refer to the help instructions of the Order Repricing Program (P421301).</p>

Processing Basket and Order Repricing (ECS)

	From ECS Sales Order Management (G4910), choose Price Management From Price Management (G4222), choose Standard Order/Basket Reprice
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You process basket and order repricing to adjust the price for specific items or create special discounts. When you run the Standard Order/Basket Reprice program for basket repricing, the system searches the detail lines of a sales order for items in a basket group.

When you perform order repricing, the system searches the detail lines of a sales order for items in an order group. If it finds items that belong to the order group, it creates an adjustment for the order as a whole and writes a new order detail line with the amount of the adjustment.

For example, you attach a pricing rule to the SUPPLIES order repricing group so that the system will discount the entire order by .25 if it identifies an item from the SUPPLIES group. The system does not recalculate prices but adds a new line to the order to reflect the order discount.

	Item Name	Unit Price	Group Name
Line 1	PEN	10.00	SUPPLIES
Line 2	RULER	2.00	SUPPLIES
Line 3	ERASER	1.00	SUPPLIES
Line 4	Discount	.25-	

The Standard Order/Basket Reprice program generates a report listing the order lines that the program repriced.

421301										JD Edwards World			Page	-	3
										Order Repricing			Date	-	12.02.08
Order Number	Line Number	Ln Ty	Item Number	Branch Plant	Transaction			T X	Item Group	Basket Group	Order Group				
1906	2.000	R	Line Added - Reprice	30	1-	.0000		N	REPRICER	REPRICER					
1906	3.000	S	Line Added - Reprice	30	1-	.5950		.60-	Y REPRICER		REPRICER				
9084	2.000	S	Line Added - Reprice	DEPOT1	1	100.0000		100.00	Y REPRICER		REPRICER				
10155	2.000	S	Line Added - Reprice	DEPOT1	1-	20.0000		20.00-	Y REPRICER		REPRICER				
F3=Exit F12=Cancel F19=Left F20=Right F24=More keys												Bottom			

What You Should Know About

Defining the repricing method

Depending on how you complete the Reprice Line field on the Inventory Pricing Rules form, you can instruct the system to do one of the following:

- Update the order line with the new price
- Write a new order line with the amount of the change

Processing Options

See [Sales Order Repricing \(Basket Pricing\) - Batch \(P421301\)](#).

Updating Prices for a Customer (ECS)



From ECS Sales Order Management (G4910), choose **Price Management**
From Price Management (G491022), choose **Update Sales Price/Cost**

You update prices for a customer to recalculate sales orders based on the most current price or price adjustment. You might need to do this for items with volatile prices. You can also use this process to update the unit and extended costs of items on sales orders with the most current costs. If multi-currency processing is activated in your system, the foreign unit and extended costs fields will be updated as well.

Update Sales Price/Cost is a DREAM Writer batch program.

You can use Update Sales Price/Cost to:

- Update sales order costs. When you use this program to update sales order costs, the system replaces the unit and extended costs in any open, unshipped orders with current costs from the Item Cost Ledger table (F4105).
- Update sales order prices. When you use this program to update sales order prices, the system recalculates the unit and extended prices in the Sales Order Detail table (F4211) using the most current base price and price adjustments. The system bases this recalculation on the date that you enter in the processing options.
- Update sales order exchange rates. You can use this program to update the currency exchange rate that the system uses to calculate costs and prices on an

order. The system replaces the currency exchange rate that was in effect at the time you entered the order with the existing currency exchange rate.

You can set the processing options for the Update Sales Price/Cost program to define which date on the sales order that the system will use to determine if it should recalculate costs or prices. For example, you can instruct the system to base the recalculations on the promised date. The system will update only those order lines with a promised date that is less than or equal to today's date. Sales order prices can be updated more than once.

When you run the Update Sales Price/Cost program, the system updates the order detail information for open sales orders and replaces the current price with the new base price. The program disregards any special pricing discounts that you have previously defined for the customer or item.

What You Should Know About

Updating prices when you update customer sales

You can set the processing options for the Update Customer Sales program to run the Update Sales Price/Cost program when you run Update Customer Sales. The system will update all selected sales orders with current costs, exchange rates, and prices before you run invoices and create G/L records.

Month-end repricing

If the price of an item fluctuates or is not known until the end of the month, you can perform month-end repricing for the item.

You create a User Defined Price Code preference to flag the customer and item combination for month-end repricing (for example, EM). The system enters this code in the Price Codes field on the sales order to identify the orders to be repriced at the end of the month.

At the end of the month, you run the version of the Update Sales Price/Cost program that performs repricing by preference at month end. You should set the data selection for this version to select the sales orders with a price code of EM. These orders are updated with the most current price for the item.

The Update Sales Price/Cost program creates a separate record in the Sales Order Detail table. The next time you run the Cycle Billing program, it processes this record.

See also *Running Cycle Billing (ECS)*.

Processing Options

See [Update Sales Order Cost/Price \(ECS\) \(P42950\)](#).

4 Setup

Order Templates

Objectives

- To create order templates for frequently ordered items

About Order Templates (ECS)

You create order templates to save time and eliminate repetition in order entry. An order template displays frequently ordered items and quantities. You can create the following two types of templates:

Standard templates	A standard template applies to all customers. You can assign a standard template to display every time you enter an order.
Customer-specific templates	Customer-specific templates include a particular customer's most frequently ordered items. You can assign a customer-specific template to display only when you enter orders for that customer.

You can use a standard template as a model for creating a customer-specific template. You can also create a customer-specific template from an existing sales order.

You assign a default template to appear every time you enter an order by setting the order template processing options for the Sales Order Entry program. During order entry, you can also access any other templates you have created.

You can create templates either manually or automatically. You create templates automatically for customers who have placed previous orders with you. You use a batch program to build templates automatically from the Sales Order Detail History table (F42119). You can change and update the information on templates created both manually and automatically, as necessary.

See Also

- *Entering an Order from a Template (P4211EC)*

Work with Order Templates

Working with Order Templates (ECS)

You create and assign order templates to speed up the order entry process. A template contains information about frequently ordered items.

This section contains the following:

- [Creating a Standard Template \(ECS\)](#)
- [Creating a Customer-Specific Template \(ECS\)](#)
- [Updating an Existing Template \(ECS\)](#)
- [Creating a System-Generated Template \(ECS\)](#)

A standard template applies to all customers. For example, you might want to create a “Lubes” template that lists the most frequently ordered lubricants. Or, you could identify a standard template that lists all of the most frequently ordered items regardless of their classification. When you set the order template processing options for the Sales Order Entry program, the standard template displays every time you enter an order.

A customer-specific template contains the customer’s Address Book number and includes only that customer’s most frequently ordered items and quantities. You can create multiple templates for a customer, or you can use the same template for more than one customer.

After you create a standard template, you can use it as a model for creating a customer-specific template. You can use the same user defined code template name because you use a different customer’s number. You can also use the items and quantities on an actual sales order to create a customer-specific template.

You should regularly update existing order templates to ensure that the order entry process remains accurate and efficient. For example, you might need to change the quantities or sequences on an existing template.

After a customer has an established ordering history, you can have the system automatically create order templates. The Customer Template Rebuild program is a standard JD Edwards World batch program.

What You Should Know About

Deleting a template

You can delete any order template, whether you created it manually or automatically. When you delete a template name, you should also remove the user defined code on User Defined Code Revisions. If you delete a customer's default template, you should also change the information in the customer billing instructions.

See Also

- *Working with Interactive Sales Orders (P4211EC)* for the processing options for this program

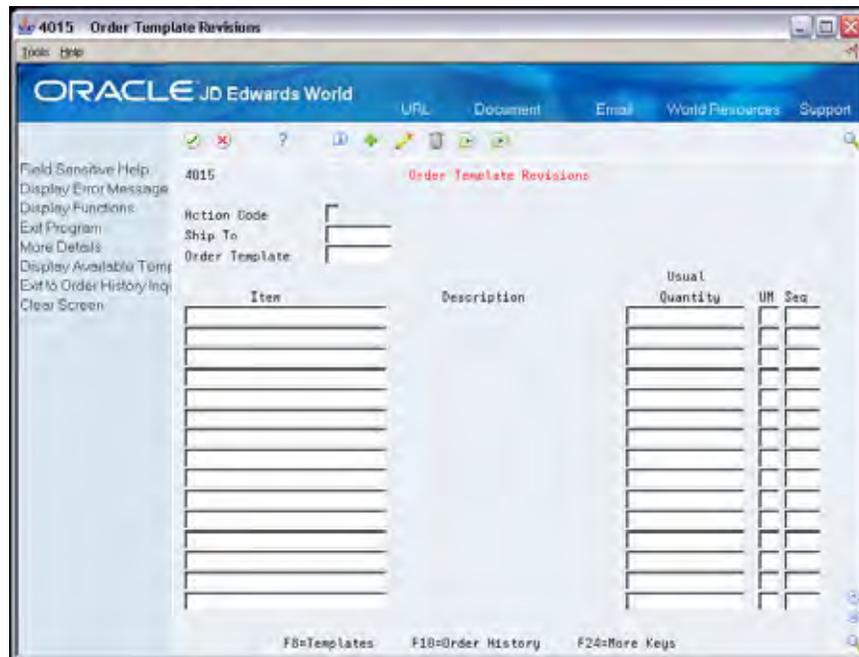
Creating a Standard Template (ECS)

	From ECS Sales Order Management (G4910), enter 27 From ECS Sales Order Advanced and Technical Ops (G491031), choose Order Template Revisions
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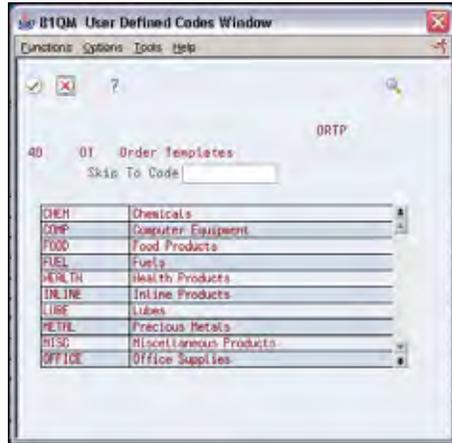
You create a template for frequently ordered items to speed the order entry process. You can create a standard template that applies to all customers and assign it to display every time you enter an order.

To create a standard template

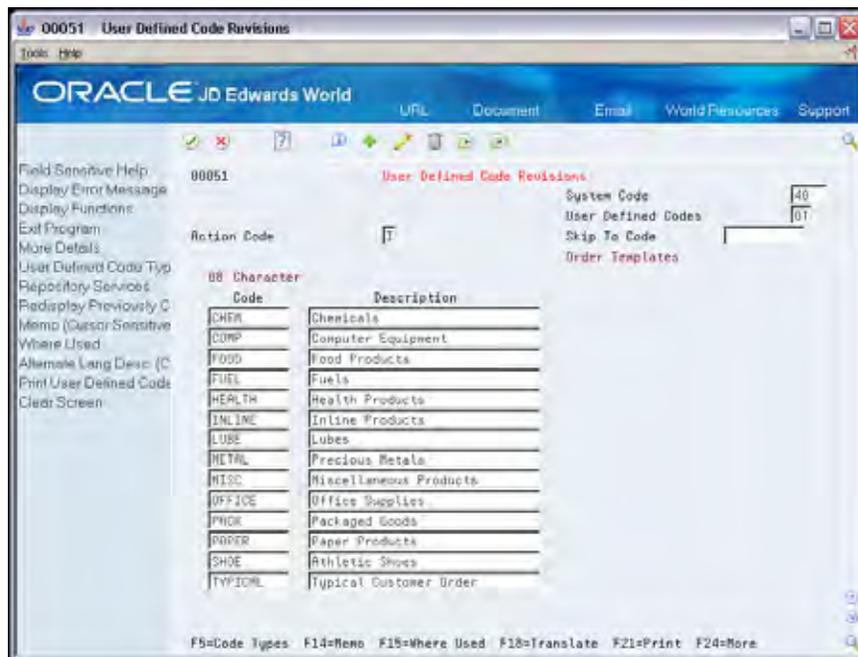
On Order Template Revisions



1. Access the User Defined Codes Window from the following field:
 - Order Template



2. On the User Defined Codes Window, access User Defined Code Revisions.

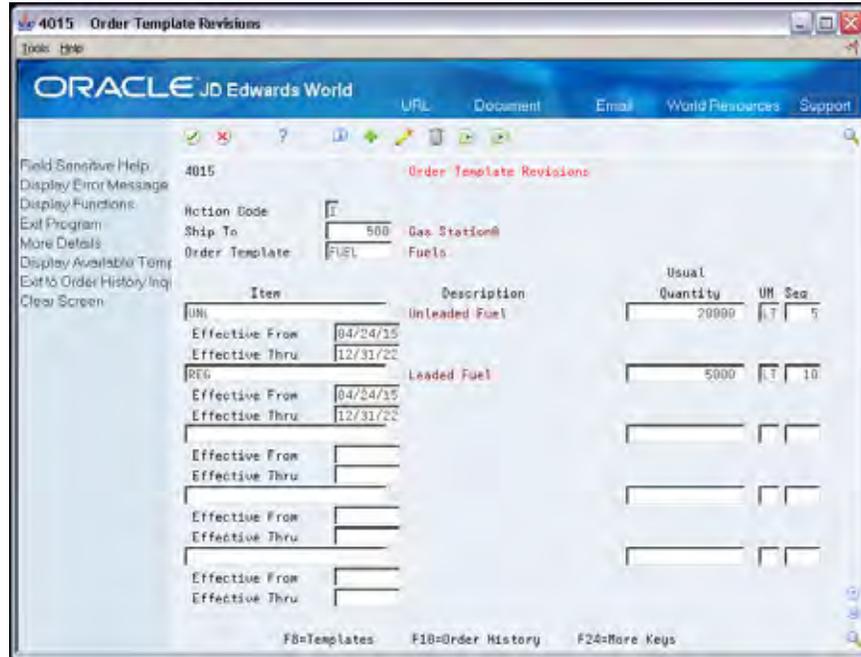


3. On User Defined Code Revisions, complete the following fields to name the template:
 - Character Code
 - Description

See also *Working with User Defined Codes* in the *Technical Foundation Guide*.
4. Return to Order Template Revisions.
5. On Order Template Revisions, complete the following fields:
 - Order Template

- Item

6. Access the fold area.



7. Complete the following optional fields for each item:

- Effective From
- Effective Thru

Field	Explanation
Order Template	A list of items that are most frequently ordered. These items are usually grouped based on the product type such as fuels, lubricants, packaged goods and so forth.
Date - Effective	The date that a transaction, text message, contract, obligation, or preference becomes effective.
Date - Expired	The date that a transaction, text message, agreement, obligation, or preference has expired or been completed.

What You Should Know About

Assigning a standard template

You can create as many standard templates as you need. You use the customer billing instructions to assign one standard template to a customer to display each time an order is entered. However, you can access all of the templates when you enter sales orders.

Creating a Customer-Specific Template (ECS)

You create a customer-specific template to display only when an order is added for a particular customer. You can either fill in all of the information for the template, or you can create a template from a previous sales order.

Complete the following tasks:

- Create a customer-specific template
- Create a customer-specific template from a sales order

Before You Begin

- Set the appropriate processing options for Sales Order Entry and Order Template Revisions to apply to *either* the Sold To customer number or the Ship To customer number

To create a customer-specific template

On Order Template Revisions

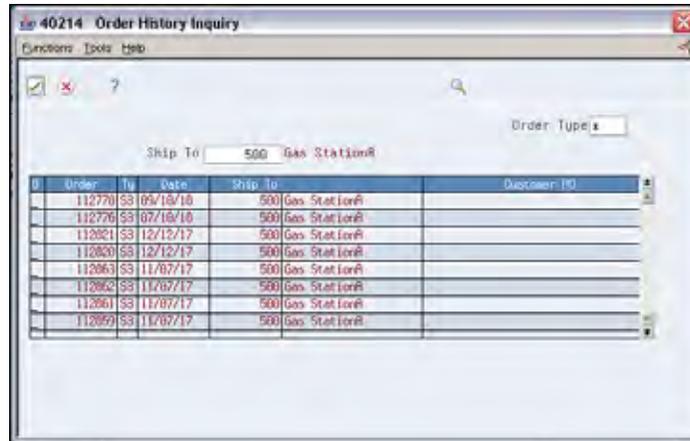
1. Complete one of the following fields:
 - Ship To
 - Sold To
2. Follow the steps to create a standard template.
3. Complete the following optional fields:
 - Usual Quantity
 - Unit of Measure
 - Sequence

Field	Explanation
Units - Usual Ordered	The quantity that is usually ordered.
Unit of Measure	A user defined code (system 00/ type UM) that indicates in what quantity an inventory item is expressed; for example, CS (case) or BX (box).
Sequence Number	A sequence or sort number that the system uses to process records in a user defined order.

To create a customer-specific template from a sales order

On Order Template Revisions

1. Access Order History Inquiry.



2. On Order History Inquiry, complete one of the following fields:
 - Ship To
 - Sold To
3. Review order details to confirm which order you want to use as a template.
4. Choose the order you want to use as an order template.
The system displays the order on Order Template Revisions.
5. On Order Template Revisions, complete the following field:
 - Order Template
6. Type over or accept the default information from the sales order.

What You Should Know About

Assigning a customer's default template

To define a default order template for a customer, you must first create the template and then assign it to the customer in the customer billing instructions.

When you enter an order for this customer, the system displays all templates that you created for the customer in addition to the default template.

See *Setting Up Customer Billing Instructions (ECS)*.

Searching for specific document types

To narrow your search on Order History Inquiry to a specific document type, complete the Order Type field. The system searches the Sales Order Header table (F4201). Therefore, all orders that meet your search criteria appear, including those that have not been updated by the Update Customer Sales program.

Processing Options

See [Order Template Revisions \(P4015\)](#).

Updating an Existing Template (ECS)

To ensure the accuracy and efficiency of the order entry process, you should maintain current templates. You can change the items, quantities, or sequences on any existing template at any time.

To update an existing template

On Order Template Revisions

1. Complete one of the following fields:
 - Ship To
 - Sold To
2. Access the Available Templates window.



The system displays all of the templates assigned to the customer.

3. On Available Templates, choose the template you want to review and update.
4. Change the information in one or more of the following fields:
 - Usual Quantity
 - Unit of Measure
 - Sequence
 - Effective From
 - Effective Thru

Creating a System-Generated Template (ECS)

	From ECS Sales Order Management (G4910), enter 27 From ECS Sales Order Advanced and Technical Ops (G491031), choose Customer Template Rebuild
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You can use the Customer Template Rebuild program to automate the process of creating templates. Customer Template Rebuild creates a template from a customer's established ordering history.

Customer Template Rebuild is a DREAM Writer batch program.

After you have entered orders for a customer and run the Cycle Billing and Update Customer Sales programs, the system creates a record of the customer's ordering history in the Sales Order Detail History table. You can run the Customer Template Rebuild program to do any of the following:

- Create a generic template based on sales history
- Update a template based on current sales patterns
- Change a single order line in a template that contains many order lines

After you choose the version of the Customer Template Rebuild program that you want to run, you must set the data selection criteria to choose a specific customer and to control the selection of items that will appear on the template.

Before You Begin

- Verify that orders exist for the customer in the Sales Order Detail History table.
- Create a UDC name for the template you want the system to generate. See *Working with User Defined Codes* in the *Technical Foundation Guide*.

Processing Options

See [Customer History Template Rebuild \(P42815\)](#).

Preferences

Objectives

- To set up preferences
- To understand the field information and processing that is standard for all preferences
- To set up logical preference groups that meet your business needs at the customer level, the item level, and a combination of these levels

About Preferences (ECS)

You can use preferences to customize the way sales orders are processed. For the ECS Sales Order Management system, JD Edwards World has provided 22 preferences. You can customize these preferences to meet your specific business requirements.

Typically, you create preferences when you have consistent business requirements that differ from the default values for the ECS Sales Order Management system. For example, you can create preferences to suit the needs of:

- Your customer's specific requirements
- Your company's policies
- Regulatory agencies' rules

Complete the following tasks to have the system apply preferences to sales orders:

- Understand preferences
- Set up preferences

Understanding preferences helps you determine if you have a consistent business requirement that is different from the system's default values for sales order processing. To create preferences, complete fields within each preference form by entering standard and specific preference information.

You can perform setup tasks to customize the JD Edwards World predefined preferences for your specific business requirements. As your business grows and changes, you perform the same setup tasks to further customize preferences.

Setting up and using each preference requires careful thought. Your business purpose for using preferences should be considered against the efficient use of the system's processing time. For example, you should not use preferences for occasional variances. In these instances, you can more efficiently use the system

resources by manually entering exception information in the applicable fields of the customer or item form.

How Does the System Use Preferences?

Each preference contains standard fields. You can use these fields to define a preference for:

- A customer
- An item (product)
- A customer group
- An item (product) group
- Any combination of customers (or groups) and items (or groups)

You must activate preferences before the system can use them. When activated, preferences are used by such programs as Sales Order Entry, Trip Creation and Maintenance, Customer Freight Calculation, Supplier Freight Calculation, and Cycle Billing. These programs search for applicable preferences that contain information affecting the customer and item combination for each order line.

For sales order entry, the system uses this information to complete parts of the order. The system uses a hierarchy that you define to find the appropriate customer and item preference.

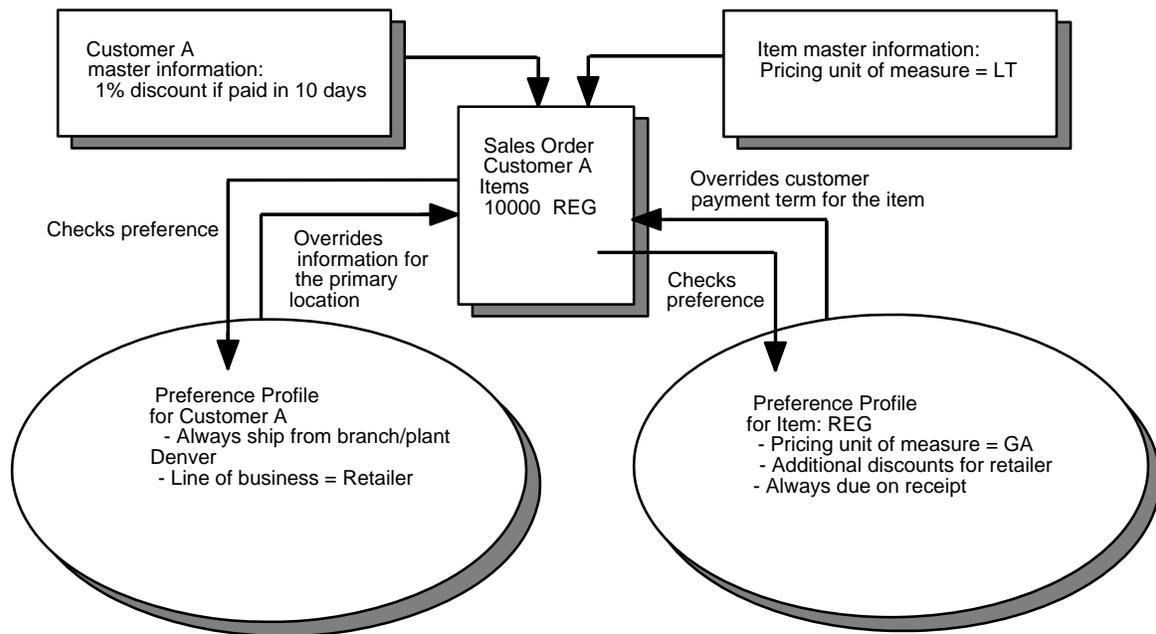
Some preferences override the system's default values. Other preferences are used by the system to add information during different stages of the sales order processing cycle. For example, the system applies the Invoice Cycle preference when the Cycle Billing program runs. As a result, some preference information might not be immediately displayed on the sales order.

The following table lists the Sales Order Entry fields that can be overridden by a preference during sales order entry.

Field	Explanation
Accounting Branch/Plant	Revenue Cost Center
Branch Plant	Inventory Commitment
Carrier	Inventory Commitment
Currency Code	Customer Currency (ECS)
Duty	End Use
End Use	End Use
Line of Business	Line of Business
Load Date	Load/Promise Date (ECS)
Mode of Transport	Inventory Commitment
Payment Instrument	Payment Terms (ECS)

Field	Explanation
Payment Terms	Payment Terms (ECS)
Pricing Unit of Measure	Pricing Unit of Measure (ECS)
Price Codes	User Defined Price Codes 1 and 2
Promised Date	Load/Promise Date
Route Code	Inventory Commitment
Schedule	Price Adjustment Schedule
Status (Last/Next)	Next Order Status (ECS)

Example: Applying a Preference



What Are the Preference Fields?

Preference fields are generally categorized as:

- Key fields
- Search fields
- Definition fields

Key fields are shared by all preferences. You use these fields to enter standard preference information. Key fields are optional. You can use key fields as search criteria to have the system match preferences to sales orders. These fields are found in the header portion of the Preference Profiles Revisions form.

The key fields Customer and Customer Group are mutually exclusive. Likewise, the key fields Item and Item Group are mutually exclusive. That is, you cannot simultaneously use a preference with a customer and a customer group, or with an item and an item group. The system always uses the Customer (or Customer Group) and/or the Item (or Item Group) fields to match preferences to sales orders.

Search fields are marked with a greater than (>) sign next to the field name. The system uses these fields in the same way as it uses key fields. Each preference has search fields unique to its requirements. These fields are found in the detail portion of each preference's Preference Profiles Revisions form. Search fields are optional. You use these fields to further narrow the search criteria specified by key fields. For example, if you indicate that the search field called Branch/Plant should be used as additional selection criteria, the system selects sales orders that match the unique combination of customer, item, and branch/plant criteria.

Preference definition fields are the fields that the system uses to resolve the preferences. Each preference has one or more definition fields unique to its requirements. These fields are found in the detail portion of each preference's Preference Profiles Revisions form. Definition fields are required, although in some cases a valid value can be a blank. Typically, the system uses the values you input in these fields to override or add information on a sales order.

The following table provides a brief overview of each preference.

Preference	Business Purpose	Overrides	When Applied and Where to View
Container Deposit/Rental	Define whether a customer/item combination will be billed for rentals or deposits on containers, on a transaction basis or summary time period, and to override the G/L offset from the item master.	None	Applied by the Container Management Extraction batch program. Typically, this occurs after you enter a sales order and either ship or load confirm product, and before you run invoicing. View the Container Billing Report.
Customer Currency (ECS)	Assign currency for a customer or customer group. Because the system uses Branch/Plant in the search criteria, you can base the currency on the branch/plant for the order. Only one currency code is allowed per order. Note: You cannot use this preference for items and item groups.	Currency Code on Customer Master Information	Applied during entry. View in the Currency Code field in the order header.
Document Distribution (ECS)	Designate specific delivery documents and how many of each to distribute internally and to your customers.	None	Applied during either Bulk/Packaged Load Confirm or Preprint Delivery Documents.
Document Set (ECS)	Define the group of delivery documents to print. You can also assign different document sets by depot.	None	Applied during either Bulk/Packaged Load Confirm or Preprint Delivery Documents. View the document set selected on the Document Selection window.

Preference	Business Purpose	Overrides	When Applied and Where to View
End Use	Define a product's end use and duty status. For example, you might use this preference for regulatory, pricing, or market analysis purposes.	None	Applied during order entry. View end use results in the End Use field in the fold area of an order detail line. View duty status in the Duty field on the order detail line.
Freight (ECS)	Select the freight table that determines freight charges billable to customers or payable to contractors. Designate whether the freight is distance based, zone based, fixed fee, or time based. Also designate whether the freight is billable, payable, or both.	None	Applied when you run the Customer Freight Calculation and Supplier Freight Calculation batch programs to determine the billable and payable freight charges. Normally, this is part of end-of-day processing. You can also calculate billable freight prior to printing delivery documents.
Grade and Potency	Ensure that packaged products selected for delivery are within the customer's allowable grade or potency range. Designed to work in conjunction with the Inventory Commitment preference.	Default grade/potency range from Plant Manufacturing Data (included in the item branch/plant information)	Applied during order entry to the Sales Order Detail table (F4211). View the grade/potency ranges on the Order Detail Information forms.
Inventory Commitment	Specify one or more branch/plants (depots) to use as the supply source when a customer orders a product or group of products. You also specify the minimum of any order that must be filled before the system will select a branch/plant (depot).	Default branch/plant in Sales Order Detail that comes from the order header Branch/Plant field	Applied during order entry. View the source branch/plant, mode of transport, carrier, and route code in the sales order detail.
Invoice Cycle	Establish a special invoice cycle for customers who want to be billed periodically.	None	Applied when you run the Cycle Billing batch program (normally during end-of-day processing, prior to processing invoices). The system reads the preference and loads the scheduled invoice date and cycle into the Sales Order Detail — Tag table (F49211).
Line of Business	Identify a customer's line of business to use as a basis for price adjustments, sales analysis, or other business needs.	None	Applied during order entry. View line of business information in the Line of Business field in the order detail line.

Preference	Business Purpose	Overrides	When Applied and Where to View
Load/Promise Date (ECS)	Calculate the promised delivery date based on the order date, the order lag time (number of days following order entry until a product is loaded), and the leadtime (the number of days in transit). The preference can vary by depot, route, mode, and carrier.	None	Applied during order entry. In the fold area of the order detail line, the Load Date field displays the calculated loading date. The Promised Date field displays the calculated delivery date.
Next Order Status (ECS)	Change the next order status when a customer orders a specific product. By changing the order status after order entry, you can omit one or more steps in the standard processing for an order line or add processing steps.	Default Next Status code in the order activity rules	Applied during order entry. View the next status code in the Status (Last/Next) field in the fold area of an order detail line.
Payment Terms (ECS)	Specify the standard terms of payment for a customer. Payment terms affect invoice due dates and discounts.	Payment terms or instrument that appear on the order header and are set up on Customer Master	Applied during order entry. View payment terms in the Payment Terms or Payment Instrument fields in the fold area of an order detail line.
Price Adjustment Schedule	Use multiple pricing schedules per customer by item or item group.	Default schedule from Customer Billing Instructions	Applied during order entry. View in the Schedule field in the fold area of an order detail line.
Pricing Unit of Measure (ECS)	Set the unit of measure used to price an item and designate whether the price is determined by weight or by the quantity at ambient or standard temperature. You can also indicate the date to base the price on (for example, load date or invoice date) and vary the same customer/item combination by depot. This information is used to determine the correct price when invoices are printed.	Pricing unit of measure on Item Master Information, the price based on date set up in the system constants, and the ambient, standard, or weight defaults from the data dictionary	Applied during order entry. View in the Unit of Measure field that follows the Unit Price on an order detail line. The based on date and ambient/standard or weight information is included in the Sales Order Detail — Tag table (F49211) for later recalculation, but is not visible on order entry forms.

Preference	Business Purpose	Overrides	When Applied and Where to View
Print Messages (ECS)	Print specific messages on selected documents. You can vary print messages based on depot, mode of transportation, carrier, line of business, end use, duty status, and payment instrument.	None	Applied when printed. Documents are printed at different stages in the order processing cycle. For example, a preference applied to a loading note causes the system to print at a different occurrence than when it is applied to an invoice. Unlike other preferences, all print messages at all selected hierarchy positions are cumulative. That is, the system adds print message preferences to any other print messages already set up for the order.
Product Allocation (ECS)	Restrict the amount of product a customer can purchase. Use this preference if demand outstrips supply. You can also use it if a product is produced only for a specific customer or group of customers, and you need to ensure that it is not distributed to others. Note: You receive a product allocation warning message if you enter a quantity on the order detail line that exceeds the allocation limit for a customer. The order is placed on hold if you do not reduce the quantity to the amount of the remaining allocation.	None	Applied during order entry.
Quality (ECS)	Request or require that your company perform a certain test for a particular customer or product. Also request or require that your company meet certain quality standards for a particular customer or product. Note: Test specifications, which you set up on the Product Specification Master form, apply to bulk products only. If a test is requested or required, you must enter test results on the On Vehicle Sampling/Quality form.	None	Applied during Bulk Load Confirm.
Revenue Cost Center (ECS)	Assign the cost center (Accounting Branch/Plant) based on customer, product, or combinations. One reason you might use this preference is for a distributed warehouse operation, where revenue is recognized centrally.	Default branch/plant that comes from the order header Branch/Plant field	Applied during order entry. View the revenue cost center in the Accounting Branch/Plant field in the fold area of an order detail line.

Preference	Business Purpose	Overrides	When Applied and Where to View
Sales Commission (ECS)	Set up sales people and commission rates based on a customer/item combination. You can also vary the information by branch/plant and line of business.	Default Commission Code/Rate data in the Customer Billing Instructions (Page 2)	Applied during order entry. View the sales commission data for an order detail line on the Order Detail Information form.
User Defined Price Codes 1, 2, and 3	Define your own codes to use for unique pricing needs. For example, you might define a price code to identify order lines that need to be repriced when commodity prices are published for a specific period.	None	Applied during order entry. View Price Codes 1 and 2 in the two Price Codes fields in the fold area of an order detail line. Price Code 3 does not display but is included in the Sales Order Detail table (F4211).

Understand Preferences



From ECS Sales Order Management (G4910), enter 27
From ECS Sales Order Advanced and Technical Ops (G491031), choose Preference Profiles

Understanding Preferences (ECS)

Understanding preferences helps you determine if you have a consistent business requirement that differs from the system's default values for sales order processing. This section contains the following:

- [Entering Standard Preference Information \(ECS\)](#)
- [Entering Specific Preference Information \(ECS\)](#)

All preferences share common fields where you enter standard preference information. You must enter this information for each preference in the header portion of the Preference Profile Revisions form.

Each preference has additional fields unique to its requirements where you enter specific preference information. You enter this information for each preference in the detail portion of the Preference Profile Revisions form.

You can locate a specific preference to view how the preference has been defined. You can also locate preferences to determine if preferences exist for a customer and item combination before creating a new preference.

Note: If preferences already exist for the customer and item combination, you should determine the strategy of their use before creating another preference that might conflict with existing preferences.

Before You Begin

- Closely analyze your business requirements and the selection criteria for creating a preference. See *About Preferences (ECS)*.
- Activate each preference that you want the system to use during processing. Only active preferences are applied during the order processing cycle.
- Verify that appropriate default UDCs exist for each preference you want to use. See *Working with User Defined Codes* in the *Technical Foundation Guide*.

What You Should Know About

Alternate entry format	You can also create preferences using the Profiles by Customer/Item form.
Adding a note about a preference	<p>You might find it helpful to attach descriptive or informational comments to a preference. These attachments can help you identify which preference you want to work with.</p> <p>Choose the Memo option for a preference to access the Preference Text window to review or add informational text to that preference.</p>

Using Profiles by Customer/Item

The procedures for creating preferences by customer/item are the same as those for creating preference profiles. See *Preference Profiles* for more information.

Adding a note about a preference

You might find it helpful to attach descriptive or informational comments to a preference. These attachments can help you identify which preference you want to work with.

Choose the Memo option for a preference to access the Preference Text window to review or add informational text to that preference.

Entering Standard Preference Information (ECS)

All preferences share common fields, called key fields, where you enter standard preference information. You must enter this information for each preference in the header portion of the Preference Profile Revisions form.

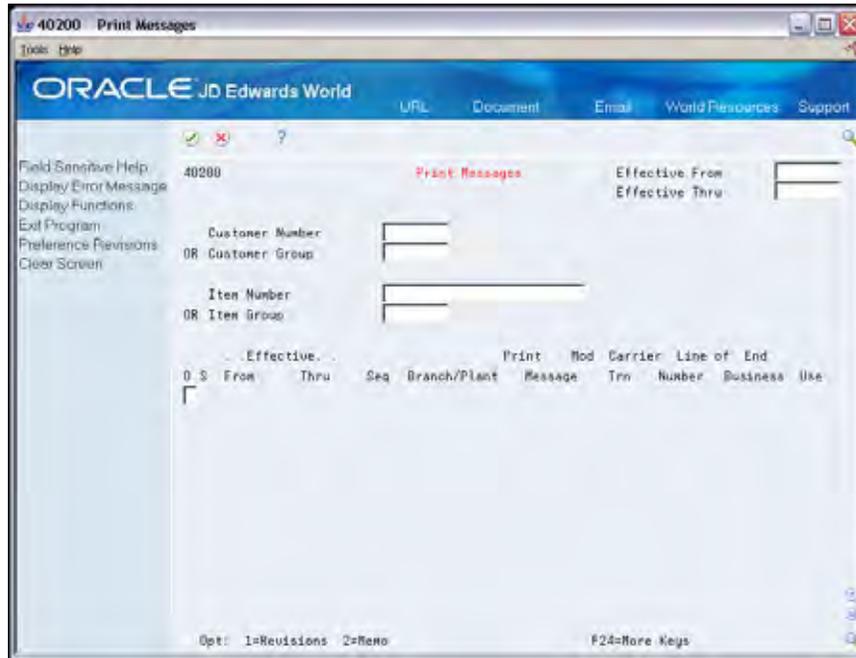
When entering standard preference information, you can also specify a sequence number. You use sequence numbers to determine the order that the system searches for preference records with otherwise identical fields. For example, if you want to set up a preference for a customer and item combination and vary the preference by an additional key field, you need to sequence your preference records. If you set the sequence for a preference with Business Unit A at 1, the sequence for Business Unit B at 2, and all other depots at 999, you can ensure that the system searches for the preferences for Business Units A and B before using the preference that applies to all other business units.

Consequently, you need to use care when sequencing preference records. If the preference that applies to all depots has a sequence number of 1, the more specific preferences for Depots A and B will not be found, because the system first finds the preference that applies to all depots. If you set up sequence numbers in increments, you can insert new preferences at a later date.

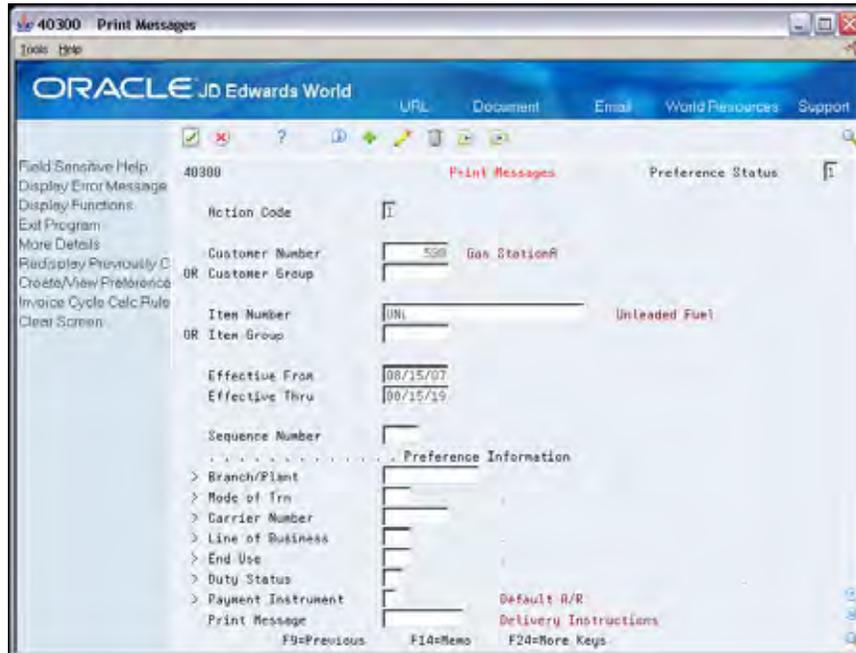
To enter standard preference information

On Preference Profiles

1. Choose the preference you want to create.
2. Access the Preference Inquiry form.



3. On Preference Inquiry, access the Preference Profile Revisions form.



4. On the Preference Profile Revisions form, complete one or more of the following fields in the header portion of the form:
 - Customer Number
 - Customer Group
 - Item Number
 - Item Group
 - Sequence Number
5. If displayed, complete the following fields:
 - Effective From and Effective Thru
 - Quantity From and Quantity Thru
 - Unit of Measure as Input

Field	Explanation
Customer Number	<p>A number that identifies an entry in the Address Book system. Use this number to identify employees, applicants, participants, customers, suppliers, tenants, special mailing addresses, and so on.</p> <p style="text-align: center;"><i>Form-specific information</i></p> <p>If you leave both the Customer Number and Customer Group fields blank, the system applies the preference to all customers.</p>
Item Number	<p>A number that the system assigns to an item. It can be in short, long, or 3rd item number format.</p> <p style="text-align: center;"><i>Form-specific information</i></p> <p>Enter the number of the item for which you want to define a preference. You can define the preference for the item only or for the item and a customer or customer group.</p> <p>If you leave both the Item Number and Item Group fields blank, the system applies the preference to all items.</p>
Effective From	<p>The date that a transaction, text message, contract, obligation, or preference becomes effective.</p> <p style="text-align: center;"><i>Form-specific information</i></p> <p>Leave this field blank if you want the preference to become effective today.</p> <p>Use the Enable Effective Dates (Y/N) field on Preference Master to activate or deactivate the display of this field.</p>

Field	Explanation
Effective Thru	<p>The date that a transaction, text message, agreement, obligation, or preference has expired or been completed.</p> <p><i>Form-specific information</i></p> <p>If you do not enter a date in this field, the system enters a date that you defined during system setup.</p> <p>If you want the preference in effect for an unlimited amount of time, leave this field blank and allow the system to enter the default. The system checks for the effective period during sales order processing.</p> <p>Use the Enable Effective Dates (Y/N) field on Preference Master to activate or deactivate the display of this field.</p>
Quantity From	<p>The quantity at which a preference or price adjustment becomes valid.</p> <p><i>Form-specific information</i></p> <p>If you do not enter a quantity, the system uses 0.</p> <p>Use the Enable Effective Quantity (Y/N) field on Preference Master to activate or deactivate the display of this field.</p>
Quantity Thru	<p>The quantity at which a preference becomes invalid.</p> <p><i>Form-specific information</i></p> <p>If you do not enter a quantity, the system enters a number defined during system setup.</p> <p>Use the Enable Effective Quantity (Y/N) field on Preference Master to activate or deactivate the display of this field.</p> <p>You must also enter the unit of measure for the quantity in the unmarked field next to Quantity Thru. If the preference is in effect for all quantities, leave the Quantity From and Thru fields blank. The system supplies the default minimum and maximum quantities. You must enter a valid unit of measure for the quantities.</p>
Unit of Measure as Input	<p>A user defined code (system 00/ type UM) that indicates in what quantity an inventory item is expressed; for example, CS (case) or BX (box).</p> <p><i>Form-specific information</i></p> <p>If you use quantities for a preference, you must enter a unit of measure code.</p> <p>NOTE: The system does not perform unit of measure conversions. If you want the preference to apply to an item in multiple units of measure, you must enter a preference for each.</p>

Field	Explanation
Sequence Number	<p>A sequence or sort number that the system uses to process records in a user defined order.</p> <p><i>Form-specific information</i></p> <p>Use this field when you have multiple preferences for the same customer/item combination, effective period, and quantity range. The sequence determines the order that the system searches for preference records with otherwise identical fields. The system searches records in ascending numerical order, that is, from lowest to highest.</p>

What You Should Know About

Using group fields

For each preference there is a unique field for customer group and a unique field for item group. You use these fields to create values for customer and item groups in the user defined code.

The Customer Currency (ECS) preference forms (P40200EC and P40300EC) do not have an Item or Item Group field. These fields are not applicable to the Customer Currency (ECS) preference.

See Also

- Defining the Order of Preferences (P40070)
- *Defining the Display of Specific Preference Fields* for information about effective date and quantity fields
- *Understanding Preference Fields (ECS)* in Appendix A for information and tables of key, search, and preference definition fields

Entering Specific Preference Information (ECS)

All preferences have unique fields where you enter specific preference information. You enter this information for each preference in the detail portion of the Preference Profile Revisions form. These specific preference fields are:

- Search fields
- Definitions fields

Search fields are marked with a greater than (>) sign next to the field name. The system uses these fields in the same way as it uses key fields. Each preference has search fields unique to its requirements. These fields are found in the detail portion of each preference's Preference Profiles Revisions form. Search fields are optional. You use these fields to further narrow the search criteria specified by key fields. For example, if you indicate that the search field called Branch/Plant should be used as

additional selection criteria, the system selects sales orders that match the unique combination of customer, item, and branch/plant criteria.

Preference definition fields are the fields that the system uses to resolve the preferences. Each preference has one or more definition fields unique to its requirements. These fields are found in the detail portion of each preference's Preference Profiles Revisions form. Definition fields are required, although in some cases a valid value can be a blank. Typically, the system uses the values you input in these fields to override or add information on a sales order.

See Also

- *Understanding Preference Fields (ECS)* in Appendix A for information and tables of key, search, and preference definition fields

To enter specific preference information

On Preference Profiles

1. Choose the preference you want to create.
2. Access the Preference Inquiry form.

3. On the Preference Inquiry form, access the Preference Profile Revisions form.

- On the Preference Profile Revisions form, complete the specific preference information in the detail portion for each preference you create.

The following paragraphs describe each preference in greater detail. The descriptions in this chapter are presented in alphabetical order.

Understanding the Container Deposit/Rental Preference

Use the Container Deposit/Rental preference to specify three aspects of Container Management:

- Deposit or Rental for a Customer/Item. You can specify that a customer/item combination will be billed for rentals or deposits on the containers.
- Transaction or Summary Level Billing. You can specify that a customer/item combination will be billed for container deposits on a transaction by transaction basis or on a summary period. You can specify summary periods over a given period (set up in the Invoice Cycle preference) for the empty container.
- Override the G/L Offset from the Item Master. When you define a Container Deposit/Rental preference, Container Management uses the preference's G/L offset in the sales order it creates for container deposits and rentals. The system uses this G/L offset instead of that defined in the Item Master. This allows you to separate potential sales of empty containers from the actual deposits.

Before You Begin

- Ensure that you create the G/L offset account for container deposits and rentals

What You Should Know About

Using default information	The Container Deposit/Rental preference is applied by the Container Management Extraction program. Typically, you run this program during end-of-day operations. It extracts a sales order from the Sales Order Management system and applies preference information for each matched customer/item combination. If no match is found, the system uses the data dictionary default and assigns each customer as a deposit customer with summary level billing.
Viewing the Container Billing Report	You can use the Container Billing Report to determine how preferences are applied. This report shows items that either have a transaction by transaction detail or a summary detail level. Also, the report presents different formats for deposit and rental customers.

Understanding the Customer Currency (ECS) Preference

Use the Customer Currency (ECS) preference to assign a currency code to a customer number or to a customer group. Unlike other preferences, this preference does not include the item or item group, because the currency code must be the same for all items on an order.

This preference overrides the default currency code from Customer Master Information in the order header record. You must still include the customer currency in the Customer Master Information. This is because accounts receivable processing does not check preferences. Instead, it uses currency from each order detail line.

The header currency code applies to all detail lines in the order. Therefore, when you rely solely on the Customer Currency (ECS) preference to set the order's currency code, you can have only one currency code per order.

The Customer Currency (ECS) preference can be defined for a specific selling branch/plant or for all branch/plants. For example, if your company sells jet fuel to international airlines, the order might be in French francs from a depot in France and British pounds from a depot in the United Kingdom.

Before You Begin

- Activate foreign currency to process this preference
- Set up exchange rates for the foreign currency to the base currency

Understanding the Document Distribution (ECS) Preference

Use the Document Distribution (ECS) preference to define how many extra copies of a delivery document you want printed and who you want to receive copies. For a customer and item combination, you define:

- The trip depot
- The document code of the document to be printed

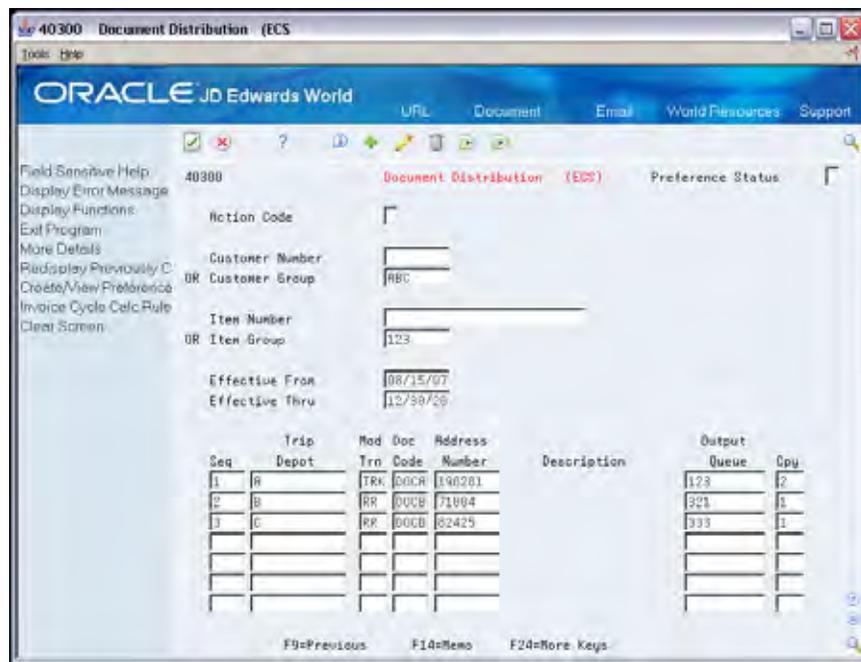
- The person who will receive each copy
- The number of copies to print

You use this preference to control printing of delivery tickets, priced delivery tickets, and invoices. You can also use this preference to print custom documents (those not programmed by JD Edwards World), such as certificates of analysis.

The system applies Document Distribution (ECS) preferences either during the Bulk/Packaged Load Confirm process or at Preprint Delivery Documents.

The system allows you to specify this preference with multiple line entries. In this case, you should include the sequence number with the unique preference information in place of the standard information fields.

Example: Document Distribution (ECS) Preference



As defined in the sample form above, the system applies the following preference setup whenever a customer assigned to customer group “ABC” orders a product assigned to item group “123”.

Shipped By	Shipped From	Documents	Number of Copies	To Whom	Where
Truck	Depot A	Document A	2 copies	Address 198281 - Freight Shipping Manager	Printer 123
Rail	Depot B	Document B	1 copy	Address 71004 - Shipping Manager	Printer 321
Rail	Depot B	Document B	1 copy	Address 82425 - Tracking Manager	Printer 333

See Also

- *Load and Delivery Management Guide* for information on the Bulk/Packaged Load Confirm process and the Preprint Delivery Documents process

Understanding the Document Set (ECS) Preference

Use the Document Set (ECS) preference to identify the set of delivery documents for a particular customer and item combination. The Document Set name is linked to the Document Set Assignment form where the individual document sets are assigned.

If you are using delivery documents, you must define at least one Document Set (ECS) preference. How you define the preference depends on types of products, such as bulk or lubes, or whether your customer is foreign or domestic. You can also vary the preference by branch/plant.

The system applies Document Set (ECS) preferences when documents print during the following stages:

- Bulk/Packaged Load Confirm
- Preprint Delivery Documents

At the end of each stage, you can view or change the document set information on the Document Selection form.

Example: Document Set (ECS) Preference

Generally, companies create separate Document Set (ECS) preferences for bulk and packaged products. This example summarizes an efficient method to set up two Document Set (ECS) preferences so that the appropriate document sets are shipped with each product.

1. Create an item group for bulk products.
2. Assign a Document Set (ECS) preference to the bulk item group.
3. Set up another Document Set (ECS) preference for all items and all customers by leaving the Customer, Customer Group, Item, and Item Group fields blank.
4. Set up the preference hierarchy for the Document Set (ECS) preference so that:
 - Item Group/All Addresses is first in the hierarchy.
 - All Items/All Addresses is second in the hierarchy.

When the system processes the Document Set (ECS) preference during Load Confirm, the preference hierarchy causes the system to first search for an Item Group preference. If the item in the sales order line is a bulk item and you have assigned it to the item group, the system uses the document set for bulk products. Otherwise, the system uses the default values and issues the document set for all items and all customers. In this case, the system uses the document set for packaged products because you have not assigned packaged products to the bulk product item group.

What You Should Know About

Document sets and cycle billing requirements

When you set up a Document Set (ECS) preference, verify that it does not conflict with an Invoice Cycle preference for the customer and item combination. Cycle billing (deferred invoicing) and delivery document invoicing are mutually exclusive.

- To generate the invoice with the delivery documents, choose a document set that includes a primary invoice.
- To generate the invoice on a cyclical basis (such as weekly or monthly), run the Cycle Billing and Periodic Invoice programs.

See also *Understanding the Invoice Cycle Preference*.

See Also

- *Creating Document Sets and Creating a Document Set Preference* in the *Load and Delivery Management Guide* for information on creating document set codes

Understanding the End Use Preference

Use the End Use preference as system criteria for applying price adjustments. You can also use this preference to set up a duty paid or duty free status for stock that is commingled for duty.

End use refers to the customer's end use of the product. For example, you might be required to charge different prices for the same item depending on its end use. A product specific to aviation might have a special duty applied where the amount of duty might depend on end use, in this case, different duty amounts based on different airports.

Understanding the Freight (ECS) Preference

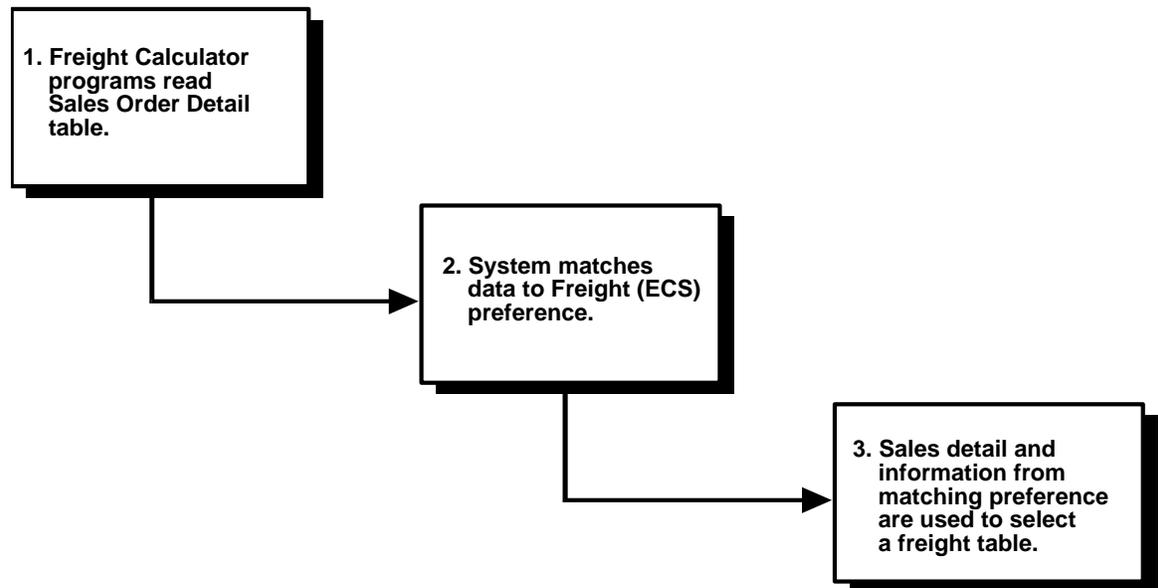
Use the Freight (ECS) preference to link the sales order detail line to a freight table. The system uses freight tables to determine freight charges based on distance, zone, or fixed fee. The system also uses freight tables to determine whether the freight is billable, payable, or both. Use the Freight (ECS) preference to specify a freight table for a customer/customer group and item/dispatch group.

The Freight (ECS) preference differs from other preferences in that it does not have an Item Group selection. Instead, it uses the same dispatch groups that are used by the Load and Delivery Management system to group products for dispatch.

The Freight (ECS) preference works in conjunction with freight tables. You define your Freight (ECS) preferences based on your distance-based, zone-based, or fixed-fee-based freight tables. You can specify one or more freight tables, for example, if you charge a customer a fixed fee and an additional distance-based fee for the same item or dispatch group.

You must also designate whether the freight charge is billable to customers, payable to contractors, or both. Branch/Plant and Mode of Transport are optional search fields.

The system applies the Freight (ECS) preferences when you run the Customer Freight Calculator and Supplier Freight Calculator batch programs to determine billable and payable freight charges. Normally, this is part of end-of-day processing. However, billable freight charges can also be calculated prior to printing delivery documents.



Before You Begin

- Before setting up Freight (ECS) preferences, determine the following:
 - Whether freight is billable to the customer, payable to a contractor, or both
 - If freight will be calculated by each delivery to a customer, by each sales detail line, or for each trip by a contractor
 - If the distance-based, zone-based, fixed-fee-based, or a combination of freight tables will be used
 - If the tariff code will be used for any of the freight tables in this preference

Example: Freight (ECS) Preference

A contractor delivers the following items to Customer A (the lines can be from the same sales order or from different sales orders):

- Line 1 10,000 GA UNLEAD
- Line 2 5,000 GA DIESEL

On the same trip, the contractor delivers the following items to Customer B:

- Line 1 50,000 GA UNLEAD
- Line 2 16,000 GA DIESEL

If the Delivery/Line/Trip field is L (line), each customer's freight charges are calculated separately for Line 1 and Line 2.

If the Delivery/Line/Trip field is D (delivery), each customer's freight charges are calculated for the sum of all lines in the delivery. This means that for Customer A, the quantities are added and the freight is calculated based on the total of 15,000 gallons. Freight charges for Customer B are based on a total of 66,000 gallons. If freight rates give the customer or carrier a price break based on quantity, the freight charges will be lower when they are calculated for a delivery.

If the Delivery/Line/Trip field is T (trip), the carrier's freight charges are calculated for the sum of all lines in the trip. This means that the quantities in the lines for both Customer A and Customer B are added and the freight is calculated based on a total of 81,000 gallons.

See Also

- *Creating Freight Tables and Working with Freight Calculator Programs in the Load and Delivery Management Guide*

What You Should Know About

Using the dispatch group for the Freight (ECS) preference

The Freight (ECS) preference forms (P40200EC and P40300EC) do not have an Item Group field. Instead, the system supplies the Dispatch Group field. Generally, you specify freight according to the type of products that you are delivering. You organize similar products by dispatch group.

This field is typically more restrictive than the Item Group field. For example, you typically assign freight to items of a similar dispatch group, such as fuels or lubricants.

Understanding the Grade and Potency Preference

Use the Grade and Potency preference to select inventory for a customer based on a specific grade or potency range for an item. You can set up base pricing by an item's grade or potency. You could use this preference if a customer requires a grade/potency range that differs from the standard range you define for an item through item branch/plant information.

Note: Because bulk products cannot be selected by grade or potency or load confirmed by lot, you should use this preference only for packaged products.

The Grade and Potency preference works in conjunction with the Inventory Commitment preference and the commitment method to determine the availability of products. The preference causes the system to ensure that available quantities are within a customer's specified grade/potency parameters.

In addition, the system uses the value you enter in the Days Expired Before field of the Grade and Potency preference to determine if the expiration date is within the customer's allowable days. This ensures the availability of product will be the

quantity of the grades or potencies that the customer allows and within an expiration date.

You can only use the Grade and Potency preference if either the Potency Control or the Grade Control is activated for the item. This is done on the Plant Manufacturing Data form that is part of the Item Branch/Plant Information. You typically use this preference only if a customer requires a grade or potency range that differs from the standard ranges set up in the Item Branch/Plant Information.

You cannot specify both grade and potency for the same item. However, when you create the Grade and Potency preference, the system displays both the Grade and Potency fields. This display occurs regardless of the status of the Potency Control and Grade Control setting on the Plant Manufacturing Data form. Therefore, you must be aware of how the system is set up prior to creating a Grade and Potency preference.

If the grade and potency activation settings are not properly enabled on the Plant Manufacturing Data form, the system will not prevent you from creating a Grade and Potency preference. Also, the system does not prohibit you from completing both the Grade and Potency fields, although this is a violation of data entry rules. These rules state that you may specify only one field (Grade or Potency) for the same item. In either case, the system will not apply preference information that conflicts with activation settings or data entry rules.

Example: Applying a Grade and Potency Preference for Grades

If a customer preference is set to accept grades A and B only, the system checks for product availability of those grades only. For example:

- Location 1 has 500 quantity available of Grade A stock.
- Location 2 has 1000 quantity available of Grade B stock.
- Location 3 has 2000 quantity available of Grade C stock.

Only Locations 1 and 2 have product available for this customer. The quantity available is 1500 because this customer does not accept grade C. The system performs availability checking using the values of the Grade and Potency fields. The system eliminates any grades or potencies that are not within the range.

Example: Applying a Grade and Potency Preference for Potency

When you set up a potency preference, you define the allowable percentage of active ingredients for an item. The From Potency field should contain a smaller percentage than the Thru Potency field. For example:

- From Potency: 60.000
- Thru Potency: 75.000

The system commits inventory for this customer and item combination only for lots when the potency is greater than or equal to 60% and less than or equal to 75%.

What You Should Know About

Sales order fields updated When you place orders that meet the criteria of a Grade or Potency preference, the following fields are updated in the Sales Order Detail table:

SDFRGD	From Grade
SDTHGD	Thru Grade
SDFRMP	From Potency
SDTHMP	Thru Potency
SDEXDP	Days Before Expiration

Understanding the Inventory Commitment Preference

Use the Inventory Commitment preference to:

- Specify that each order line be filled from one or more branch/plants based on customer/customer group or item/item group
- Specify the branch/plants where you want products shipped from
- Determine the percentage of the order that a branch/plant must be able to fill before it is selected by the system
- Specify the mode of transport and carrier information in the sales detail line

If you use this preference to specify the branch/plants where you want products shipped from, use the Sequence Number and Branch/Plant fields to control the product's Ship From location. You can then sequence the preferences to establish a priority order.

If you use this preference to determine the percentage of the order to be filled from each branch/plant, use preference sequences to establish an order. If a branch/plant can fill 100% of an order, it will be the only branch/plant selected by the system. If the order can not be filled from any branch, the system creates a backorder on the branch/plant with the lowest sequence number.

The system applies this preference during sales order entry. You can view the specified source branch/plant in the Branch/Plant field in the fold area of an order detail line. Additionally, the system uses this preference to fill the Mode of Transport and Carrier fields on the sales order detail. These two fields are used by the system to control the Freight (ECS) preference.

You must activate this preference separately from all other preferences.

Example: Inventory Commitment Preference

The Percent to Fill field provides you with the flexibility to fill an order line from one or more branch/plants. The Inventory Commitment preference works in conjunction with the system's normal checking done for quantity available, and adds a check on all branches defined in the preference.

As each branch is checked, the order will be shipped from any one branch that can fill the entire order. Depending upon the number you typed in the Percent to Fill field, a portion of the order line can be filled from one or more branch/plants.

Percent to Fill Value	System Action
0%	The system performs normal processing. The system performs no checking for the quantity on hand, and regardless of the quantity on hand, it is shipped to fill the order.
1 to 99%	The system requires that any branch must be able to fill the quantity specified. If the branch can fulfill the percentage, the quantity available is shipped and the remainder carried to the next branch. The system checks each branch to determine if the quantity can be shipped.
100%	<p>The system requires that the branch must be able to ship the entire quantity. This prevents shipping from multiple branches, but allows the system to check all branches to determine if the entire quantity can be shipped.</p> <p>If you specify a Percent to Fill value of 100% for each of several branch/plants, an order can only be filled from a single branch/plant that has sufficient on-hand quantity to fill the order. If no branch/plant has sufficient quantity to fill 100% of the order, the order is put on backorder or partially shipped from the first preference.</p>

The following table identifies the action that the system performs based on the value in the Percent to Fill field.

0%	The system performs normal processing. The system performs no checking for the quantity on hand, and, regardless of the quantity on hand, it is shipped to fill the order.
1 to 99%	The system requires that any branch must be able to fill the quantity specified. If the branch can fulfill the percentage, the quantity available is shipped and the remainder carried to the next branch. The system checks each branch to determine if the quantity can be shipped.
100%	<p>The system requires that the branch must be able to ship the entire quantity. This prevents shipping from multiple branches, but allows the system to check all branches to determine if the entire quantity can be shipped.</p> <p>If you specify a Percent to Fill value of 100% for each of several branch/plants, an order can only be filled from a single branch/plant that has sufficient on-hand quantity to fill the order. If no branch/plant has sufficient quantity to fill 100% of the order, the order is put on backorder or partially shipped from the first preference.</p>

The following table shows an example when an order is placed for a quantity of 500.

Branch/Plant: Quantity Available	Percent to Fill as set up in Preference	Minimum Order Quantity to Fill	Result
Depot A: 100	50%	250	Do not ship from this branch because the available branch/plant quantity is less than the minimum order quantity.
Depot B: 400	80%	400	Ship 400 from this branch.
Depot C: 96	95%	95	Ship 96 from this branch because the available branch/plant quantity is at least 95% of the order balance of 100.
The system backorders the remaining quantity of 4 to Depot B.			

Before You Begin

- Verify that the sales order entry preference options for inventory commitment are blank

See Also

- *Understanding the Freight (ECS) Preference*
- *Activating Preferences (ECS)*

Understanding the Invoice Cycle Preference

Use the Invoice Cycle preference to establish a special invoice cycle for a customer and item combination. The invoice cycle controls when the invoice is generated. For example, one customer might prefer a monthly invoice at the end of the month for all shipments made during that month. Another customer might want a daily invoice.

If you create an Invoice Cycle preference for a customer, ensure that the document set printed before or during the load confirm process does not include a primary invoice. If it includes a primary invoice, the system will not apply the Invoice Cycle preference.

After orders are confirmed for delivery, they are processed by the Cycle Billing program. The program accesses the Invoice Cycle preference and calculates the scheduled invoice date based on the invoice cycle, invoice calculation rules, and scheduled invoice date ranges.

What You Should Know About

Invoice cycle calculation rules and scheduled invoice dates

The Cycle Billing program uses invoice calculation rules and other key dates, along with the invoice cycle, to calculate the scheduled invoice date. Generally, these are set up during the install process. Scheduled invoice dates are revised, at a minimum, on an annual basis. You can access these programs from the Invoice Cycle preference form. You do not have to set up rules and dates each time you add a preference unless you have not defined a rule for the invoice cycle.

Consolidated invoices

Some customers prefer to have invoice consolidation, which is a single invoice for multiple sales orders instead of a separate invoice for each sales order. This preference does not consolidate invoices.

To consolidate invoices, set the Invoice Consolidation flag in customer billing instructions to Y (Yes). Then, set up an Invoice Cycle preference to schedule invoicing according to the customer's requirements.

Document sets and cycle billing

When you set up an Invoice Cycle preference, verify that it does not conflict with the document assigned to the customer and item.

See also *Understanding the Document Set (ECS) Preference*.

Understanding the Line of Business Preference

Use this preference to specify a customer's line of business. Line of business preferences can be set for customer and item combinations.

Your business can derive useful data for sales analysis when you define line of business preferences. You can write your own World Writer Reports to produce reports by line of business. Price adjustments can be based on line of business.

This preference is applied during sales order entry. You can view line of business information in the LOB field in the sales order detail line.

See Also

- *Advanced Pricing Guide*

Understanding the Load/Promise Date (ECS) Preference

Use the Load/Promise Date (ECS) preference to calculate the date to load the product and the promised delivery date for an item or item group based on the order date.

When you set up this preference, you must define:

- **Lag Days** — the minimum number of days between order entry and scheduled load date

- **Leadtime Transit** — the number of days that goods are in transit between load and delivery

You can also vary this preference by branch/plant, route, mode of transportation, and carrier. The Load/Promise Date (ECS) preference is a convenient way to set up promise date calculations for groups of items.

When the Load/Promise Date (ECS) preference is applied, the system calculates the load date using a special calendar that defines standard working days. To determine the promised delivery date, the system then adds the delivery leadtime to the load date.

The Sales Order Entry program uses the lag days and leadtime days you specify in the preference to calculate the promised delivery date for the item or item group in the preference. The Promised Date field appears in the fold area of the order detail line.

Example: Applying Load/Promise Dates

The following examples are based on the November 1998 Route Work Day calendar and assume that four lag days and five leadtime transit days are specified in the preference.

Action	Result
Order taker manually enters a load date	<p>The program enters the promised date in advance:</p> <ul style="list-style-type: none"> ▪ Sales Order Entered: Friday 11/6/98 ▪ Load Date Entered: Thursday 11/12/98 ▪ Promised Date Calculated: Tuesday 11/17/98 <p>The system calculates the promised date by adding the leadtime transit days to the load date.</p>
Order taker manually enters a promised date	<p>The program backschedules the load date. The system subtracts the leadtime transit days from the promised date to calculate the load date:</p> <ul style="list-style-type: none"> ▪ Sales Order Entered: Friday 11/6/98 ▪ Promised Date Entered: 11/23/98 ▪ Load Date Calculated: Wednesday 11/18/98 <p>A warning appears if the ship date is prior to today.</p>
Order taker leaves Promised Date and Load Date fields blank	<p>The program calculates the promised date by adding the lag days to the leadtime transit days from the preference to the sales order date:</p> <ul style="list-style-type: none"> ▪ Sales Order Entered: 11/3/98 ▪ Load Date Calculated: 11/9/98 ▪ Promised Date Calculated: Saturday 11/14/98

Action	Result
System calculates a load date that is less than the sales order entry date	<p>The program schedules the promised date in advance by placing the order date plus the lag time into the load date and then adding the leadtime to the load for the promised date:</p> <ul style="list-style-type: none"> ▪ Sales Order Entered: 11/6/98 ▪ Requested Date Entered: Friday 11/13/98 ▪ Load Date Would Need To Be: Monday 11/2/98 <p>The system recalculates to indicate the actual load and promise dates:</p> <ul style="list-style-type: none"> ▪ Sales Order Entered: Friday 11/6/98 ▪ Load Date Calculated: Thursday 11/12/98 ▪ Promised Date Calculated: Tuesday 11/17/98

The following table identifies possible actions and their results.

Order taker manually enters a load date	<p>The program enters the promised date in advance:</p> <ul style="list-style-type: none"> ▪ Sales Order Entered: Friday 11/6/98 ▪ Load Date Entered: Thursday 11/12/98 ▪ Promised Date Calculated: Tuesday 11/17/98 <p>The system calculates the promised date by adding the leadtime transit days to the load date.</p>
Order taker manually enters a promised date	<p>The program backschedules the load date. The system subtracts the leadtime transit days from the promised date to calculate the load date:</p> <ul style="list-style-type: none"> ▪ Sales Order Entered: Friday 11/6/98 ▪ Promised Date Entered: 11/23/98 ▪ Load Date Calculated: Wednesday 11/18/98 <p>A warning appears if the ship date is prior to today.</p>
Order taker leaves Promised Date and Load Date fields blank	<p>The program calculates the promised date by adding the lag days to the leadtime transit days from the preference to the sales order date:</p> <ul style="list-style-type: none"> ▪ Sales Order Entered: 11/3/98 ▪ Load Date Calculated: 11/9/98 ▪ Promised Date Calculated: Saturday 11/14/98

System calculates a load date that is less than the sales order entry date

The program schedules the promised date in advance by placing the order date plus the lag time into the load date and then adding the leadtime to the load for the promised date:

- Sales Order Entered: 11/6/98
- Requested Date Entered: Friday 11/13/98
- Load Date Would Need To Be: Monday 11/2/98

The system recalculates to indicate the actual load and promise dates:

- Sales Order Entered: Friday 11/6/98
- Load Date Calculated: Thursday 11/12/98
- Promised Date Calculated: Tuesday 11/17/98

What You Should Know About

Lag day and leadtime calculation

When you enter the lag days, the load date is calculated using the Route Work Day calendar (user defined code table 42/WD = Route). Holidays and weekends are excluded from the calculation of the load date. The load date is automatically extended if non-working days occur within the lag time.

The leadtime calculation does not use the Route Work Day calendar. Holidays and work days are included as in-transit days.

You can access the Route and other Work Day Calendars from the Miscellaneous Updates menu.

See Also

- *Setting Up the Work Day Calendar in the Load and Delivery Management Guide*

Understanding the Next Order Status (ECS) Preference

Use the Next Order Status (ECS) preference to skip or insert processing steps after sales order entry. The processing flow is determined by the order activity rules. The Next Order Status (ECS) preference overrides the next step in the order activity rules. You should only use this preference to change the steps after you enter an order.

For example, you might want to send an Electronic Data Interchange (EDI) order acknowledgement for a specific customer and item combination. For another customer, you might want to skip the trip maintenance and load confirmation steps defined in the order activity rules.

The order activity rules determine which steps you can skip. For example, to skip from Enter Sales Order (Status 520) to another status step, you must choose one of the Other Allowed status codes. You could not skip from Enter Sales Order to Cycle

Billing (Status 580) because the order activity rules stipulate that the next status can only be 562 or 564.

Caution: During preference setup, the system does not prohibit you from entering invalid activity/status codes. However, during sales order processing, the system highlights fields on the sales order to indicate that you have entered an invalid activity/status code.

Before You Begin

- Determine the order activity rules and the steps that can be skipped in the process flow.
- Verify that the order activity rules and the Other Allowed status information are valid. The Other Allowed codes for order activity rules can vary by company. Anyone with authority to set up a Next Order Status (ECS) preference should have the rules and information available.

Understanding the Payment Terms (ECS) Preference

Use the Payment Terms (ECS) preference to identify payment terms and instruments for specific customer and item combinations. The system applies payment terms only at the item detail level. For any items not included in this preference, the system applies the payment terms from Customer Master setup at the order level.

Understanding the Price Adjustment Schedule Preference

Use the Price Adjustment Schedule preference to assign a price adjustment schedule to one or more items different from the schedule usually applied to orders for a specific customer. You can also use this preference to create penalty schedules for agreements with business partners.

This preference overrides the default schedule from Customer Billing Instructions. The system applies this preference during sales order entry.

See Also

- *Advanced Pricing Guide*
- *Setting Up Penalties in the Agreement Management Guide*

Understanding the Pricing Unit of Measure (ECS) Preference

Use the Pricing Unit of Measure (ECS) preference for the following:

Override the Pricing Unit of Measure field

This field appears in the sales order detail line. The system completes the sales detail line based on the value you define in the Item Master. You use the Pricing Unit of Measure (ECS) preference to override this value.

You might use this preference when your company has negotiated a price with a customer in a specific unit of measure. You then need to set up pricing for the customer and item in that unit of measure and enter a Pricing Unit of Measure (ECS) preference to ensure that the system automatically adds the pricing unit of measure to the order. The pricing unit of measure can differ from the transaction unit of measure and can vary by branch/plant.

Override the value in the Sales Price Based on Date field

This field is in System Constants.

The Sales Price Based On Date field determines how the Price Effective Date field in the sales order detail tables will be updated.

Designate whether pricing is at ambient or standard temperature or by weight

When you set up prices for bulk products, they are not associated with ambient or standard temperature. During sales order entry, the system checks the setting (ambient, standard, or weight) in your company's data dictionary and stores it in the Sales Order Detail — Tag table. At this point, the system has no temperature information, so the extended price is calculated assuming that ambient volume will be delivered. Then, during bulk delivery confirmation, the volume is converted, if necessary, and the price recalculated. The system correctly displays the converted volume and recalculated price on the invoice.

You can use this preference to override the default value in the data dictionary. For example, if the default is ambient and the customer requires that the quantity on the invoice be converted to standard temperature volumes, use the Pricing Unit of Measure (ECS) preference to specify standard temperature pricing. During bulk delivery confirmation, the volume is converted from ambient to standard and the extended price is recalculated.

For example, suppose that the order quantity is 1000 liters and the base price is 0.20 per liter. The extended price on the sales order will be 200.00.

- If the loaded quantity at ambient temperature is 1000 liters, the extended price on the invoice is also 200.00.
- If the preference is for standard volumes, the system converts the volume to standard temperature volume. If the quantity, such as 1000 ambient, is loaded and converted to 990 liters standard temperature volume, the extended price would then be recalculated as 990×0.20 or 198.00.

You can assign a different Pricing Unit of Measure (ECS) preference for customer and item combinations based on the branch/plant.

Before You Begin

- Set the sales price retrieval unit of measure in System Constants. See *Setting Up Constants (ECS)*.
- Confirm that a base price record exists for the pricing unit of measure to be entered in this preference.

See Also

- *Defining Base Prices (P4006)*

Understanding the Print Messages (ECS) Preference

Use the Print Messages (ECS) preference to choose the messages you want to automatically print on documents for a particular customer and item combination. This preference provides several search fields to use in conjunction with the customer/item combination.

The system applies this preference when a document is printed, not during order entry. The Print Messages (ECS) preference does not override any other messages you set up in Customer Billing Instructions and Item Branch/Plant information.

Unlike other preferences, the system applies print messages cumulatively. The system selects all messages that match the customer and item selection criteria and prints them on documents. Print messages are also cumulative for all levels in the preference hierarchy. For example, if you choose three hierarchy levels and set up multiple preferences at each hierarchy level, the system applies all print messages at all hierarchy levels that match the customer and item combination you enter on an order.

Note: Leaving any of the search fields blank indicates you want to specify all valid values for that field. For example, a blank in the Business Unit field causes the system to apply the Print Messages (ECS) preference to all business units.

Before You Begin

- You must create print messages before you can use this preference.

Understanding the Product Allocation (ECS) Preference

Use the Product Allocation (ECS) preference to restrict the amount of an item or item group that a customer or customer group can purchase. For example, use this preference if the demand for a product exceeds the supply or if government regulations restrict limits for certain products.

You can set quantity limits to define the quantity a customer or customer group is allowed to purchase or the quantity of each item or item group that is allowed to be sold. The system checks for allocation limits before checking availability. Product allocation indicates how product is distributed among customers. Product availability indicates how much of any product is at any branch/plant location.

Product allocations can be set up as either:

- A fixed number of item units
- A percentage of the available product

If the order quantity exceeds allocated quantity, a warning message appears when you enter a sales order. At that time, you can put the order on hold or reduce order quantity to the allowable or available quantity.

Each time you place an order for an allocated product, the quantity ordered during the effective date range accumulates toward the allocation limit. The system updates the Quantity Sold field each time you enter an order. This field shows the quantity ordered since the allocation went into effect. When you change or cancel an order, the system subtracts the quantity from the running total. The system applies the product allocation preference before checking availability.

Caution: You should disable the Quantity From and Quantity Thru fields on Preference Master for the Product Allocation (ECS) preference. This enables the system to automatically perform unit of measure conversions for this preference.

When you enter an order and it exceeds the Product Allocation (ECS) preference information, you can access the Product Allocation Information window to adjust the information.

Before You Begin

- You must identify the product allocation hold code in the sales order entry processing options if both of the following apply:
 - You create Product Allocation (ECS) preferences.
 - You want orders to be held if a customer's order exceeds their allocation.

What You Should Know About

Quantity sold and balance calculations

The balance column on the Product Allocation (ECS) inquiry form updates with the quantity available to purchase if one of the following apply:

- Allocation Method 1 is used.
- Allocation Method 2 is used with the amount remaining in the Quantity Pool.

If you place an order on hold because it exceeds the allocated amount, the balance will show as a negative amount for either Allocation Method 1 or 2.

See Also

- *Setting Up Order Hold Information (ECS) (P42090)*

Understanding the Quality (ECS) Preference

Use a Quality (ECS) preference to either request or require that a test be run and certain quality standards be met for a particular customer and item combination.

The system applies the preference when confirming a bulk load by trip. If a test is requested or required, you can either exit to On Vehicle Sampling/Quality or return to the menu to enter test results.

Before You Begin

- Set up test specifications, which require the system to run a test or set a quality standard. See *Setting Up a Product Specification Master* in the *Load and Delivery Management Guide*.

See Also

- *Confirming a Bulk Load by Trip* in the *Load and Delivery Management Guide*

Understanding the Revenue Cost Center (ECS) Preference

Use the Revenue Cost Center (ECS) preference to recognize revenue for a cost center different from the central cost center. This preference allows you to override the default accounting branch/plant cost center from the Branch/Plant or Detail Branch/Plant fields. The Revenue Cost Center (ECS) preference does not apply to interbranch sales.

The system applies this preference during order entry. You can view the revenue cost center in the Accounting Branch/Plant field in the fold area of an order detail line. This field can be filled by the cost center that the automatic accounting instructions (AAIs) normally use for the revenue entry to the general ledger. If you specify the AAIs to leave the Accounting Branch/Plant field blank, the system fills it with the value you specify on the Revenue Cost Center (ECS) preference.

Additionally, you can use this preference for a salesperson that might be located at the revenue cost center associated with the preference.

Before You Begin

- Set the Update Customer Sales processing option to blank or 3 to specify the revenue cost center

Understanding the Sales Commission (ECS) Preference

Use the Sales Commission (ECS) preference to set up sales personnel and commission rates based on customer and item combinations. Line of Business and Branch/Plant are additional search fields for this preference. You can assign different commission preferences for various customer and item combinations based on the line of business and branch/plant values.

The system normally provides default values from Customer Billing Instructions for the sales commission fields in the sales order header. If the billing instructions Rate

fields are blank for the Commission Royalty Information, the system can provide default values for the commission rate. Normally, the system provides default values for each line on the sales order. The preference overrides the header information at the line level.

Before You Begin

- You must set up all salespeople in the address book and on the Commission/Royalty Information form before you can enter them on a preference. See *Setting Up Commission Information (ECS)*.

Understanding the User Defined Price Code Preferences

Use the User Defined Price Code preferences to define your own codes and use them for your unique pricing needs. Price codes are added to the sales order detail line during order entry. Price codes 1 and 2 appear in the fold area. Price code 3 does not appear, but it is included in the Sales Order Detail table. Because price code 3 does not appear, you can't add or change it during order entry.

Price codes can be used in Advanced Pricing programs to define price adjustments. They can also be used for your reporting requirements.

For example, you might use a price code for temporary pricing. You define a price code to identify order lines that need to be repriced when commodity prices are published for a specific period. If you don't want the price code to be manually changed during order entry, use the Price Code 3 preference.

When the price is known, you can run the Update Sales Price/Cost program. You should only select those lines with the price code equal to the specified value.

See Also

- *Setting Up the Update Sales Price/Cost Program in the Advanced Pricing Guide*
- *Defining Base Prices (ECS)*

Set Up Preferences

Setting Up Preferences (ECS)

JD Edwards World provides predefined preferences. Before you use preferences, you must perform some setup tasks to customize preferences for your specific business requirements. As your business grows and changes, you perform the same setup tasks to further customize preferences.

This section contains the following:

- [Activating Preferences \(ECS\)](#)
- [Setting Up the Preference Master \(ECS\)](#)
- [Assigning Customers and Items to Groups \(ECS\)](#)
- [Arranging the Preference Hierarchy \(ECS\)](#)

You must activate each preference that you want the system to use during processing. Preferences are activated within a DREAM Writer version of the Preference Processing program. The processing options contain a list on which you activate or deactivate each preference for processing by the system.

JD Edwards World displays all preferences in logical groups on the Preference Profiles form. You can use the Preference Master to define the order in which the preferences display. You can also use the Preference Master to activate or deactivate the display of the Effective Dates and Effective Quantity fields. When activated, these fields are displayed on the Preference Inquiry and Preference Profile Revisions form.

To save time while defining preferences, you can assign a customer or an item to a group. You can then define preferences once for a group rather than many times for several customers or items. For example, all customers for whom you apply the same payment terms could be grouped. Then, when you create payment term preferences, you can define one preference for the group.

For each preference type, you must define a hierarchy to indicate the order in which you want the system to apply preferences to sales orders.

Activating Preferences (ECS)



From ECS Sales Order Management (G4910), enter 27
From ECS Sales Order Advanced and Technical Ops (G491031), choose Preference Selection

You must activate each preference that you want the system to use during processing. Preferences are activated within a DREAM Writer version of the

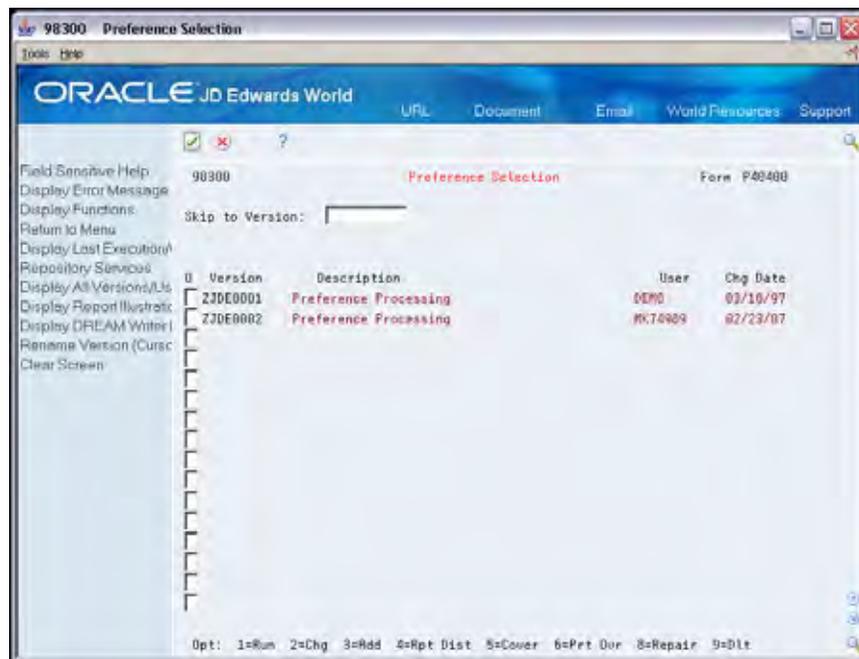
Preference Processing program. The processing options contain a list on which you activate or deactivate each preference for processing by the system.

You must set the processing options of the Sales Order Entry program to enable preference profile processing for all of the programs to which you want to apply preferences. The preferences you activate are used by the Sales Order Entry program as well as other programs, including Trip Creation and Maintenance, Customer Freight Calculation, and Supplier Freight Calculation.

Note: To enable the Inventory Commitment preference, you must set a unique processing option in the Sales Order Entry program. This processing option is separate from the selection that enables all other preferences.

To activate preferences

On Preference Selection



1. Choose the option to change the Preference Processing version you want to use.
2. Choose Processing Option Value(s) to display the Processing Options Revisions form.

98312 Processing Options Revisions

ORACLE JD Edwards World

URL Document Email World Resources Support

Field Sensitive Help 98312 Processing Options Revisions Form ID P40400
 Display Error Message Display Functions Preference Processing Version NLC
 Return to Versions List Display Level
 Exit to Printer Overrides
 Return to Version Ident

This job has various options described below. Enter the desired values and press ENTER to continue.

PROCESS CONTROL:

1. Enter a '1' next to each preference to be processed:

- Payment Terms
- Pricing Unit of Measure
- Revenue Cost Center
- End Use
- Preferred Cost Center
- Product Allocation
- Grade and Potency
- Delivery Date
- Line of Business
- Price Code 1
- Price Code 2

F5=Printer Overrides

98312 Processing Options Revisions

ORACLE JD Edwards World

URL Document Email World Resources Support

Field Sensitive Help 98312 Processing Options Revisions Form ID P40400
 Display Error Message Display Functions Preference Processing Version NLC
 Return to Versions List Display Level
 Exit to Printer Overrides
 Return to Version Ident

This job has various options described below. Enter the desired values and press ENTER to continue.

- Price Code 3
- Price Adjustment Schedule
- Order Preparation Days
- Document Distribution (ECS)
- Next Order Status
- Sales Commission
- Customer Currency
- Freight (ECS)
- Advanced Lot Management

F5=Printer Overrides

3. On Processing Options Revisions, choose each of the preferences you want to activate.

What You Should Know About

Preference status

When you are working with individual preferences, you can determine if the preference is currently active. The Preference Status field on each preference revision form displays the preference status.

See also *Understanding Preferences (ECS)*.

Setting Up the Preference Master (ECS)

	From ECS Sales Order Management (G4910), enter 27 From ECS Sales Order Advanced and Technical Ops (G491031), choose Preference Profiles
---	--

JD Edwards World displays all preferences in logical groups on the Preference Profiles form. You use the Preference Master to define the order in which the preferences display on the Preference Profiles form.

You also use the Preference Master to activate or deactivate the display of:

- Individual preferences on the Preference Profiles form
- The Effective Dates and Effective Quantity fields on the Preference Inquiry and Preference Maintenance forms

Complete the following tasks:

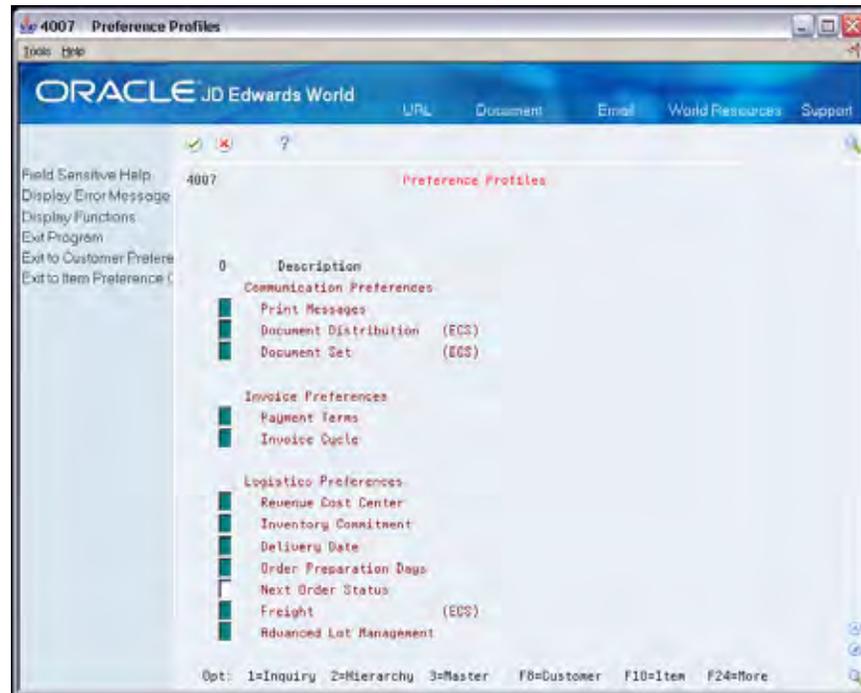
- Define the order of preferences
- Define the display of specific preferences
- Define the display of specific preference fields

Defining the Order of Preferences (ECS)

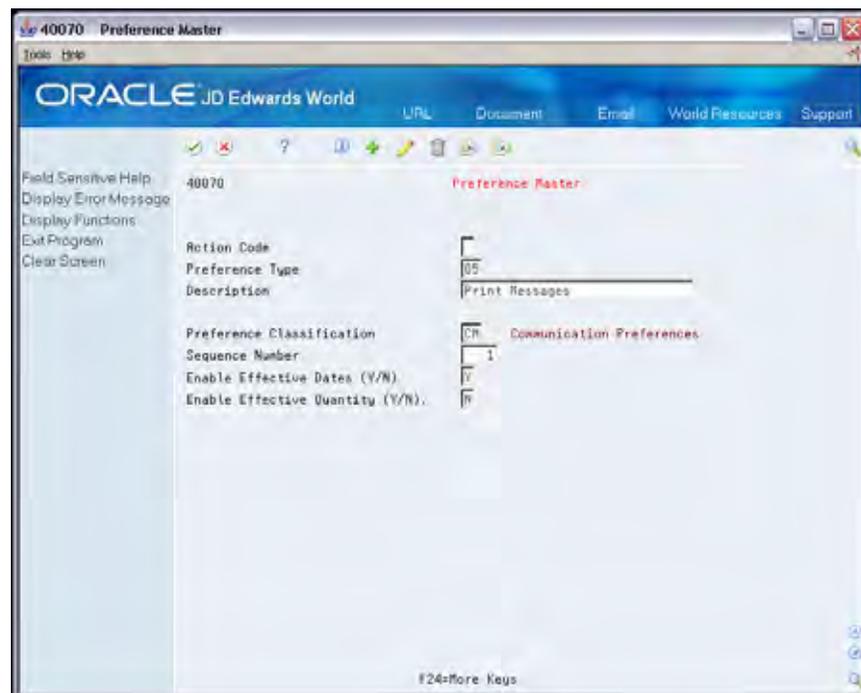
JD Edwards World displays all preferences in logical groups on the Preference Profiles form. You use the Preference Master to define the order in which the preferences display on the Preference Profiles form.

To define the order of preferences

On Preference Profiles



1. Choose a preference.
2. Access Preference Master.



3. On Preference Master, complete one or more of the following fields:

- Description
- Preference Classification
- Sequence Number

Field	Explanation
Preference Type	<p>A user defined code (system 40/type PR) that identifies a preference type or a price adjustment hierarchy.</p> <p>When you review the fold area of user defined code table 40/PR, a 1 in the first space of the Special Handling Code field identifies a preference that JD Edwards World supports.</p> <p>This field is hard coded for each preference.</p> <p>For Advanced Pricing</p> <p>When you define pricing hierarchies, identify each table with this code. Later, when you create adjustments, you use this code to identify the hierarchy the system should follow for this adjustment.</p> <p>For Agreement Penalty Schedules</p> <p>Set up a PN (for penalty) user defined code and enter it here.</p>
Description	<p>A user defined name or remark that describes a field.</p> <p style="text-align: center;"><i>Form-specific information</i></p> <p>The name or remark you enter should describe the preference type. What you enter here becomes the title of the preference throughout the system.</p> <p>You can modify the description to suit your company's needs.</p>
Preference Classification	<p>A classification or title that the system uses to group preferences on the Preference Profile form (P4007).</p>
Sequence Number	<p>A sequence or sort number that the system uses to process records in a user defined order.</p> <p style="text-align: center;"><i>Form-specific information</i></p> <p>Enter a number here to indicate where you want this preference to display within its classification on the Preference Profile form.</p> <p>The system uses the sequence number 1 for the group. Therefore, the first preference you can use within a grouping is sequence number 2.</p>

Defining the Display of Specific Preferences (ECS)

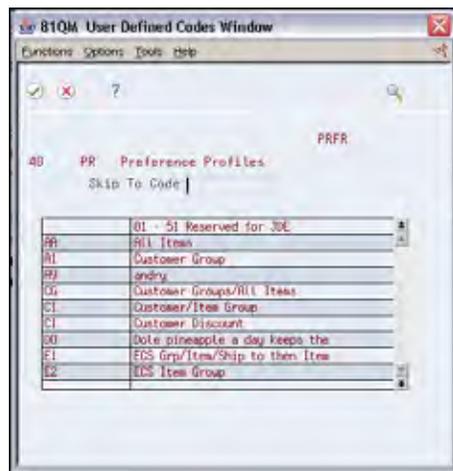
You use a special handling code to activate or deactivate the display of individual preferences on the Preference Profiles form. For example, to suppress the display of the Print Messages (ECS) preference, you can set the special handling code to 0.

Then, when you access Preference Profiles, the system will not display the Print Messages (ECS) preference.

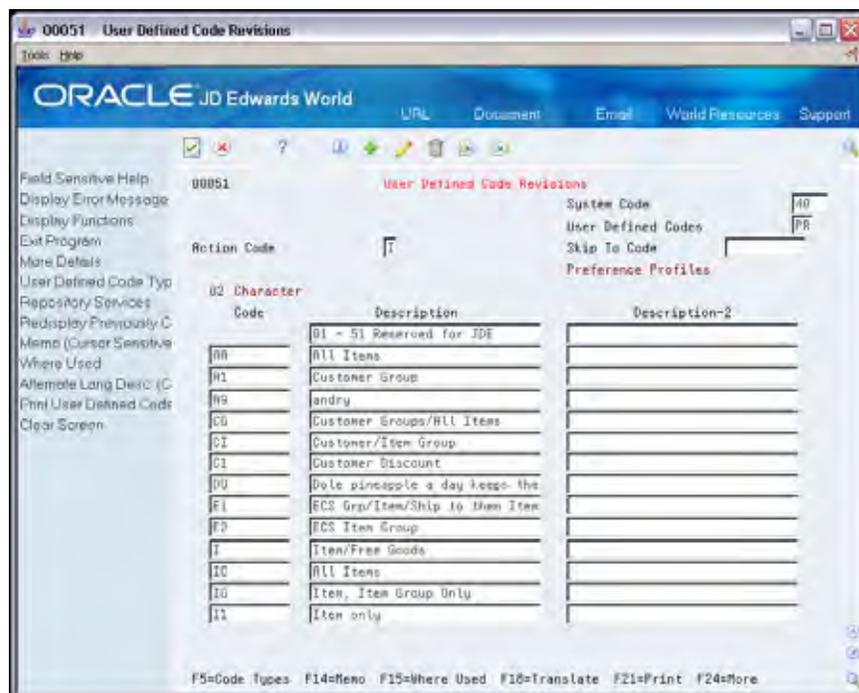
To define the display of specific preferences

On Preference Profiles

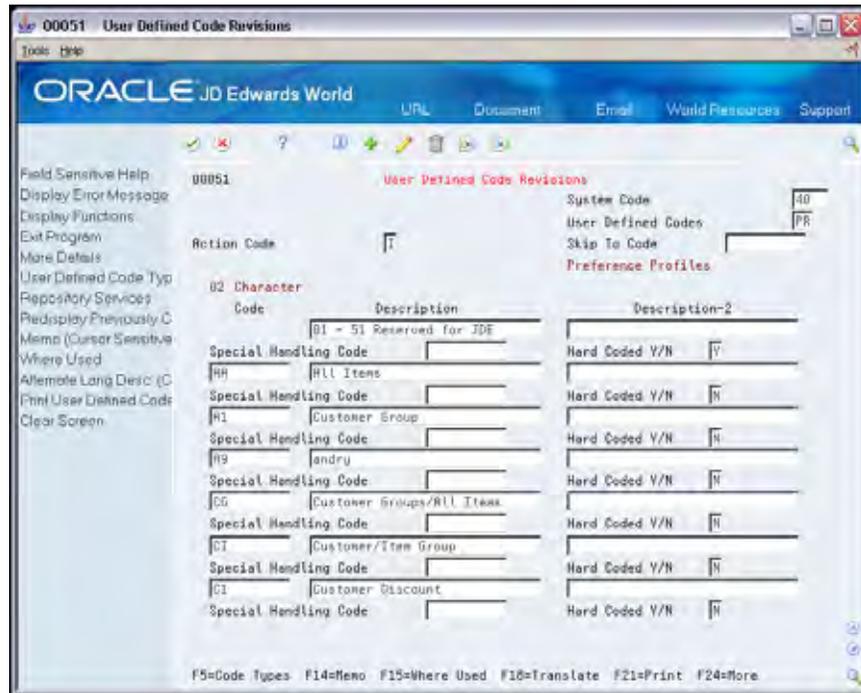
1. Choose a preference.
2. Access the Preference Master.
3. On the Preference Master form, use the Field Sensitive Help function on the Preference Type field to access the User Defined Codes Window.



4. On User Defined Codes Window, choose the User Defined Codes Maintenance function to access the User Defined Code Revisions form.



5. On User Defined Code Revisions, access the fold area.



6. Complete the following field:

- Special Handling Code

Field	Explanation
Special Handling Code	<p>Indicates special processing requirements for certain user defined code values. The particular value you enter in this field is unique for each user defined code record type.</p> <p>The system uses the special handling code in many ways. For example, special handling codes defined for Language Preference specify if the language is double-byte or if the language does not have uppercase characters. Programming is required to activate this field.</p> <p style="text-align: center;"><i>Form-specific information</i></p> <p>If a "P" is in the second position, the system identifies that unit of measure as a potent unit of measure.</p>

What You Should Know About

Entering special handling codes

For preferences, a 1 in this field activates the display of the specific preference on the Preference Profiles form. Conversely, a 0 in this field deactivates the display of the specific preference on the Preference Profiles form.

Defining the Display of Specific Preference Fields (ECS)

You can use the Preference Master form to activate or deactivate the display of the Effective Dates and Effective Quantity fields on the Preference Inquiry and Preference Maintenance forms.

If you activate the Effective Quantity field for a preference, no unit of measure conversions take place. Therefore, the system looks only for a preference with the same unit of measure as the unit of measure entered on the order.

For example, if you set up a preference with the unit of measure as LT (liters) and enter a sales order in gallons, the system will not select the preference because it does not convert the gallons to liters when searching preference records.

If you need the Effective Quantity fields active for a particular preference, you must create separate preferences for each unit of measure that can be used as the sales order transaction unit of measure.

To define the display of specific preference fields

On Preference Profiles

1. Choose a preference.
2. Access Preference Master.
3. On Preference Master, complete one or more of the following fields:
 - Enable Effective Dates
 - Enable Effective Quantity

Field	Explanation
Enable Effective Dates	<p>A flag that indicates if you want to identify effective date ranges for a preference. Valid values are:</p> <p>Y Yes, display Effective From and Effective Thru date fields on the Preference Profile Revisions forms (P40300 and P40300EC) for this preference.</p> <p>N No, do not enable or display effective dates for this preference.</p> <p>Effective date fields are optional fields that you can set to N prior to setting up any preference records, but not after you have created preferences.</p> <p>You can assign effective dates without assigning effective quantity. However, if you assign effective quantity, you must assign effective dates.</p>

Field	Explanation
Enable Effective Quantity	<p>A code that indicates if you want to use quantity ranges for this preference. Valid values are:</p> <p>Y Yes, display the Quantity From and Quantity Thru fields on the Preference Profile Revisions forms (P40300 and P40300EC) for this preference.</p> <p>N No, do not enable or display the quantity range fields.</p> <p>Effective quantity fields are optional fields that you can disable prior to setting up any preference records, but not after you have created preference records.</p> <p>If you assign effective quantity, you must assign effective dates.</p>

Assigning Customers and Items to Groups (ECS)

	<p>From ECS Sales Order Management (G4910), enter 27</p> <p>From ECS Sales Order Advanced and Technical Ops (G491031), choose Preference Profiles</p>
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To save time while defining preferences, you can assign a customer or an item to a group. You can then define preferences once for a group rather than many times for several customers or items. For example, you can group all customers for whom you apply the same payments terms. Then, when you create payment term preferences, you can define one preference for the group.

Complete the following tasks:

- Assign a customer to a customer group
- Assign an item to an item group

Before You Begin

- Set up user defined codes for the customer group and item group. See *Working with User Defined Codes* in the *Technical Foundation Guide*.

Assigning a Customer to a Customer Group (ECS)

You can assign a customer to a customer group for any preference.

For example, you can identify some customers as preferred customers and create specific payment terms for them. To do this:

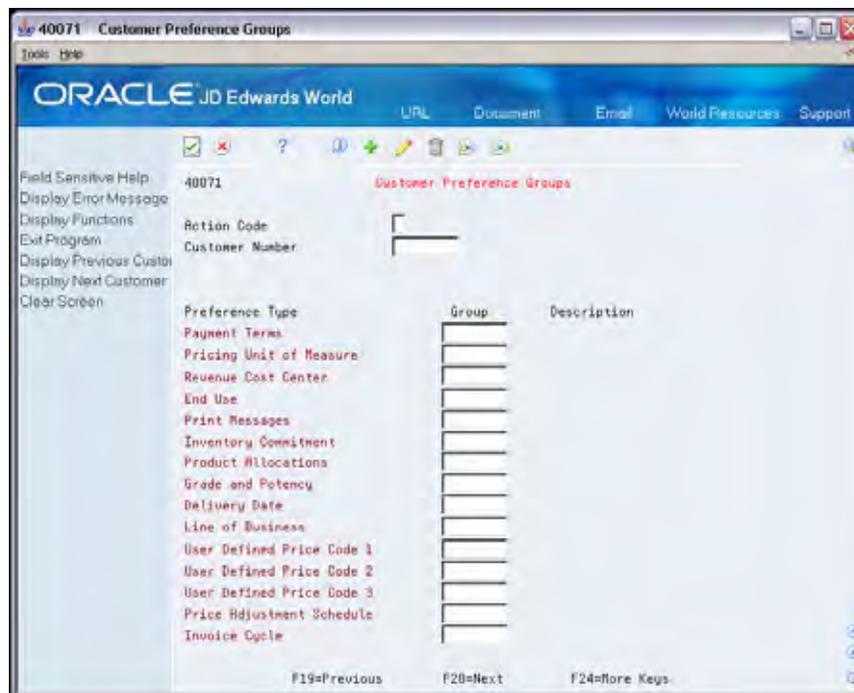
- Set up a “Preferred” customer group UDC
- Assign all preferred customers to this group
- Create one Payment Terms (ECS) preference for the preferred customer group

You can assign any new preferred customers to the preferred customer group. The system automatically applies the Payment Terms (ECS) preference to all of the new customer’s sales orders.

To assign a customer to a customer group

On Preference Profiles

1. Access Customer Preference Groups.



2. On Customer Preference Groups, complete the following fields:
 - Customer Number
 - Group

Assigning an Item to an Item Group (ECS)

You can assign items to an item group for any preference.

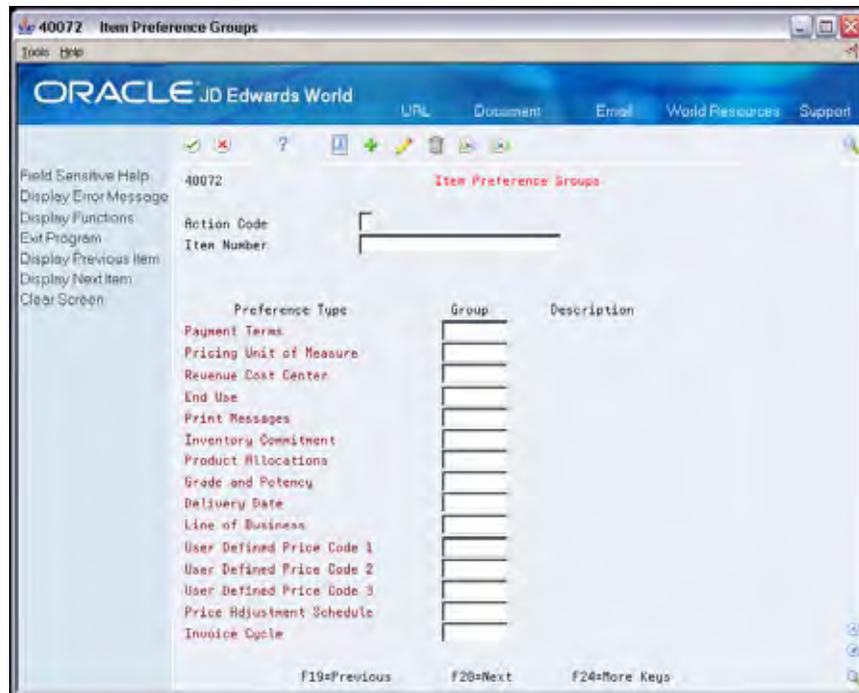
For example, you might want to group like items to which the same Sales Commission (ECS) preference applies. To do this:

- Set up a UDC that describes the items in this group
- Assign all items to this group
- Create one Sales Commission (ECS) preference for the item group

To assign an item to an item group

On Preference Profiles

1. Access Item Preference Groups.



2. On Item Preference Groups, complete the following fields:

- Item Number
- Group

Arranging the Preference Hierarchy (ECS)

	<p>From ECS Sales Order Management (G4910), enter 27 From ECS Sales Order Advanced and Technical Ops (G491031), choose Preference Profiles</p>
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For each preference type, you must define a hierarchy to indicate the order in which you want the system to apply preferences to sales orders.

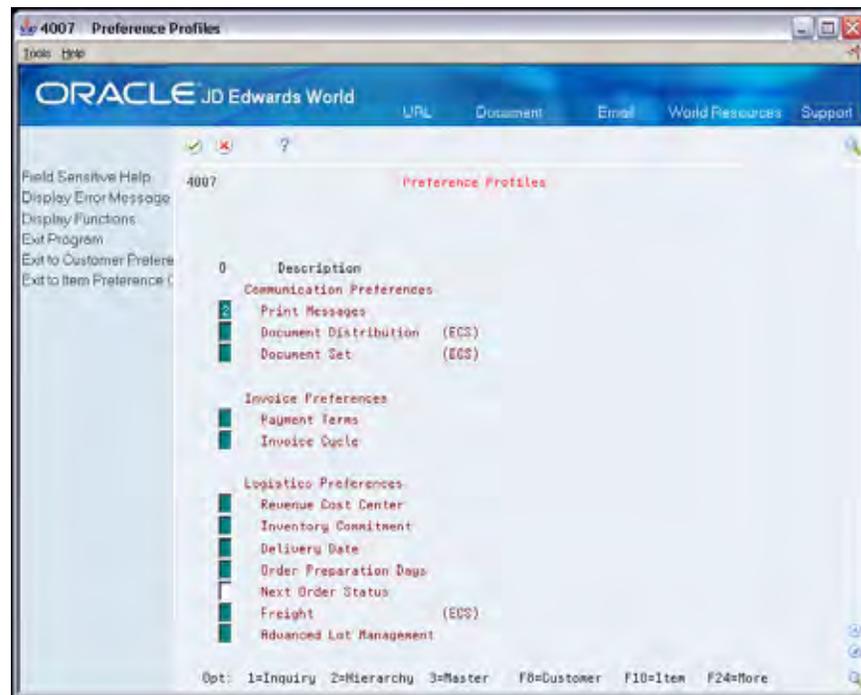
The Preference Hierarchy form contains rows identifying customers and customer groups and columns identifying items or item groups. You use the intersections of the rows and columns to enter your hierarchy sequence.

When the system searches for preference information, it starts with the hierarchy to determine the order in which to search preference information. The system begins with the intersection in which you entered 1 and searches for records defined for that customer and item combination. If no preference defined for that intersection is found, the system identifies the intersection in which you entered 2, and so forth.

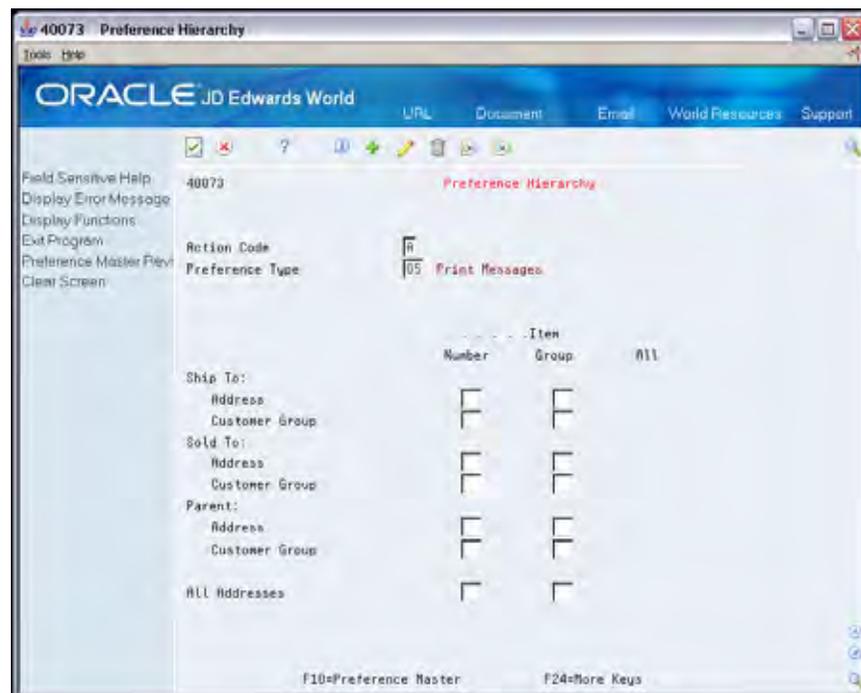
Note: JD Edwards World suggests that when you define hierarchies, you start with specific intersections, that is, item only and customer only, and work out to the broader groups.

To arrange the preference hierarchy

On Preference Profiles

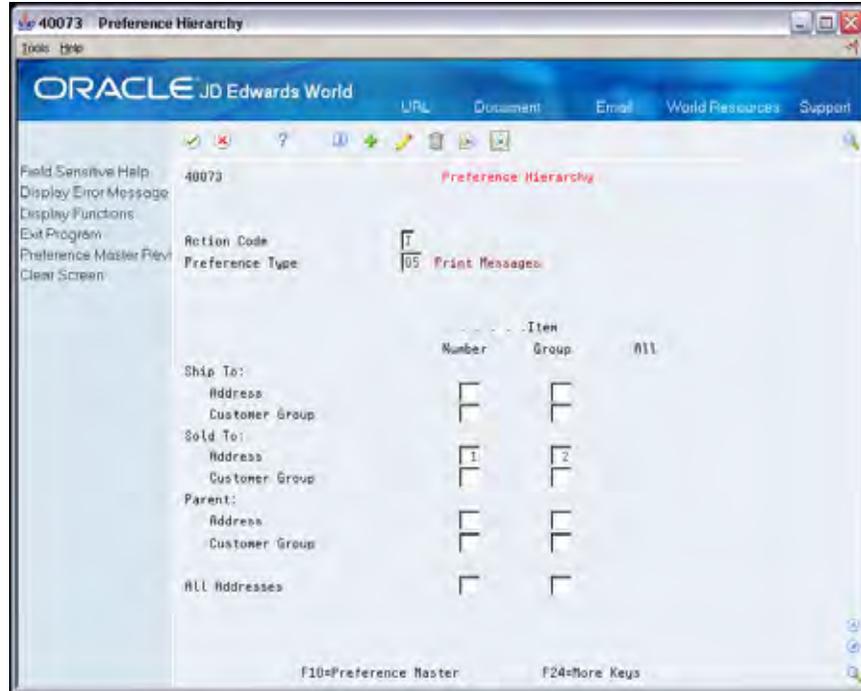


1. Choose a preference.
2. Access Preference Hierarchy.

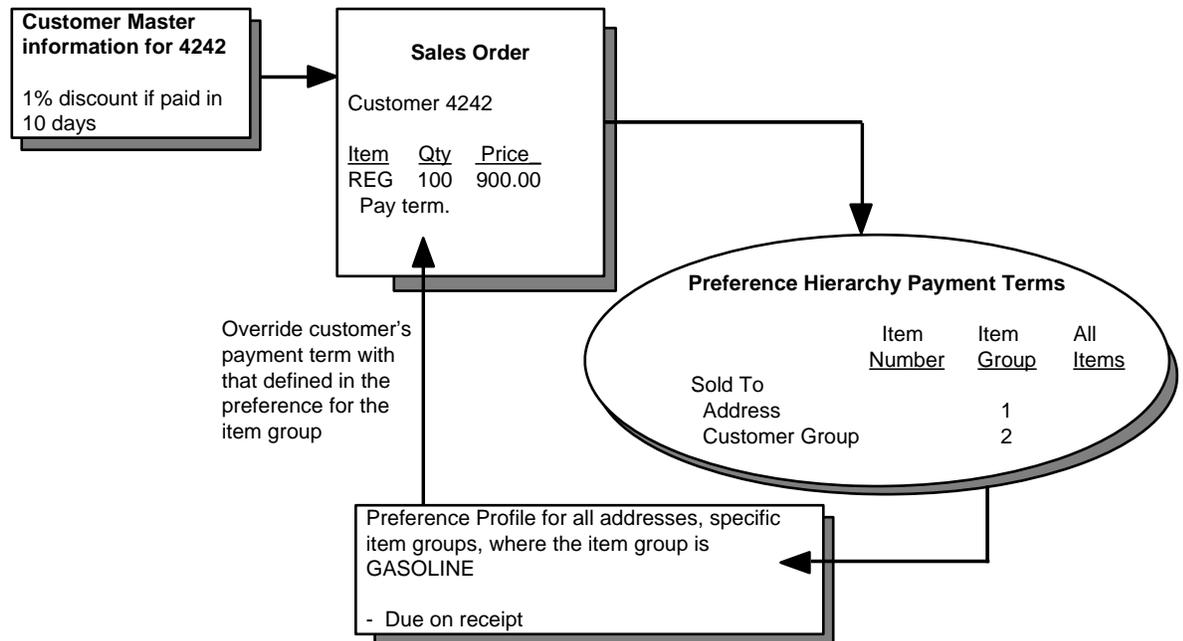


- On Preference Hierarchy, type consecutive numbers to arrange the preference hierarchy for the specific preference.

Example: Preference Hierarchy for Payment Terms



When you enter an order, the system determines from the hierarchy for this preference that it should search first for information for a *single* Sold To address/item group combination and, second, for a *group* of Sold To addresses/item group combinations.



In this case, the system overrides the normal payment term for orders to that customer for items from the group with a due upon receipt payment term.

Invoice Setup

Objectives

- To define related addresses for customers
- To set up invoice cycles for customers

About Invoice Setup (ECS)

You should set up customer-specific information to facilitate the processing of invoices.

Complete the following tasks:

- Define related addresses
- Set up invoice cycles

When you create a sales order, you must specify the address to which you send the invoice (Sold To address) and the address to which you send the shipment (Ship To address). These two addresses can be different. In addition, a customer might have a parent address to which you send all invoices and multiple subsidiary addresses to which you send shipments.

You can define related addresses for a customer and set up the system to automatically enter a related address when you enter either the Sold To or Ship To address on the sales order.

After you confirm orders for delivery, you process them through the Cycle Billing program. The Cycle Billing program calculates scheduled invoice dates based on the invoice cycle preference, invoice cycle calculation rules, and scheduled invoice date ranges.

You set up invoice cycles to apply different cycle calculation rules and schedules to different customer and item combinations. For example, one customer might prefer an invoice at the end of the month for all shipments made during that month, and another customer might want a weekly invoice for specific items. To set up invoice cycles, you set up invoice cycle calculation rules and create Invoice Cycle preferences.

Define Related Addresses

Defining Related Addresses (ECS)

When you create a sales order, you must specify the address to which you send the invoice (Sold To address) and the address to which you send the shipment (Ship To address). These two addresses can be different.

You can simplify the process of entering more than one address for a sales order by defining default addresses for each customer. For a given Ship To address, you can define a related Sold To address. For a Sold To address, you can define a related Ship To address. When you enter either address in a sales order, the system automatically fills in the other.

You can also designate other related addresses or a parent address for a customer. For example, a customer might have a Parent address to which you send all invoices and multiple subsidiary addresses to which you send shipments.

This section contains the following:

- [Entering Related Addresses \(ECS\)](#)
- [Defining the Invoicing Address \(ECS\)](#)
- [Defining Default Address Types \(ECS\)](#)

Before You Begin

- Verify that the customer address and all related addresses have been entered in the Address Book table (F0101). See *Entering Address Book Information* in the *Address Book Guide*.
- Verify that the customer has been set up in the Customer Master table (F0301). See *Entering Customer Master Information* in the *Accounts Receivable Guide*.

Entering Related Addresses (ECS)

	From ECS Sales Order Management (G4910), choose Customer Revisions From Customer Revisions (G4221), choose Address Book Revisions
---	--

The Address Book table allows you to maintain information about all the companies and people with whom you do business. For each customer, you must define all related addresses — Ship To, Sold To, and Parent — in the Address Book.

- RA (Related Address Code)
- Related Address

For the Related Address Code, use the Add action and press Enter.

Field	Explanation
Assigning Related Addresses	<p>The related addresses in the Address Book Master file (F0101) relate to the Related Address Codes 1 – 6.</p> <p>There is no need to enter related addresses that are equal to the main address. You receive an error if you attempt to do this.</p> <p>The Related Address must be a valid address number set up in the Address Book Master file (F0101).</p>
Reporting	<p>If the sold to is the Parent and the ship to is the Child, you can not run financial reporting on the Child rather than the parent.</p>
Related Address Code	<p>The type of related address is determined by the Related Address Code which is setup in user defined code table 01/RA.</p> <p>There are five codes that are hard-coded with a predefined usage and they are not permitted to be entered in Related Address Revisions. They codes are:</p> <p>blank The Address Number itself</p> <p>C The Address Number itself</p> <p>P Parent Number</p> <p>N No Print</p> <p>5 Special/Factor Payee</p>

See Also

- *Related Address Revision* in the *Address Book Guide*.

What You Should Know About

Assigning address numbers to related addresses A related address must have an assigned number from the address book before it can be included on the Address Book — Additional Info form. If no related addresses exist, these fields contain the same address book number assigned to the customer.

Defining the Invoicing Address (ECS)

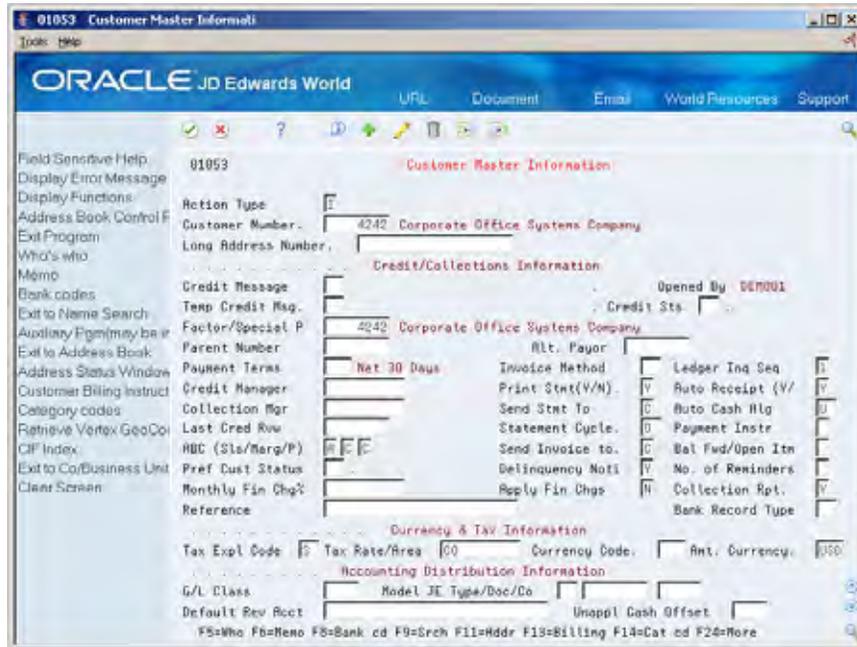


From ECS Sales Order Management (G4910), choose **Customer Revisions**
 From Customer Revisions (G4221), choose **Customer Master Information**

After you enter related addresses in the address book, you must define the address to which you will send all invoices. You must also enter the Parent address here, if you have entered it in the address book.

To define the invoicing address

On Customer Master Information



1. Complete one or more of the following fields:

- Parent Number
- Invoice Method
- Print Statement
- Send Invoice to
- Send Statement to

2. Use the Add action and press Enter.

Field	Explanation
Print Stmt(Y/N)	A code that indicates whether the system prints invoices and statements for the customer. Valid codes are: Y Yes, print invoices and statements N No, do not print invoices and statements <i>Form-specific information</i> If you enter N, you cannot attach a draft to a statement. You do not need to print drafts when they are pre-authorized.

Field	Explanation
Invoice Method	A user defined code (03/IM) that provides information on how the customer would like to be invoiced. Examples: e-mail, fax, EDI, parcel post, and so on.
Send Invoice to	A code that identifies the address where accounts receivable invoices are sent. Examples: C Customer P Parent 1 1st Address Number 2 2nd Address Number 3 3rd Address Number 4 4th Address Number 5 5th Address Number 6 6th Address Number (Factor/Special Payee)
Send Stmt To	A code that indicates the address to which A/R statements, payment reminders, and delinquency mailers are sent. Examples: C Customer P Parent 1 1st Address Number 2 2nd Address Number 3 3rd Address Number 4 4th Address Number 5 5th Address Number 6 6th Address Number (Special Factor/Payee)

Defining Default Address Types (ECS)



From ECS Sales Order Management (G4910), choose **Customer Revisions**
From Customer Revisions (G4221), choose **Customer Billing Instructions**

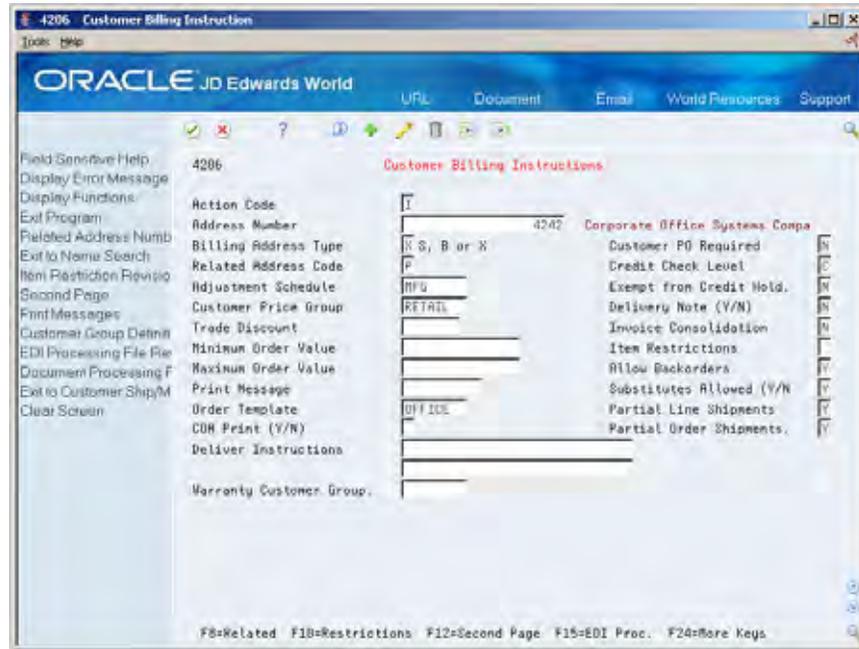
You can simplify the process of entering more than one address for a sales order by defining default address information. You can define which of the following address types the system uses as the default for a customer:

- Sold To address only (Billing Address Type B)
- Ship To address only (Billing Address Type S)
- Sold To and Ship To address (Billing Address Type X)

You can also define a related address in the customer billing instructions. This is the same as the related address you entered in the address book.

To define default address types

On Customer Billing Instructions



1. Complete the following fields:
 - Billing Address Type
 - Related — Address Number
2. Use the Add action and press Enter.

Field	Explanation
Related - Address No	Use this field to relate a ship-to address to a sold-to address or vice versa. For example, if you enter only a ship-to address in sales order entry, it uses this field to determine which address number to select from the list of related address numbers which is then defaulted to the order's blank Sold To field.
Billing Address Type	Code that tells the system to use this address as a Sold To address, a Ship To address, or both. Valid codes are: <ul style="list-style-type: none"> X Indicates a bill to and a ship to address S Indicates a ship to address only B Indicates a bill to address only <p style="text-align: center;"><i>Form-specific information</i></p> When you enter an order for a Ship To customer, the Related Sold To customer defaults into the Sold To field of the sales order entry screen. If you enter the Sold To address, the related Ship To address will default.

Set Up Invoice Cycles

Setting Up Invoice Cycles (ECS)

You set up invoice cycles to control how the Cycle Billing program calculates scheduled invoice dates. When you set up invoice cycles, you apply different cycle calculation rules and schedules to different customer and item combinations. For example, one customer might prefer an invoice at the end of the month for all shipments made during that month, and another customer might want a weekly invoice for specific items.

This section contains the following:

- [Setting Up Invoice Cycle Calculation Rules \(ECS\)](#)
- [Creating Invoice Cycle Preferences \(ECS\)](#)

You set up an invoice cycle calculation rule to define the type of calculation that the system uses to compute an invoice date. After you set up invoice cycles, you can assign them to customer and item combinations with the Invoice Cycle preference. You can later revise scheduled invoice dates, if necessary.

What You Should Know About

AAIs for invoice cycles

You must set up the following AAIs when processing invoice cycle information:

- 4221 - deferred COGS
- 4231 - deferred revenue
- 4232 - unbilled accounts receivable

See *Setting Up Automatic Accounting Instructions (ECS)*.

User defined codes for invoice cycles

You must set up the following code tables for use with invoice cycle processing:

- Invoice cycle - 40/CY
- Day of week - 42/DW
- Based on date name - 42/DN
- Calculation rule - 42/CR (hard-coded)

See *Working with User Defined Codes in the Technical Foundation Guide*.

Setting Up Invoice Cycle Calculation Rules (ECS)

	From ECS Sales Order Management (G4910), enter 29 From ECS Sales Order Management Setup (G491041), choose Invoice Cycle Calculation Rule
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You set up an invoice cycle calculation rule to define the type of calculation that the system uses to compute an invoice date. For example, you can set up daily, bi-weekly, or based-on-date invoicing. You can then enter test dates to review the calculated invoice dates and ensure that you have set up the calculation correctly.

If the calculation rules are bi-weekly, semi-monthly, or at the end of each month, you must also set up scheduled invoice date ranges.

The following invoice cycle calculation rules are hard-coded and require specific settings:

- | | |
|--------------------------------|---|
| Daily invoicing | <ul style="list-style-type: none"> ▪ Based On Date Name and Day of Week must be blank ▪ Days to Increment is optional |
| Weekly invoicing | <ul style="list-style-type: none"> ▪ Requires Based On Date Name and Day of Week ▪ Days to Increment is optional |
| Bi-weekly invoicing | <ul style="list-style-type: none"> ▪ Requires Based On Date Name ▪ Day of Week must be blank ▪ Days to Increment is optional |
| Semi-monthly invoicing | <ul style="list-style-type: none"> ▪ Requires Based On Date Name ▪ Day of Week must be blank ▪ Days of Increment is optional |
| End-of-month invoicing | <ul style="list-style-type: none"> ▪ Requires Based On Date Name ▪ Day of Week must be blank ▪ Days to Increment is optional |
| Based-on-date invoicing | <ul style="list-style-type: none"> ▪ Requires Based On Date Name ▪ Day of Week must be blank ▪ Days to Increment is optional |

Example: Scheduled Invoice Date Calculation

This example illustrates how the Cycle Billing program calculates the scheduled invoice date and how the calculation affects the generation of invoices. The following values are entered for the invoice cycle calculation rule:

- Based On Date is Order/Transaction Date (9/27/98)
- Days to Increment is 0
- Calculation Rule is End of Month
- Scheduled Invoice Date Ranges are:
 - Start Dates = 9/1/98 and 10/1/98

- End Dates = 9/30/98 and 10/31/98
- Invoice Dates = 9/30/98 and 10/31/98

If the delivery confirmation occurs on 9/29/98, the following events occur:

On 9/29/98

The Cycle Billing program processes the order line and calculates the scheduled invoice date to be 9/30/98. Because the scheduled invoice date is greater than the system date (9/29/98), the Cycle Billing program creates deferred journal entries.

On 9/30/98

Because the scheduled invoice date is less than or equal to the system date, the Periodic Invoice program generates the invoice and the Update Customer Sales program reverses the deferred entries and completes the required G/L entries.

To set up invoice cycle calculation rules

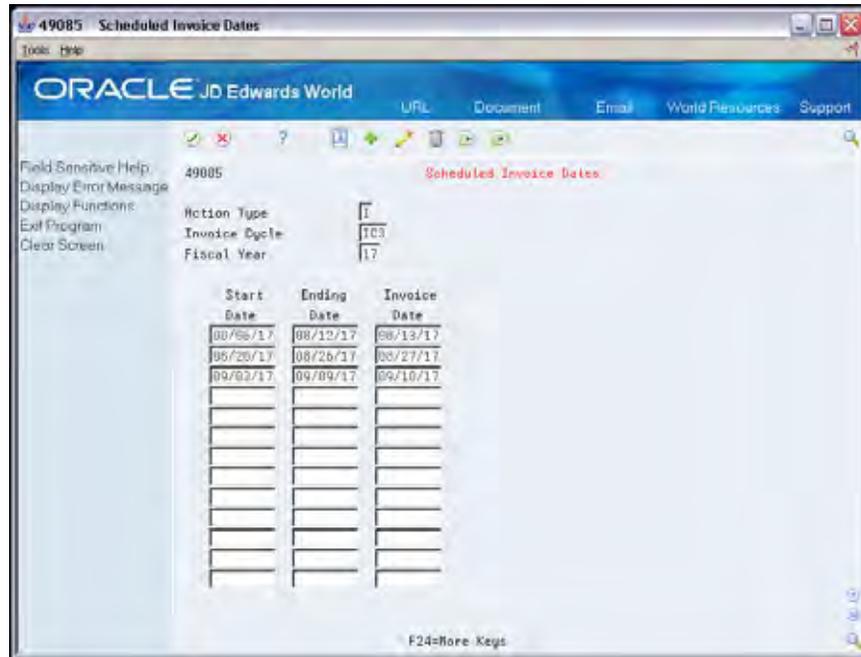
On Invoice Cycle Calculation Rule

1. Complete one or more of the following fields:

- Invoice Cycle
- Calculation Rule
- Number of Days Increment
- Based on Date Name

2. Complete the following field if you are setting up a calculation rule for a weekly invoice schedule:

- Day of Week
3. If you enter a bi-weekly, semi-monthly, or end-of-month invoice cycle, access Scheduled Invoice Dates.



4. On Scheduled Invoice Dates, complete the following fields:
 - Start Date
 - Ending Date
 - Invoice Date
5. Return to the Invoice Cycle Calculation Rule form.
6. Complete the following field:
 - Test Dates
7. Choose the option to calculate the test scheduled invoice date.

Field	Explanation
Invoice Cycle	A code that defines the method of invoicing used by the Cycle Billing program. For example, the invoice cycle could be daily, weekly, monthly, and so on. This is a user defined code field.
Calculation Rule	A code that defines the type of calculation the system uses to compute the Scheduled Invoice Date. This is a user defined code field.
Number of Days Increment	The number of days the system adds to the Based On Date. For example, you might enter several days to allow for time between the order date and the delivery date. The system adds the number in this field to the Based On Date when the Cycle Billing program calculates the Scheduled Invoice Date.

Field	Explanation
Based On Date Name	The name of the specific date field from either the sales order header or sales order detail that will be used to calculate the Scheduled Invoice Date. For example, if your customer requires invoices at a specific date after delivery, then you would select the Actual Delivery Date. This is a user defined code field.
Day of Week	A one digit code that is used to represent the day of the week. This field must be left blank unless you invoice your customer on the same day each week. That is, this field is only filled in for the Weekly Invoicing Calculation Rule. This is a user defined code field.
Date - Effective	The date that a transaction, text message, contract, obligation, or preference becomes effective.
Date - Expired	The date that a transaction, text message, agreement, obligation, or preference has expired or been completed.
Date - Invoice	The date the invoice was printed. The system updates this date when you run the invoice print program in the Sales Order Processing System.
Date - Invoice Cycle Test 1	A date the system uses to test the invoice cycle calculation during setup.

Creating Invoice Cycle Preferences (ECS)

	From ECS Sales Order Management (G4910), enter 27 From ECS Sales Order Advanced and Technical Ops (G491031), choose Preference Profiles
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You use the Invoice Cycle preference to define a specific invoice cycle for a customer and item combination. The Cycle Billing program works in conjunction with the Invoice Cycle preference and the invoice cycle calculation rule to calculate scheduled invoice dates for a customer and item combination.

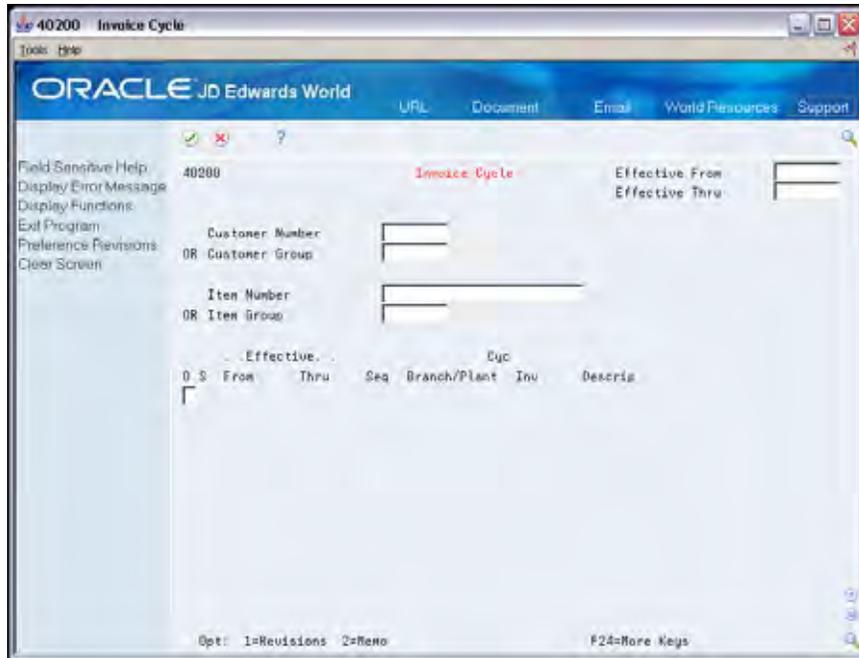
See Also

- *Understanding Preferences (ECS) and Setting Up Preferences (ECS)*

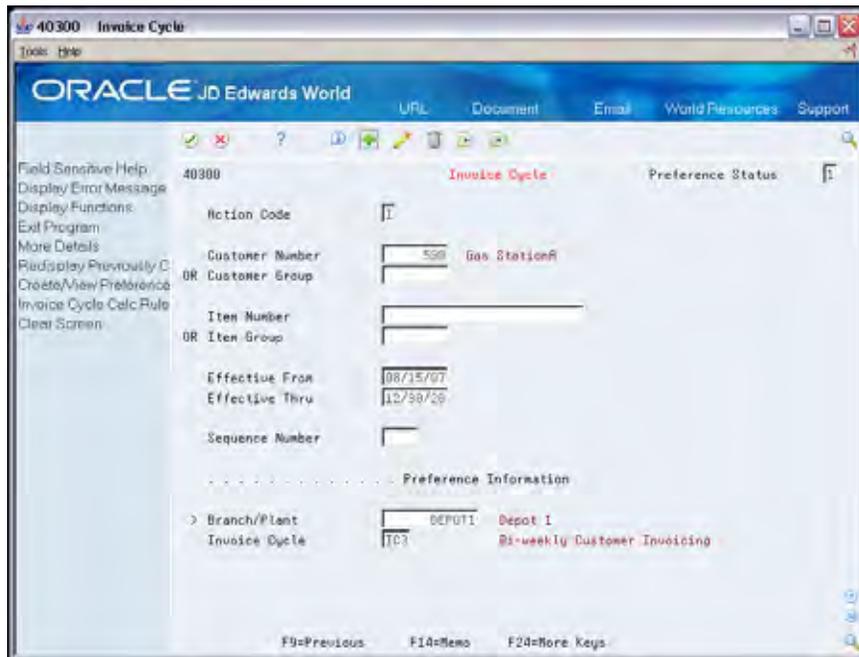
To create Invoice Cycle preferences

On Preference Profiles

1. Access the Preference Inquiry for the Invoice Cycle preference.



2. On the Invoice Cycle preference inquiry form, access the Preference Profile Revisions form.



3. On the Invoice Cycle Preference Profile Revisions form, complete one or more of the following fields to define customer and item combinations:
 - Customer Number
 - Customer Group
 - Item Number

- Item Group
4. Complete the following fields to define specific preference information:
- Effective From
 - Effective Thru
 - Quantity From
 - Quantity Thru
 - Sequence Number
 - Branch/Plant
 - Invoice Cycle

Field	Explanation
Quantity From	<p>The quantity at which a preference or price adjustment becomes valid.</p> <p style="text-align: center;"><i>Form-specific information</i></p> <p>If you do not enter a quantity, the system uses 0.</p> <p>Use the Enable Effective Quantity (Y/N) field on Preference Master to activate or deactivate the display of this field.</p>
Quantity Thru	<p>The quantity at which a preference becomes invalid.</p> <p style="text-align: center;"><i>Form-specific information</i></p> <p>If you do not enter a quantity, the system enters a number defined during system setup.</p> <p>Use the Enable Effective Quantity (Y/N) field on Preference Master to activate or deactivate the display of this field.</p> <p>You must also enter the unit of measure for the quantity in the unmarked field next to Quantity Thru. If the preference is in effect for all quantities, leave the Quantity From and Thru fields blank. The system supplies the default minimum and maximum quantities. You must enter a valid unit of measure for the quantities.</p>
Sequence Number	<p>A sequence or sort number that the system uses to process records in a user defined order.</p> <p style="text-align: center;"><i>Form-specific information</i></p> <p>Use this field when you have multiple preferences for the same customer/item combination, effective period, and quantity range. The sequence determines the order that the system searches for preference records with otherwise identical fields. The system searches records in ascending numerical order, that is, from lowest to highest.</p>

Field	Explanation
Invoice Cycle	<p>A code that defines the method of invoicing used by the Cycle Billing program. For example, the invoice cycle could be daily, weekly, monthly, and so on. This is a user defined code field.</p> <p style="text-align: center;"><i>Form-specific information</i></p> <p>For Invoice Cycle Preference:</p> <p>The system uses the value you enter in this field to load the Sales Order Detail Tag table (F49211).</p> <p>Do not use the Invoice Cycle preference if you want an invoice to accompany the delivery documents for a sales order.</p>

What You Should Know About

Document sets	<p>When you set up the Invoice Cycle preference, verify that it does not conflict with the document set you assign to the customer and item combination in the Document Set (ECS) preference.</p> <p>See <i>Understanding the Document Set (ECS) Preference</i>.</p>
Primary invoice	<p>You must ensure that the document set printed before and during the load confirm process does not include a primary invoice. If it includes a primary invoice, the system will not apply the Invoice Cycle preference.</p>

System Setup

Objectives

- To understand how to set up the features and functions that allow you to process sales order information

About System Setup (ECS)

Before you use the ECS Sales Order Management system, you need to define certain information that the system will use during processing. You use this information to customize the system for your business needs. For example, you might set up default customer information to simplify the order entry process and avoid repetition.

System setup includes the following tasks:

- Define related addresses
- Set up customer billing instructions
- Set up constants
- Set up order line types
- Set up order activity rules
- Set up order templates
- Set up order hold information
- Set up commission information
- Set up branch sales markups
- Set up workday calendar
- Set up freight information
- Set up automatic accounting instructions
- Define flexible account numbers

The following describes the information that you must set up for this system.

Information	Description
Related addresses	You must specify the address to which you send the invoice and shipment. These two addresses can be different. You can also designate related addresses or a parent address for a customer. For example, you might send all invoices to a parent address and send all shipments to subsidiary addresses.
Customer billing instructions	You can set up customer information that the system uses as default order, shipping, billing, and freight information. The system retrieves this information every time you enter an order for a customer.
Constants	<p>Constants provide the system with the following types of default information:</p> <ul style="list-style-type: none"> ▪ System constants determine which functions to perform ▪ Batch control constants determine whether an application requires management approval and batch control ▪ Branch/plant constants control day-to-day transactions within a branch/plant ▪ Location format determines how you identify item storage locations in a branch/plant ▪ Item availability defines how the system calculates the number of items that each branch/plant contains ▪ Pricing Information Defaults for Units of Measure and Dates <p>Ship Ascending Date Rule Information which indicates whether the system applies the ship ascending date rule by customer and by item. When chosen, the system applies the ship ascending date rule during the sales order entry, pick slip/commitment processing, and ship confirmation processes. When it applies the rule, the system sorts shipping customers lots in ascending order by expiration date, sell by date, or best before date.</p>
Order line types	You can define codes that determine how the system processes a detail line in an order.
Order activity rules	You can establish the sequence of steps to process an order.
Order templates	You create and assign order templates to speed up the order entry process. A template contains information about frequently ordered items.
Order hold information	You can set up the information that the system uses to place sales orders on hold.
Commission information	You can set up commission information for a specific salesperson or a group of salespeople.

Information	Description
Branch sales markups	You can define the additional costs that are associated with interbranch sales orders.
Work Day calendars	You can set up a calendar for a depot in which you record the days that the depot is closed, such as weekends, holidays, or planned shutdowns.
Freight information	You can establish standard freight rates by associating each rate with a zone, commodity class, rate code, and carrier.
Automatic accounting instructions (AAs)	AAs provide the Sales Order Management system with accounting information and general ledger relationships that are needed to interact with the General Accounting system.
Flexible account numbers	You use flexible sales accounting for account numbers that use the standard JD Edwards World format, which is business.unit.subsidiary. The flexible format lets you customize each segment of the account number.

The following describes the information that you must set up in other systems, including the Inventory Management system, the Technical Foundation system, and the General Accounting system:

Information	Description
Warehouse locations	Warehouse locations group items in branch/plants.
Messages	Messages display depending on which programs you specify and which messages you determine to print.
Default location and printers	Default location and printer settings provide the system with branch/plant, printer output queue, and approval route code information to use as default settings.
Next numbers	Next numbers allows the system to automatically assign the next available number for document types and address book numbers when applicable.
Standard Units of Measure	The system applies the standard units of measure to all items across all branch/plants.
User Defined Codes	You can set up user defined codes to customize each system in your environment.
Item cross-references	Item cross-reference numbers allow the system to connect internal and external items.

See Also

- *Setting Up Warehouse Locations (P4100) in the Inventory Management Guide*
- *Defining a Message (P4016) in the Inventory Management Guide*
- *Setting Up Work Day Calendars in the Load and Delivery Management Guide*

- *Setting Up Default Locations for Printers (P400951) in the Inventory Management Guide*
- *Setting Up Next Numbers (P0002) in the General Accounting I Guide*
- *Defining Standard Units of Measure (P41003) in the Inventory Management Guide*
- *Working with User Defined Codes (P00051) in the Technical Foundation Guide*
- *Setting Up Item Cross-References (P41040) in the Inventory Management Guide*
- *Setting Language-Specific Screens or Reports in the Technical Foundation Guide*

Set Up Constants



From ECS Sales Order Management (G4910), enter 29
From ECS Sales Order Management Setup (G491041), choose **Branch/Plant Constants**

Setting Up Constants (ECS)

A constant is a piece of information that you associate with a branch/plant. The system uses constants as default information in many JD Edwards World systems.

After you determine the information that you want to use throughout your system, you can enter the appropriate values or change any predefined values.

This section contains the following:

- [Defining Branch/Plant Constants \(ECS\)](#)
- [Defining Item Availability \(ECS\)](#)
- [Defining System Constants \(ECS\)](#)
- [Defining Batch Control Constants \(ECS\)](#)
- [Defining Locations \(ECS\)](#)

Before You Begin

- Create an address book record for the branch/plant – use option 3 on menu G01
- Set up a branch/plant named ALL – use option 5 on menu G4241
- Set up the branch/plant as a business unit and associate the A/P to a company – use option 4 on menu G09411
- If applicable associate your Business Unit to specific accounts – use option 14 on menu G09411

See Also

- *Setup for Advanced Pricing (P40091W)* in the *Advanced Pricing Guide* for more information on additional system constants that you can define

Defining Branch/Plant Constants (ECS)

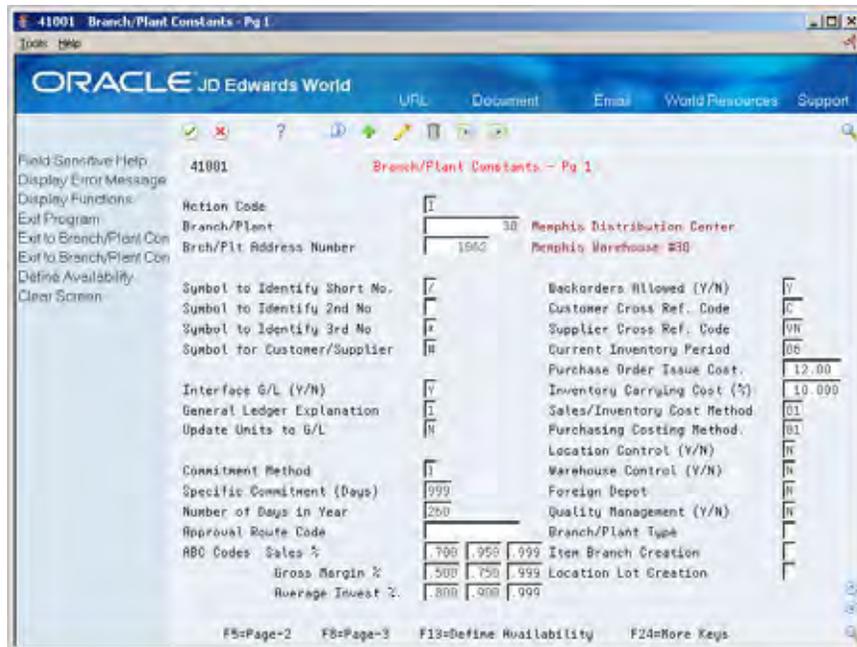
Branch/plant constants allow you to customize the processing of daily transactions for each branch/plant in your distribution and manufacturing systems.

To define branch/plant constants

On Branch/Plant Constants



1. Access Branch/Plant Constants — Pg 1 for a specific branch/plant.



2. On Branch/Plant Constants — Pg 1, complete the following fields:

- Branch/Plant
- Branch/Plant Address Number (Branch/Plant Address Number)

- Current Inventory Period. This field affects the processing option set up behind the Buyer's Guide (P4115) and must be updated to keep current
 - Interface G/L (Y/N) (Interface General Ledger (Y/N))
 - Number of Days in Year
3. To enter commitment information, complete the following fields:
- Commitment Method
 - Specific Commitment
 - Number of Days in Year
 - Approval Route Code
 - ABC Codes
 - Backorders Allowed
4. To enter cost information, complete the following fields:
- Purchase Order Issue Cost
 - Inventory Carrying Cost
 - Sales/Inventory Cost Method - this field defaults into the Cost Revisions program (P4105)
 - Purchasing Costing Method - this field defaults into the Cost Revisions program (P4105)
5. To enter location information, complete the following fields:
- Location Control
 - Warehouse Control
 - Foreign Depot
 - Quality Management
 - Branch/Plant Type
 - Item Branch Creation
 - Location Lot Creation

Field	Explanation
Symbol to Identify Short No	<p>A blank here indicates that the 8-character item number is used most often during entry and inquiry. Otherwise a special symbol needs to be entered to indicate that this number is not primary; this symbol must then be the first character entered if inquiry or entry using this number is desired.</p> <p>Note: Only one symbol may be left blank. The other two must have a symbol, so that all three item numbers are unique. Be sure that this symbol is not significant for any other purposes of entry (such as a period or a comma). Suggested symbols would be /, *, &, and so forth.</p>

Field	Explanation
Symbol to Identify 2nd No	<p>A blank here indicates that the 25-character second item number is used most often during entry and inquiry. Otherwise a special symbol needs to be entered to indicate that this number is not primary; this symbol must then be the first character entered if inquiry or entry using this number is desired.</p> <p>Note: Only one symbol may be left blank. The other two must have a symbol, so that all three item numbers are unique. Be sure that this symbol is not significant for any other purposes of entry (such as a period or a comma). Suggested symbols would be /, *, &, and so forth.</p>
Symbol to Identify 3rd No	<p>A blank here indicates that the 25-character third item number is used most often during entry and inquiry. Otherwise a special symbol needs to be entered to indicate that this number is not primary; this symbol must then be the first character entered if inquiry or entry using this number is desired.</p> <p>Note: Only one symbol may be left blank. The other two must have a symbol, so that all three item numbers are unique. Be sure that this symbol is not significant for any other purposes of entry (such as a period or a comma). Suggested symbols would be /, *, &, and so forth.</p>
Symbol for Customer/Supplier	<p>A character that you use to identify the customer's or supplier's number in your system. When you enter a number preceded by this character, the system recognizes the number as the customer's or supplier's number. The system then goes to the cross-reference table to match the number to your item number. You cannot leave this field blank if you want the system to perform cross-referencing.</p>
Interface G/L (Y/N)	<p>A code that indicates whether inventory transactions that are processed through this branch/plant create general ledger entries. Valid codes are:</p> <p>Y Yes</p> <p>N No</p>

Field	Explanation
Update Units to G/L	<p>A code that indicates whether the system should move units to the general ledger after the system records a journal entry for the following programs:</p> <p>P4114 (Inventory Adjustments) P41413 (Cycle Count Update) P4113 (Inventory Transfers) P41610 (Tag Update) P4112 (Inventory Issues) P4116 (Item Re-Classification) P4312 (Receipts) P42800 (Sales Update) P4314 (Voucher Match) P31111 (Work Order Inventory Issues) P31112 (Work Order Completions) P31802 (Work Order Journal Entries) P31842 (Rate Base Journal Entries)</p>
Commitment Method	<p>A code that indicates the method that the system uses to commit lot items from inventory. Valid codes are:</p> <ol style="list-style-type: none"> <li data-bbox="768 1003 1412 1213">1 The normal commitment method for inventory (default). The system commits inventory from the primary location and then from secondary locations. The system commits inventory from the locations with the most inventory before committing inventory from locations with the least. The system commits backorders to the primary location. <li data-bbox="768 1224 1412 1350">2 The inventory commitment method by lot number. The system commits inventory by lot number, starting with the lowest lot number and committing orders to available lots. <li data-bbox="768 1360 1412 1539">3 The inventory commitment method by lot expiration date. The system commits inventory from the locations with the earliest expiration date first. The system considers only locations with expiration dates greater than or equal to the sales order or parts list requested date. <p>This field is no longer controlled in the constants but at the Item master and Item Branch/Plant level in the Distribution system.</p>
Specific Commitment (Days)	<p>Number used to determine when to commit inventory to an order in sales order processing. This value in days is added to today's date and compared with the Promised Ship Date for the order line. If the Promised Date is greater than the calculated date, then the order line is future committed in the Item Location record (F41021). Entering '999' eliminates future commits.</p>

Field	Explanation
Number of Days in Year	The number of days that you are open for business in a year. This number must be between 252 and 365. The Purchase Management system uses this number to calculate economic order quantity (EOQ). This is a required field.
Approval Route Code	A code that determines to whom an order is routed for approval.
ABC Codes Sales %	<p>Percentage that tells the system how to define the A group during ABC analysis. This number is the total of the A percentage added to the percentage you want the system to use when it assigns items to the B group. For example, you want items that make up the top 75% of your selling items in the A group and items that make up the next 20% in the B group. You would enter 95% in this field, which is the total of 75% and 20%. You enter each percentage as a decimal amount. For example, enter 75% as .75.</p> <p>During ABC analysis, the system compares the total sales of a single item to the total sales of all items to calculate the "value" of each item. An item's value is its percentage of the total sales. The system then arranges the values of all items from those of highest value to those of lowest value and adds the values together beginning with the highest. After it reaches the limit for A items, it continues to add values until it reaches the limit for B items. All items whose value is included in the total between the A limit and the B limit are B items. If an item's value causes the total to go over the B limit, the system assigns that item to the C group.</p>
Backorders Allowed (Y/N)	<p>A code that indicates whether you allow backorders for an item. You can allow backorders by item (through Item Master or Item Branch/Plant), or by customer (through Billing Instructions).</p> <p>Y Yes, allow backorders for an item.</p> <p>N No, do not allow backorders for an item, regardless of the backorders code assigned to the customer.</p> <p>Note: The system does not use this information if you have set the option on Branch/Plant Constants to indicate that you do not allow backorders in your operating environment.</p>
Customer Cross Ref. Code	<p>A code (UDC table 41\DT) that identifies the type of cross-reference you have set up for this customer. The system contains examples for:</p> <ul style="list-style-type: none">▪ Substitutes▪ Replacements▪ Bar Codes▪ Customer Numbers▪ Supplier Numbers

Field	Explanation
Supplier Cross Ref. Code	<p>User defined code (system 41, type DT) identifying the type of cross-reference you have set up for this supplier. Example cross-references have been set up for:</p> <ol style="list-style-type: none"> 1. Substitutes 2. Replacements 3. Bar Codes 4. Customer Numbers 5. Supplier Numbers
Purchase Order Issue Cost	<p>The amount that the Purchase Management system uses to calculate the Economic Order Quantity (EOQ). This cost should be the estimate of the cost of materials, labor, and overhead that you incur when you issue a single purchase order. The default value is .00. For example:</p> <p>S Purchase Order Issue Cost = 15.0 I Inventory Carrying Cost = .09 (9%) Y Annual Sales in Units = 3,000 C Unit cost of Item = 10.0</p> <p>Economic Order Quantity = Square root of $((2S/I) \times (Y/C))$ Square root of $[(2)(15) \text{ divided by } 0.09] \times 3,000 \text{ divided by } 10.0 = 316.23$</p>
Inventory Carrying Cost (%)	<p>The percentage of inventory investment that the Purchase Management system uses to calculate Economic Order Quantity (EOQ). The default is .00. Enter a percentage as a decimal value.</p> <p>The following example shows how EOQ is determined using the Inventory Carrying Cost Percentage:</p> <p>S Purchase Order Issue Cost = 15.0 I Inventory Carrying Cost = .09 (9%) Y Annual Sales in Units = 3,000 C Unit Cost of Item = 10.0</p> <p>EOQ = Square root of $((2S/I) \times (Y/C)) = \text{the square root of } (2(15) \text{ divided by } .09) * (3000 \text{ divided by } 10) = 316.23$</p> <p>Note: Access field help for the Economic Order Quantity field for information on the EOQ formula.</p>
Sales/Inventory Cost Method	<p>A code (table 40/CM) that indicates the cost method that the system uses to calculate the cost of goods sold for the item. Cost methods 01-08 are hard-coded. This field defaults into the Cost Revisions program (P4105).</p>
Purchasing Costing Method	<p>A code (table 40/CM) that indicates the cost method that the system uses to determine the cost of the item for purchase orders. Cost methods 01-08 are hard-coded. This field defaults into the Cost Revisions program (P4105).</p>

Field	Explanation
Location Control (Y/N)	<p>A code that indicates what type of location control the system requires. Use location control if you want to use only locations that are in the Location Master table.</p> <p>Valid codes are:</p> <p>Y Yes, use only locations in Location Master (F4100).</p> <p>N No, do not restrict locations to those in Location Master. Use all locations, as long as they conform to the location format defined on Branch/Plant Constants - Page 2.</p> <p>If Warehouse Control is set to Yes, Location Control also must be set to Yes.</p>
Warehouse Control (Y/N)	<p>A code that determines whether the system creates warehouse transactions for the branch/plant.</p>
Foreign Depot	<p>This flag indicates whether or not this branch/plant is owned by another company. This field is checked by the Bulk and Packed Load Confirmation programs to determine if the depot from which product is being loaded is a foreign depot. If it is a foreign depot, a valid borrow agreement is required to be entered during load confirmation.</p>
Quality Management (Y/N)	<p>This flag indicates whether to activate the Quality Management system (System 37) for your branch/plant.</p>
Branch/Plant Type	<p>Type of Branch/Plant:</p> <p>C Consigned</p> <p>M Manufacturing/Distribution</p> <p>V VMI Facility</p>
Item Branch Creation	<p>A code that indicates whether the inventory and distribution programs can create new item branch (F4102) records.</p> <ul style="list-style-type: none">▪ If you leave this option at the default of 0, the system allows the inventory and distribution programs to create new item branch records▪ If you change this option to 1, the system does not allow the inventory and distribution programs to create new item branch records

Field	Explanation
Location Lot Creation	<p>A code that indicates whether the Inventory and Distribution programs can create new item location (F41021) records.</p> <ul style="list-style-type: none"> ▪ If you leave this option at the default of 0 (or Y) the system allows the Inventory and Distribution programs to create new item location records ▪ If you change this option to 1(or N), the Inventory system transaction programs do not allow the creation of new item location records for new lot numbers. New item location records can be created for existing lots ▪ If you change this option to 2, the Inventory system transaction programs do not allow the creation of new item location records ▪ If you change this option to 3, the Inventory and Distribution programs do not allow the creation of new item location records

What You Should Know About

Defining warehouse control specifications

If you use the Advanced Warehouse Management system, you must define the warehouse information on Branch/Plant Constants — Pg 2.

Defining Item Availability (ECS)

You must define how you want the system to calculate item availability for each branch/plant. The way that you set up this calculation impacts how the system later calculates backorders, cancellations, and customer delivery time.

To define item availability

On Branch/Plant Constants

1. Access Item Availability Definition for a branch/plant.

The screenshot shows the 'Item Availability Definition' screen in Oracle JD Edwards World. The window title is '410011 Item Availability Definit'. The main area displays a list of fields for defining item availability. The 'Branch/Plant' field is set to '30 Memphis Distribution Cent'. The 'Quantity on Hand' field is set to '30'. The 'Subtract:' section includes fields for 'Quantity Soft Committed to SO & WO', 'Quantity Hard Committed to SO', 'Quantity Future Committed to SO', 'Quantity Hard Committed to WO', 'Other Quantity 1 SO', and 'Other Quantity 2 SO'. The 'Add:' section includes fields for 'Quantity on Purchase Order Receipts', 'Quantity on PO - Other 1', 'Quantity on Work Order Receipts', 'Quantity in Transit', 'Quantity in Inspection', 'Quantity in Operation 1', and 'Quantity in Operation 2'. The 'Tools' menu is visible at the top, and 'F3=Exit' is at the bottom.

2. On Item Availability, enter a minus (-) or plus (+) sign in fields with quantities that you want to subtract from or add to, respectively, the quantity on hand.

Notice that the sales commitment types of soft, hard, future and other quantity 1 and 2 display underneath the Subtract heading. The Quantity Hard Committed to WO relates to the Manufacturing system. The Soft Committed to SO & WO is updated by both the Sales and Manufacturing systems. Quantities that appear under the Add heading relate to the Purchasing system.

By specifying which sales commitment types are subtracted from an item's on-hand quantity you are defining the way availability is calculated. As in this example you would normally specify that soft and hard commitments decrease availability hence the subtraction sign, whereas you may not want future commitments and other quantities to affect availability hence no subtraction sign next to the fields.

You can also determine whether to include quantities on hold and safety stock in the on-hand quantity. Items can be put on hold in the Item Lot/Location Information program (P41024) and the safety stock quantity is defined in the Item Branch Quantities program (P41022). Both of these programs can be accessed from Item Branch/Plant Information (P41026) using a function key.

The other quantity 1 and other quantity 2 fields relate to the use of blanket and quote orders.

Once you have set up the item availability definition for each branch, the calculations apply to every item in the branch.

What You Should Know About

Checking availability for configured items

The Sales Order Management system does not support availability checking for configured items. To check availability during sales order entry, you must set the Check Availability field in Configurator Constants in the Configuration Management system. If the system finds the exact item and string match, a window displays all locations containing the specific configuration. However, no component availability checking is performed.

See *Checking Availability* and *Setting Up Constants* in *Configuration Management Guide*.

See Also

- *Reviewing Performance Information (P4115)* in the *Inventory Management Guide* for information about quantities

Defining System Constants (ECS)

Set up system constants to tell the system which functions to perform. For example, assume that you have several branch/plants and use different units of measure for the items in each branch/plant. You can set a system constant to automatically convert units of measure by branch.

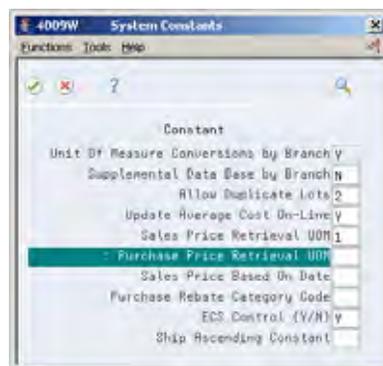
System constants apply to all branch/plants. You cannot customize the settings for each branch/plant.

You must activate the ECS control for the system to process orders with advanced ECS functionality.

To define system constants

On Branch/Plant Constants

1. Access System Constants (Function key F10).



2. On System Constants, complete the following fields:

- Unit of Measure Conversions by Branch
- Supplemental Data Base by Branch
- Allow Duplicate Lots
- Update Average Cost On-Line
- Sales Price Retrieval Unit of Measure
- Purchase Price Retrieval Unit of Measure
- Sales Price Based On Date
- Purchase Rebate Category Code
- ECS Control (Y/N)
- Ship Ascending Constant

Field	Explanation
Unit Of Measure Conversions by Branch	<p>A code that indicates how the system uses the branch/plant within the Item Specific Unit of Measure Conversion tables. Valid values are:</p> <p>Y The system displays the item specific conversion table when you add an item to a specific branch/plant.</p> <p>N The system displays the item specific conversion table for all branch/plants from the Item Master table.</p>
Supplemental Data Base by Branch	<p>A code that indicates how the system uses the branch/plant within the Inventory Management Supplemental Database. Valid values are:</p> <p>Y The supplemental data is unique by item and branch.</p> <p>N The supplemental data is unique by item only.</p>
Allow Duplicate Lots	<p>A flag that determines whether the system can assign the same lot to multiple items. Valid values are:</p> <p>1 Do not allow duplicate lots. The lot is restricted to one item and one branch/plant.</p> <p>2 Allow duplicate lots. You can create a lot that contains multiple items and branch/plants.</p> <p>3 Do not allow duplicate lots. The lot is restricted to one item, but can contain quantities in multiple branch/plants.</p>

Field	Explanation
Update Average Cost On-Line	<p>A code that indicates when the system calculates the new average cost for an item. Valid values are:</p> <p>Y The system calculates a new average cost online immediately after any transaction that affects the average cost of an item.</p> <p>N All processes that affect average cost create transactions to an Average Cost Work table (F41051). The system calculates a new average cost when you run the Average Cost Update program (P41811).</p>
Sales Price Retrieval UOM	<p>A value that specifies the unit of measure that the system uses for retrieving base prices and price adjustments during sales order processing. The system allows you to define your base prices in the Base Price table (F4106) and price adjustments in the Adjustment Detail table (F4072) in various unit of measures.</p> <p>If you specify the Transaction or Pricing UOM and the system does not find a record in that unit of measure, the system repeats the process using the primary UOM of the item.</p>
Purchase Price Retrieval UOM	<p>A value that represents the unit of measure that the system retrieves for the purchase base price (F41061) during purchase order processing.</p> <p>If you specify the Transaction or Purchasing UOM and the system does not find a record in that unit of measure, the system repeats the process using the primary UOM of the item.</p>
Sales Price Based On Date	<p>A value that determines how the system updates the Price Effective Date in the Sales Order Header (F4201) and Detail (F4211) tables. In the Sales Order Management system, the system uses the Price Effective Date to retrieve the base price from F4106 and price adjustments from F4072.</p>
Purchase Rebate Category Code	<p>A number in the system constants that determines which category code the system uses in the criteria for inclusion comparison.</p>
ECS Control (Y/N)	<p>The Energy and Chemical System Control code that you use to indicate whether to use the ECS application.</p>
Ship Ascending Constant	<p>An option that indicates whether the system applies the ship ascending date rule by customer and by item. When you choose this option, the system applies the ship ascending date rule during the sales order entry, pick slip/commitment processing, and ship confirmation processes. When the system applies the Ship Ascending Date rule, the system sorts shipping customers' lots in ascending order by expiration date, sell by date, or best before date.</p>

Defining Batch Control Constants (ECS)

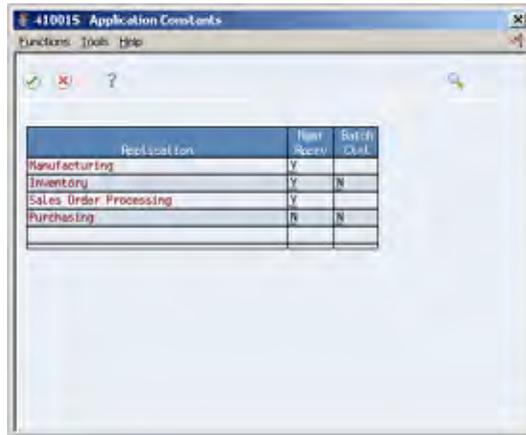
Defining batch control constants prevents the system from applying changes that personnel make in each system, such as the ECS Sales Order Management system, to the general ledger. Also, you can define a constant that requires you to enter batch control information before the system runs a batch processing job. You might want to enter batch control information for comparing the anticipated size of the job to the end result.

You must define management approval and batch control separately for each distribution and manufacturing system that you use.

To define batch control constants

On Branch/Plant Constants

1. Access Application Constants (Function key F8).



2. On Application Constants, complete the following fields:

- Management Approval
- Batch Control

Field	Explanation
Batch Management Approval Required - Inv	A code that indicates whether you want to require approval of batches before they can be posted to the general ledger. Valid values are:
Y	Y (yes) instructs the system to assign a status of Pending to each batch that you create within the listed systems.
N	N (no) instructs the system to assign a status of Approved to each batch.

Field	Explanation
Batch Control Required (Y/N) - Inv	<p>A code that indicates whether you want to require entry of batch control information. For each batch, the system displays a batch control screen where you must enter information about the number of documents and the total amount of the transactions you expect in the batch. The system uses these totals to edit and display differences from the actual transactions you entered. This field applies only to the Inventory Management and the Purchase Order Management systems. Valid values are:</p> <p>Y In Inventory Management, Y (yes) instructs the system to display a batch control screen before you issue, adjust, or transfer inventory. In Purchase Order Management, Y instructs the system to display a batch control screen before you enter receipts.</p> <p>N N (no) indicates that you do not require entry of batch control information.</p>

Defining Locations (ECS)

Defining the location format allows you to specify how each of your item locations is set up. For example, assume that you store pencils in branch/plant "A." To be more specific about where the pencils are located in the warehouse, you can define a series of elements that comprise the actual location. An element is an alphanumeric entry that represents a more specific location than just the branch/plant. For example, an element can represent an aisle, bin, shelf, or any other location you use in a branch/plant.

You can define a location's format using up to 10 different elements, such as aisle, shelf, and bin. For each element, define the following:

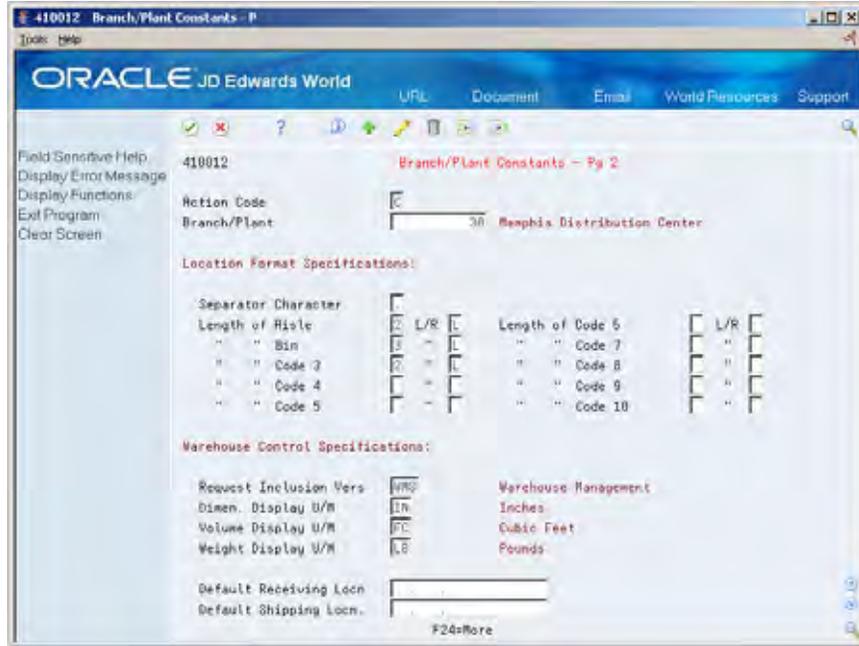
- Length
- Justification
- Separator character

If you are using the Advanced Warehouse Management system, you must define not only warehouse location information, but also default units of measure for volumes, dimensions, and weights.

To define location the location format

On Branch/Plant Constants

1. Access Branch/Plant Constants — Pg 2 for a specific branch/plant.



2. On Branch/Plant Constants — Pg 2, decide which elements to use for the location format and complete the following fields for each element:
 - Length (of Aisle, of Bin, of Code 3 - 10)
 - L/R (Left/Right)
 - Separator Character

Field	Explanation
Length of Aisle	Identifies the number of characters to represent the tank (or aisle for packaged stock). Valid values are numbers 1 through 8.
Justify – Aisle	A character (L or R) that specifies left or right justification for Aisle in the location format.
Separator Character	<p>A character that divides the elements of the location when you display them on forms or reports.</p> <p>Separators are not stored in the tables, but are used to edit a location on a form or report. If you do not want to use separators, leave this field blank. The system displays the location as one string of characters.</p> <p style="text-align: center;"><i>Form-specific information</i></p> <p>The system uses the character you enter in this field to separate the combination of tank/owner and aisle/bin when displayed on forms or reports. Companies commonly use a period (.) as the separator character.</p>

What You Should Know About

Location length

The total length of all elements, including separators, cannot exceed 20 characters. The system does not store separators in the tables, but uses separators to edit a location on a form or report. If you do not want to use separators, leave the separator field blank. The system displays the location as one string of characters.

See Also

- *Setting Up Locations (P41204) in the Advanced Warehouse Management Guide*

Set Up Customer Billing Instructions



From ECS Sales Order Management (G4910), enter 29
From ECS Sales Order Management Setup (G491041), choose Customer Billing Instructions

Setting Up Customer Billing Instructions (ECS)

Before you process sales orders, you must set up default customer information in the customer billing instructions.

This section includes instructions for the following:

- [To enter order processing information](#)
- [To enter shipping information](#)
- [To enter freight information](#)
- [To enter commission information](#)
- [To enter billing information](#)

For example, if a customer wants you to bill the parent company for items that are shipped to several branch offices, you can specify this information in the customer billing instructions. The system retrieves this default information every time you enter an order for this customer.

Before You Begin

- Verify that an address book record exists for your customers

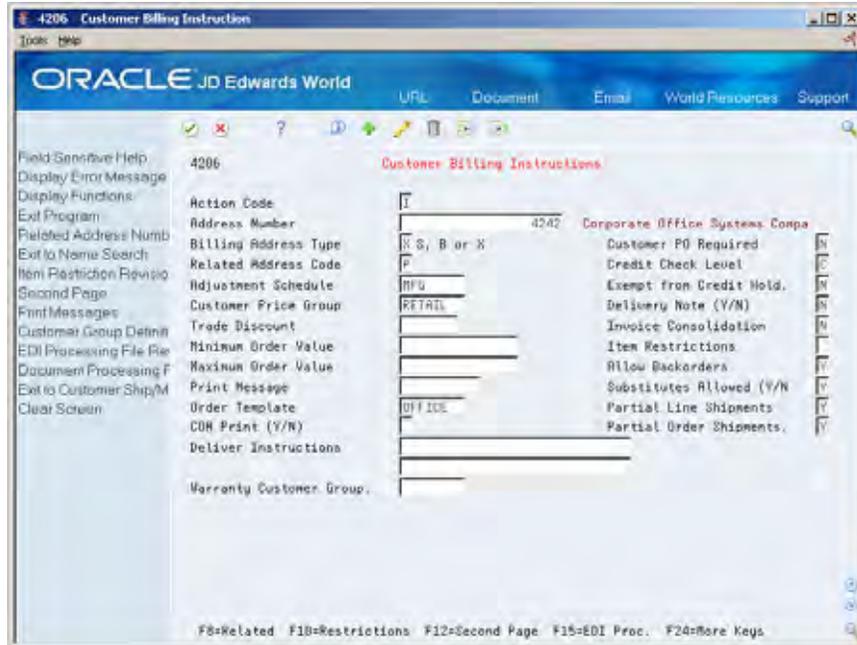
To enter order processing information

On Customer Billing Instructions.

1. Complete the following fields:
 - Address Number
 - Customer PO Required
 - Credit Check Level
 - Exempt from Credit Hold
 - Customer Price Group
 - Item Restrictions
 - Trade Discount

- Minimum Order Value
- Maximum Order Value
- Allow Backorders
- Allowed Substitutes
- Print Message
- Order Template

2. Use the Add action and press Enter.



Field	Explanation
Exempt from Credit Hold	Code indicating if the customer is exempt from credit checking in the Sales Order Processing cycle. Valid codes are:
Y	Sales order entry should not check the customer's credit.
N	This customer is not exempt from credit checking. If credit checking is activated through the Sales Order Entry processing options and the customer goes over the limit, the order is put on hold. (You set up a credit limit for the customer in the address book).

Field	Explanation
Credit Check Level	<p>A code that controls the way the system conducts credit checking.</p> <p>Codes are:</p> <p>P Credit check based on the customer's parent number (P for Parent).</p> <p>C Credit check against the customer number only.</p> <p>S Credit check against the customer number only.</p> <p>If you use method P, the system compares the open accounts receivable and open sales orders for the sum of the children and the parent against the credit limit for the parent number. Use this, for example, when a customer with multiple offices or branches, each of which order from you, asks that all credit checking be reflected in a single account.</p> <p>Note: Even though credit checking can be conducted at the parent or customer number level, all accounts receivable are posted to the customer number (SDAN8) during Sales Update (P42800).</p>
Customer PO Required	This field is used to indicate if the Customer Purchase Order Number field is required to be entered for the customer. This field is edited during Sales Order Entry.
Customer Price Group	A user defined code (system 40, type PC) that identifies a customer group. You can group customers with similar characteristics, such as comparable pricing.
Trade Discount	Percentage by which the system reduces the price of each item. This is the only discount that applies. You can override it if you enter a price. Enter the percentage as a whole number (that is, 5 for 5%).
Minimum Order Value	<p>Value below which an order is placed on hold. This process is activated by a processing option in Sales Order Entry. If you try to enter an order whose total is less than the minimum order value, the system displays an error message.</p> <p>This field is maintained as an integer without decimals.</p>
Maximum Order Value	<p>Value above which an order is placed on hold. This process is activated by a processing option in Sales Order Entry. If you try to enter an order whose total is more than the maximum order value, the system displays an error message.</p> <p>This field is maintained as an integer without decimals.</p>
Print Message	A user defined code (system 40/type PM) that represents a predefined message set up on Print Message Revisions. You can print the message on sales orders, purchase orders, and so forth.

What You Should Know About

Restricting items from a sale

If you specify items in customer billing instructions, you can list any items that are not to be shipped to a customer in Item Restrictions Revisions.

If you specify items to include in Item Restrictions Revisions, you can limit your customer's orders to the items that are listed in Item Restrictions Revisions.

Note:

- Item Restrictions that work in the sales programs include: Page Mode, Line Mode, Quotes, Direct Ship, Credit Orders, and Credit Orders from History
- Item Restrictions does not work in the sales programs Transfer Orders and Recurring / Batch Order Entry
- Item Restrictions was not intended for Non-stock. Only order line types with an Inventory Interface of Y or D work with Item Restrictions
- Item Restrictions are not document specific
- Item Restrictions can not use Classification Codes
- Item Restrictions are listed in order of the short ID number
- If the system errors on a restricted item at order entry, use option 8 to bypass writing a record to the Sales Order Detail file (F4211)
- Item Restrictions can not be done by Lot number
- Item Restrictions information is held in the Order Processing Cross Reference file (F4013)

To enter shipping information

On Customer Billing Instructions.

1. Complete the following fields:
 - Address Number
 - Delivery Note (Y/N)
 - Partial Line Shipment
 - Partial Order Shipments
 - Delivery Instructions
2. Access Billing Instructions — Page 2.

3. On Billing Instructions — Page 2, complete the following fields:

- Held Orders Code
- Priority Code
- Display Weight UOM
- Display Volume UOM

Field	Explanation
Delivery Note	<p>Code that indicates whether the system prints delivery notes for this customer.</p> <p>Valid codes are:</p> <p>Y The customer's order can produce delivery notes.</p> <p>N The system does not generate delivery notes for the customer.</p> <p>If you leave this field blank, the system uses N.</p>
Partial Line Shipments Allowed (Y/N)	<p>Code that indicates whether the customer requires the entire line be shipped at one time or whether the customer accepts multiple partial shipments instead. Valid codes are Y (yes), which is the default, and N (no).</p> <p><i>Form-specific information</i></p> <p>This field is used in conjunction with the Allow Backorders field. Backorders must be allowed before the system makes partial shipments to a customer.</p>

Field	Explanation
Partial Order Shipments Allowed (Y/N)	<p>Code that indicates if the customer requires that the entire order be shipped at one time or if the customer accepts multiple partial shipments instead.</p> <p>Note: This feature is only activated when adding orders in Sales Order Entry with availability checking on since Sales Order Entry is the only time that all lines can be grouped together as an order. Availability checking performed at Pick Slips or Shipment Confirmation does not guarantee that all lines are together for the order.</p>
Delivery Instructions Line 1	<p>One of two fields that you use to enter delivery instructions.</p> <p><i>Form-specific information</i></p> <p>The system copies this text to the Sales Order Header Information form.</p>
Hold Orders Code	User defined code (table 42/HC) that identifies why the order is on hold.
Priority Code - Processing	<p>A code that tells the system to handle this customer's orders on a priority basis. Use this value to set up print pick slips so you can choose to print them on a priority basis. This code is assigned from the Customer Billing Instructions.</p> <p>This field is informational only and can be used in DREAM Writer selection to expedite order lines.</p> <p>In addition, the backorder print report and automatic batch release program can be sequenced by this code to release those orders with the highest priority first.</p>
Display Weight UOM	A user defined code (system 00, type UM) that identifies which unit of measure the system should use to display the weight of individual order lines and the order as a whole for this customer when you use the order summary form.
Display Volume UOM	A user defined code (system 00/type UM) that identifies the unit of measure that the system uses to display volume for this branch/plant. The system inputs a value in this field from Branch/Plant Constants - Page 2 (P410012). You can override this default value.

To enter freight information

On Customer Billing Instructions

1. Complete the following field:
 - Address Number
2. Access Billing Instructions - Page 2.
3. On Billing Instructions - Page 2, complete the following fields:
 - Apply Freight (Y/N)

- Freight Handling Code
- Route Code
- Stop Code
- Zone Code
- Preferred Carrier

Field	Explanation
Apply Freight (Y/N)	<p>A code indicating whether the system should perform freight calculations during processing. Valid codes are:</p> <p>Y yes, perform calculations</p> <p>N no, do not perform calculations</p> <p>If you leave this field blank, the system automatically enters Y.</p>
Freight Handling Code	<p>A user defined code (system 42/type FR) designating the method by which supplier shipments are delivered. For example, the supplier could deliver to your dock, or you could pick up the shipment at the supplier's dock.</p> <p>You can also use these codes to indicate who has responsibility for freight charges. For example, you can have a code indicating that the customer legally takes possession of goods as soon as they leave the supplier warehouse and is responsible for transportation charges to the destination.</p>
Route/Stop/Zone	<p>The route field is a user defined code (system 42, type RT) that represents the delivery route on which the customer resides. This field is one of several factors used by the freight summary facility to calculate potential freight charges for an order.</p> <p>For picking, use the route code with the stop and zone codes to group all of the items that are to be loaded onto a delivery vehicle for a specific route.</p> <p>You set up a default for each of these fields on the Customer Billing Instruction form.</p>
Preferred Carrier	<p>The address number for the preferred carrier of the item. The customer or your organization might prefer a certain carrier due to route or special handling requirements.</p>

To enter commission information

On Customer Billing Instructions.

1. Complete the following field:
 - Address Number
2. Access Billing Instructions - Page 2.
3. On Billing Instructions - Page 2, complete the following fields:

- Commission Code 1
- Commission Rate 1
- Commission Code 2
- Commission Rate 2

Field	Explanation
Commission Code/Rate 1	The first of two eight-character codes used to designate the salespeople who should receive credit for a sale to the customer. This code is first created in either the Address Book or through the Related Salespersons program.
Commission Code/Rate 2	The second of two eight-character codes used to designate the salespeople who should receive credit for a sale to the customer. This code is first created in either the Address Book or through the Related Salespersons program.

What You Should Know About

Setting up standard freight rates You can define standard freight rates by associating a zone, a commodity class, a delivery zone, and a carrier with a charge amount.

See *Setting Up Freight Rates* for more information.

Setting up commissions You can customize the default commission information for a salesperson or a sales group.

See *Setting Up Commission Information* for more information.

To enter billing information

On Customer Billing Instructions.

Complete the following fields:

- Address Number
- Billing Address Type
- Related - Address Number
- Invoice Consolidation

4. Access Billing Instructions - Page 2.

5. On Billing Instructions - Page 2, complete the following fields:

- Invoice Copies
- Price Pick List
- Tax Service Date Selection

Field	Explanation
Billing Address Type	<p>Code that tells the system to use this address as a Sold To address, a Ship To address, or both. Valid codes are:</p> <p>X Indicates a bill to and a ship to address S Indicates a ship to address only B Indicates a bill to address only</p> <p><i>Form-specific information</i></p> <p>When you enter an order for a Ship To customer, the Related Sold To customer defaults into the Sold To field of the sales order entry screen. If you enter the Sold To address, the related Ship To address defaults.</p>
Invoice Consolidation	<p>Code that tells the system whether a customer wants consolidated invoices. Valid codes are:</p> <p>Y Customer wants consolidation. N Customer does not want consolidation.</p> <p>If you specify consolidation, the system generates a single invoice from multiple sales orders.</p>
Price Pick List	<p>Code that indicates whether price information appears on the customer's pick list, purchase order, or sales order. Valid codes are:</p> <p>Y Yes, which is the default N No</p>
Tax Service Date Selection	<p>Code which indicates the date used as the tax service date for orders entered through the sales order processing system. Values are:</p> <p>1 Order date is used as tax service date 2 Invoice date is used as tax service date 3 Ship date is used as tax service date</p> <p>Blank Order date defaults as tax service date</p> <p>Value can be specified at the ship to address number level or the header branch plant company level. If the ship to address number value is blank, the header branch plant company value is retrieved. If both values are blank, the order date defaults as the tax service date.</p>

Sales Order Information from Customer Billing Instructions

JD Edwards World populates information on the Sales Order Entry screen (P4211) from the Customer Billing Instructions (F0301). Some of these fields come from the Sold To address book number, and some come from the Ship To address book number.

From	Field	From	Field
Sold To	Adjustment Schedule	Ship To	Delivery Notes
Sold To	Customer Pricing Rule	Ship To	Partial Line Shipment
Sold To	Trade Discount	Ship To	Partial Order Shipment
Sold To	Minimum and/or Maximum Order Value	Ship To	Delivery Instructions
Sold To	Print Message	Ship To	Apply Freight
Sold To	Credit Check Level	Ship To	Freight Handling
Sold To	Exempt from Credit Hold	Ship To	Route/Stop/Zone
Sold To	Invoice Consolidation	Ship To	Preferred Carrier
Sold To	Item Restrictions	Ship To	Display Weight UOM
Sold To	Allow Backorders	Ship To	Display Volume UOM
Sold To	Allow Substitutes	Ship To	Commission Code/Rate
Sold To	EDI-Batch Processing Mode		
Sold To	Price Pick List		
Sold To	Invoice Copies		
Sold To	Held Orders Code		
Sold To	Priority Code		

What You Should Know About

Defining the default address type

Complete the Billing Address Type field to define which of the following address types the system uses as the default for the customer:

- Sold To
- Ship To
- Sold To and Ship To

See *Defining Default Address Types (ECS)*.

Setting up commissions

You can customize the default commission information for a salesperson or a sales group.

See *Setting Up Commission Information (ECS)*.

Set Up Order Line Types



From ECS Sales Order Management (G4910), enter 29
From ECS Sales Order Management Setup (G491041), choose Order Line Types

Setting Up Order Line Types (ECS)

When you enter detail information for a sales or purchase order, you enter the quantity, price, and cost for each item or service. You can also enter a credit item, a non-stock item, and text information in the same sales or purchase order.

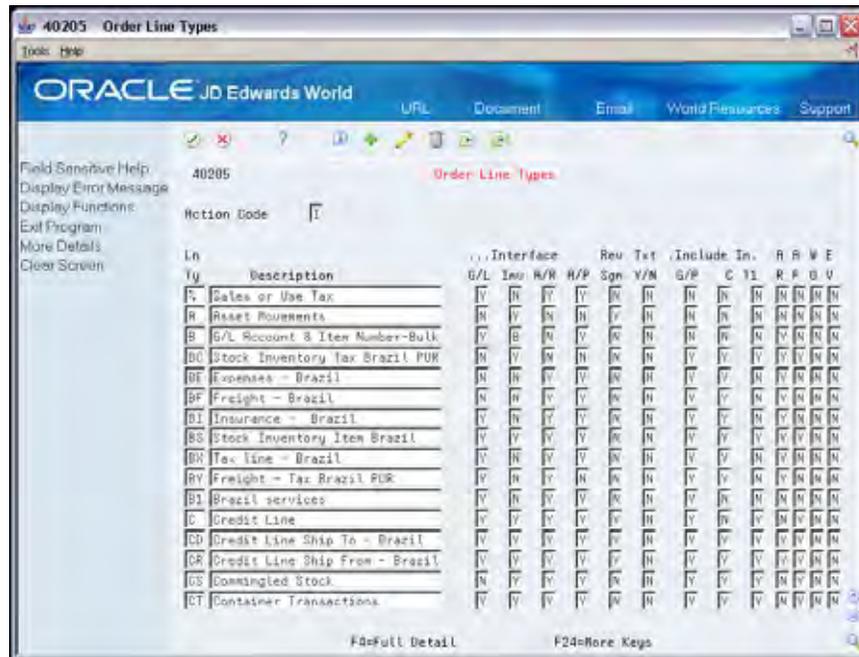
Each entry is a line. A line is the information for an item or service that you are ordering as it pertains to the order. A line type is a code that the system uses to process each line that you enter. For example, you can specify line type S for stock items. The system determines whether it should increase or decrease the quantity of the item in inventory. You can specify line type F for freight charges. The system determines from your definition of the line type that this item is not an inventory item.

You can specify how the system uses line types in the general ledger and with the Inventory Management system. For example, when you purchase or sell an inventory item, you might assign a line type for stock items. The system records the transaction according to the information that you specified for the line type. In this case, the system reflects the cost or price of the item in the general ledger. The transaction line also affects item availability in the Inventory Management system.

The line types that you define are applicable throughout distribution systems. For example, line types are processed in the same way in the ECS Sales Order Management system as they are in the Purchase Order Management system.

To set up order line types

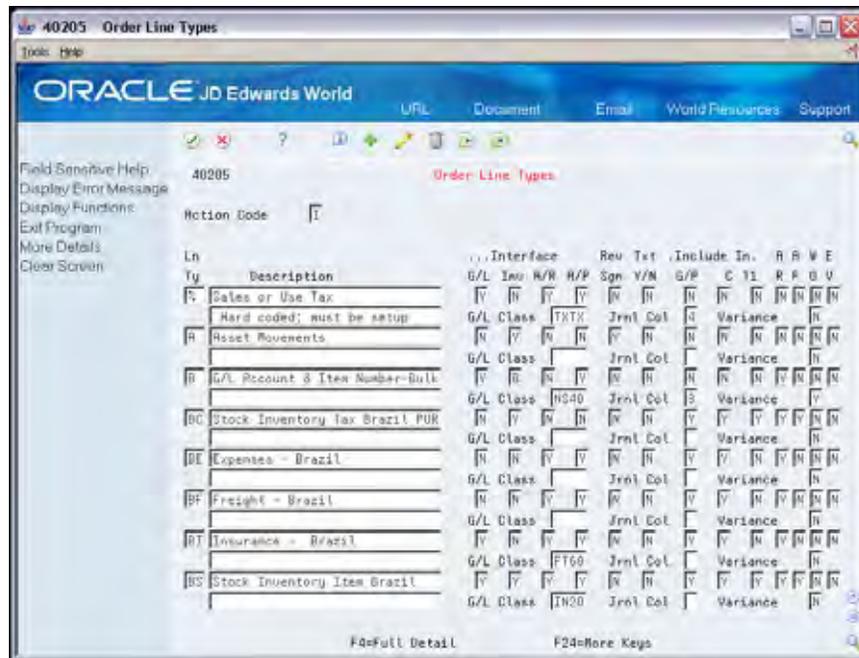
On Order Line Types



1. Complete the following fields:

- Line Type
- Description
- General Ledger Interface
- Inventory Interface
- Accounts Receivable Interface
- Accounts Payable Interface
- Reverse Sign
- Text
- Include Sales/COGS for Gross Profit
- Include in Cash Discount Calculation
- Include in Tax 1
- Apply Retainage
- Apply Freight
- Generate Work Order

2. Access the fold area.



3. Complete one or more of the following fields:

- G/L class
- Journal Column
- Variance

Field	Explanation
Line Type	<p>A code that controls how the system treats lines on a transaction. It controls the systems with which the transaction interfaces (General Ledger, Job Cost, Accounts Payable, Accounts Receivable, and Inventory Management). It also specifies the conditions under which a line prints on reports and is included in calculations. For example:</p> <p>S Stock item J Job cost N Non-stock item F Freight T Text information M Miscellaneous charges and credits</p>
Description — Line Type	<p>The first 30 characters of the description that identifies each defined line type. The system uses this description as the default description for all non-inventory line items you create through order entry.</p>
G/L Interface Y/N - Distribution	<p>A code that indicates whether the system reflects the dollar or unit value of any activity containing this order line type in the general ledger. Valid codes are Y (yes), which is the default, and N (no).</p>

Field	Explanation
Inventory Interface Y/N - Distribution	<p>A code that identifies the type of interface to the Inventory Management system. Valid codes are:</p> <p>Y The dollar or unit value of any activity containing this line type will be reflected in inventory. The system also edits the item you enter to ensure that it is a valid item. Y is the default.</p> <p>A The number entered will be recognized as a G/L account number. This code is used in purchasing only.</p> <p>B The system edits when using format 4 in purchase order entry. The system retrieves price data from the inventory tables, but does not update to the quantity on the purchase order. This code is valid only when the G/L Interface field is Y (yes). Budget checking is fully functional with this interface type.</p> <p>D The item in this line is an inventory item that will not affect availability or quantities.</p> <p>N This item is not an inventory item.</p>
A/R Interface Y/N - Distribution	Code that indicates whether the system will reflect the dollar or unit value of any activity containing this order line type in Accounts Receivable. Valid codes are Y (yes), which is the default, and N (no).
A/P Interface Y/N - Distribution	A code that indicates whether the system reflects the dollar or unit value of any activity containing this order line type in accounts payable. Valid codes are Y (yes), which is the default, and N (no).
Reverse Sign	<p>A code that indicates whether the system reverses the sign of the quantity in the line. This code is used to allow easy entry of credit memos. Valid codes are:</p> <p>Y Yes</p> <p>N No. This is the default</p>
Text	<p>A code that indicates whether this line contains only memo information. Valid codes are:</p> <ul style="list-style-type: none"> ▪ Y (yes) ▪ N (no, which is the default)
Include Sales/COGS for Gross Profit	A code indicating that the system includes sales and cost of goods sold in gross profit calculations. Valid codes are Y (yes) and N (no, which is the default).
Include in Cash Discount Calculation	A code indicating whether the system includes the extended dollar amount of the transaction in the cash discount or payment terms discount calculation. Valid codes are Y (yes) and N (no). N is the default.

Field	Explanation
Include in Tax 1	<p>A code that indicates whether the monetary value of this order line is subject to applicable taxes and which taxes to apply. Valid values are:</p> <p>Y Yes, the line is subject to applicable taxes.</p> <p>N No, the line is not subject to applicable taxes.</p> <p>3-8 Yes, the line is subject to applicable taxes at the rate indicated by the group number (3-8). The system uses group numbers for VAT (value added tax).</p>
Apply Retainage - Y/N	<p>A code that indicates whether the system includes the item's values in the calculation of an accounts payable retainage. Use this field only if the interface between the Purchasing system and Accounts Payable system is active.</p> <p>Valid codes are:</p> <p>Y Include the item's values in the accounts payable retainage calculation.</p> <p>N Do not include the item's values in the accounts payable retainage calculation.</p> <p>If you leave this field blank, the system automatically enters N.</p>
Apply Freight - Y/N	<p>A code indicating whether the system should perform freight calculations during processing. Valid codes are:</p> <p>Y yes, perform calculations</p> <p>N no, do not perform calculations</p> <p>If you leave this field blank, the system automatically enters Y.</p>
Generate Workorder	<p>A code indicating whether the system automatically generates an internal work order for this line. Valid codes are Y (yes) and N (no, which is the default).</p>

Field	Explanation
Category - G/L	<p>A code that identifies the general ledger class that you want the system to use when it searches for the account to which it will post the transaction. If you do not want to specify a class code, you can enter **** (four asterisks) in this field.</p> <p>The table of Automatic Accounting Instructions (AAIs) allows you to predefine classes of automatic offset accounts for the Inventory, Purchasing, and Sales Order Management systems. G/L categories might be assigned as follows:</p> <p>IN20 Direct Ship Orders IN60 Transfer Orders IN80 Stock Sales</p> <p>The system can generate accounting entries based upon a single transaction. As an example, a single sale of a stock item can trigger the generation of accounting entries similar to these:</p> <p>Sales-Stock (Debit) xxxxx.xx A/R Stock Sales (Credit) xxxxx.xx Posting Category: IN80 Stock Inventory (Debit) xxxxx.xx Stock COGS (Credit) xxxxx.xx</p> <p>Although this field is four characters, only the last two characters of the Category and the last character of the Document Type are used to find the AAI.</p>
Column to Include on Sales Journal	<p>The Sales Journal report has four columns. The value in this field controls which of the four columns receives the sales value, if any, of this line. Allowed codes are 1, 2, 3, and 4.</p>
Record Variance (Y/N)	<p>Code that tells the system to which account it should book a variance. Valid codes are:</p> <p>Y Tells the system that a variance generated during voucher match should be booked to the variance account.</p> <p>N Indicates to the system that it should book any variance back to the expense account for the order line.</p> <p>Note: This field is used in conjunction with an inventory interface of A or B in the Purchasing system only.</p>

Set Up Order Activity Rules



From ECS Sales Order Management (G4910), enter 29
From ECS Sales Order Management Setup (G491041), choose Order Activity Rules

Setting Up Order Activity Rules (ECS)

To advance an order line through the order process, you must create order activity rules, which establish a sequence of steps for processing.

The system processes an order line based on the order activity rules that you set up for the order type and line type combination. For example, you could set the order activity rules for stock line types in sales orders as follows:

- Enter order
- Load confirm
- Delivery confirm

For stock line types on purchase orders, you could set the order activity rules as follows:

- Enter order
- Approve order
- Print

You must assign a status code for every step in the order process. A status code is a number that the system uses to identify the current status of an order line. You must also identify a next status code that determines the next step to which the system will advance the order. You must arrange status codes in ascending numerical order for the system to establish the sequence of steps.

You can change the progression of steps or include alternate steps in the order activity rules. For example, you can set up order activity rules for non-stock items in sales orders so that the system bypasses the step to print pick slips and advances the order line to shipment confirmation.

You can specify at which point in the order process the system writes records to the general ledger for sales and purchasing.

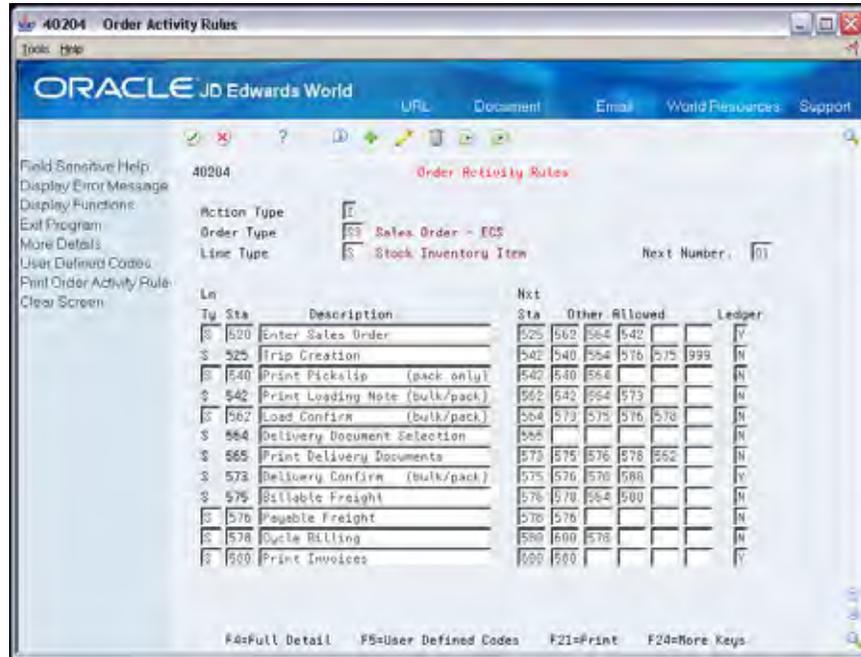
Before You Begin

- Verify that you have set up the status codes in the user defined codes table (system 40, type AT). See *Working with User Defined Codes* in the *Technical Foundation Guide*.

- Verify that you have set up order types in the user defined codes table (system 00, type DT). See *Working with User Defined Codes* in the *Technical Foundation Guide*.
- Verify that you have set up line types. See *Setting Up Order Line Types (ECS)*.

To set up order activity rules

On Order Activity Rules



Complete the following fields:

- Order Type
- Line Type
- Next Number
- Status Code
- Description
- Next Status Code
- Other Allowed
- Ledger

Field	Explanation
Order Type	<p>A user defined code (system 00/type DT) that identifies the type of document. This code also indicates the origin of the transaction. JD Edwards World has reserved document type codes for vouchers, invoices, receipts, and time sheets, which create automatic offset entries during the post program. (These entries are not self-balancing when you originally enter them.)</p> <p>The following document types are defined by JD Edwards World and should not be changed:</p> <ul style="list-style-type: none"> P Accounts Payable Documents R Accounts Receivable Documents T Payroll Documents I Inventory Documents O Order Processing Documents J General Accounting/Joint Interest Billing Documents S Sales Order Processing documents
Line Type	<p>A code that controls how the system processes lines on a transaction. It controls the systems with which the transaction interfaces (General Ledger, Job Cost, Accounts Payable, Accounts Receivable, and Inventory Management). It also specifies the conditions under which a line prints on reports and is included in calculations. For example:</p> <ul style="list-style-type: none"> S Stock item J Job cost N Non-stock item F Freight T Text information M Miscellaneous charges and credits <p style="text-align: center;"><i>Form-specific information</i></p> <p>Header field: Use this field to help define an inquiry. You can enter a specific code or you can enter an asterisk (*) to indicate all line types.</p> <p>Detail field: The code identifying the line type of the order activity rule.</p>
Next Number	<p>A code that tells the system which next number series to use when creating order numbers for this order type. There are ten available Next Number series. For example:</p> <p>If this field is set to a 1 then the system looks at bucket 1 for its next number series for that order type.</p> <ul style="list-style-type: none"> ▪ A Sales Transfer Order or Blanket Order may each have a different number range from standard sales orders ▪ A Blanket PO or Requisition may each have a different next number range than a standard PO

Field	Explanation
Status Code - Stat	A user defined code (system 40/type AT) that indicates the status of the line.
Next Status Code	A user defined code (system 40/type AT) indicating the next step in the order flow of the line type.
Other Allowed (Status Codes)	This is an optional field indicating a status that can be performed as the next step in the order process. Although this is not the preferred or expected next step, this field is an allowed override. The system does not allow you to initiate an order line step or status not defined as either the expected next status or an allowed status. Other allowed status codes let you bypass processing steps. These codes are often referred to in processing options as “override next status codes.”
Ledger	A code that tells the system to write a record to the history table (F42199 for Sales Order Management and F43199 for Purchase Order Management). Valid codes are: Y Write a record for selected fields to the history table N Do not write a record to the history table
Description	Text describing the order status that the system retrieves from the user defined code table (system 40/type AT).

What You Should Know About

Using status codes

You can use the order activity rules for the following:

- To locate the status of an order
- To select orders for a procedure
- To prepare reports based on the current status of an order

Copying an order activity rule

You can copy an order activity rule by accessing a current combination of an order type and a line type combination and making the necessary changes. You cannot delete an order activity rule if it has active orders against a status and line type. If a line type is protected there is an active order in the file at the particular status associated to that line type.

Set Up Order Hold Information



From ECS Sales Order Management (G4910), enter 29
From ECS Sales Order Management Setup (G491041), choose Order Hold Information

Setting Up Order Hold Information (ECS)

You can put an order on hold to prevent the order from being processed. You might want to do this because:

- The order does not meet the minimum order amount.
- The order does not meet or exceeds your sales margin.
- The order exceeds the customer's credit limit.

You can define the conditions that the system uses to place orders on hold and attach those conditions to a hold code. For example, you can define minimum and maximum order values. If the total order amount is not within this range, the system assigns the hold code to the order to place the order on hold and stop further processing.

You can also define sales margin and credit holds. Based on this information, the system places an order on hold if the order or order line does not meet the sales margin. The system also places an order on hold if the order exceeds the customer's credit limit.

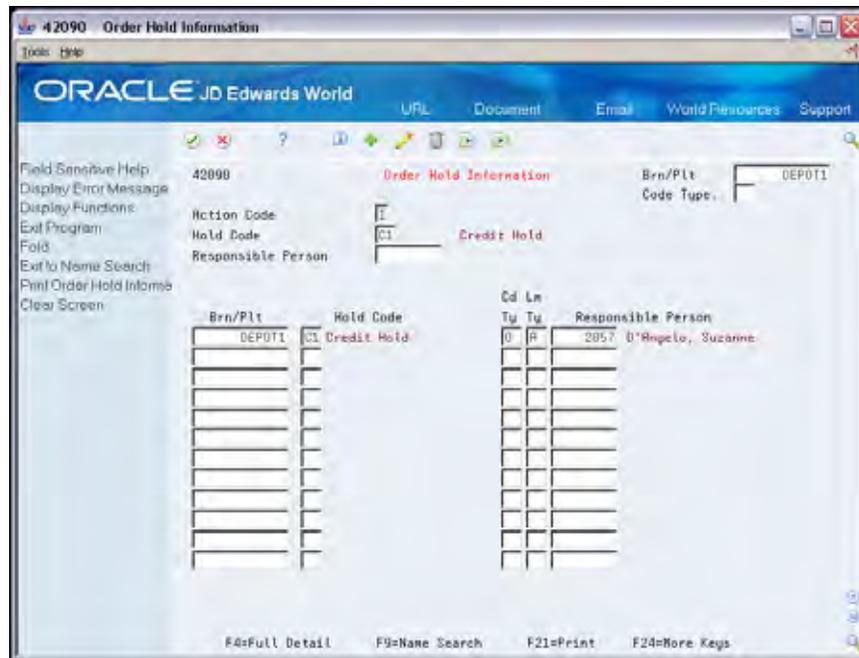
This section contains the following:

- [Defining Order Hold Codes \(ECS\)](#)
- [Setting Up Minimum and Maximum Order Amounts \(ECS\)](#)
- [Setting Up Order Hold Codes for Credit Checking \(ECS\)](#)
- [Setting Up Order Hold Codes for Margin Checking \(ECS\)](#)

You must specify hold codes in the processing options for the Sales Order Entry program to activate hold codes. To continue processing an order, you must run the Order Release program to release held orders.

Before You Begin

- Verify that you have set up the hold codes in user defined codes. See *Working with User Defined Codes* in the *Technical Foundation Guide*.
- Verify that you have specified hold codes in the processing options for the Sales Order Entry program.



See Also

- *Releasing Orders on Hold (ECS) (P42070)*
- *Working with Interactive Sales Orders (ECS)* for the sales order entry processing options that activate order holds

Defining Order Hold Codes (ECS)

You can set up order hold information that the system uses to place orders on hold. The system applies this information if you set the appropriate processing options for the Sales Order Entry program.

To define order hold codes

On Order Hold Information

1. To locate existing order hold codes, complete the following fields:
 - Branch/Plant
 - Hold Code
 - Responsible Person
2. Access the fold area.

3. Complete the following fields:

- Password

What You Should Know About

Locating existing hold codes

You can search existing hold codes by hold code, branch/plant, or responsible person.

Setting up hold codes in customer billing instructions

If you specify a hold code in customer billing instructions, the system will display an error message and will not process any order for that customer.

See *Setting Up Customer Billing Instructions (ECS)* for field information.

Updating order hold information

You can use the Batch Order Holds program to update a customer's existing order with a hold code that has been entered in customer billing instructions. For example, if you have entered an order before you have reconciled any administrative issues with the customer, you can withdraw the order from the processing cycle by placing the order on hold.

After you set up the hold code in the customer billing instructions, you can run the Batch Order Holds program to update the customers' open sales orders. This batch program can be run on an individual customer or all customers whose hold code is not blank.

Field	Explanation
Hold Code	<p>A user defined code (table 42/HC) that identifies why an order was placed on hold (for example, credit, budget, or margin standards were exceeded).</p> <p style="text-align: center;"><i>Form-specific information</i></p> <p>Enter the Hold Code that you want to review in the first Hold Code field. You define hold codes (user defined code table 42/HC) to identify why a particular order was placed on hold.</p> <p>Enter each hold code that you want to define in the Hold Code column. This is a required field when you add a new code. The system retrieves the description from the user defined code table 42/HC.</p>
Person Responsible	The address number of the person responsible for reviewing and releasing orders placed on hold.
Password	<p>A series of characters that you must enter before the system updates a table. In the Distribution systems, the password secures commissions setup and the release of held orders. Only users with access to the password can release an order. The system does not display the password on the form. You should not enter blanks anywhere in the password.</p>

Setting Up Minimum and Maximum Order Amounts (ECS)

	<p>From ECS Sales Order Management (G4910), enter 29</p> <p>From ECS Sales Order Management Setup (G491041), choose Customer Billing Instructions</p>
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You can set minimum and maximum order amounts that your customer must order before the system advances the order through the processing cycle. For example, if you fill small orders from a branch office and large orders from a warehouse, you might require all or your customers who place orders at the warehouse to order a minimum amount.

After you have activated this hold process with the corresponding processing options, the system compares the minimum and maximum values with the order amount. If the order amount is not within the appropriate range, the system will display an error message and will not process the order further.

To set up minimum and maximum order amounts

On Customer Billing Instructions

The screenshot shows the Oracle JD Edwards World interface for the 'Customer Billing Instructions' form. The form is titled '4206 Customer Billing Instruction' and includes a menu bar with options like 'URL', 'Document', 'Email', 'World Resources', and 'Support'. The main area contains a grid of fields for configuration, with a left-hand menu for navigation. The 'Minimum Order Value' field is set to '10' and the 'Maximum Order Value' field is set to '20,000'. The 'Action Code' is 'I' and the 'Address Number' is '500'. The 'Billing Address Type' is 'N S, B or X' and the 'Related Address Code' is 'P'. The 'Customer Price Group' is 'DISTANCE'. The 'Trade Discount' field is empty. The 'Order Template' field is empty. The 'CDH Print (Y/N)' field is 'Y'. The 'Deliver Instructions' field is empty. The 'Warranty Customer Group' field is empty. The right-hand side of the form contains a list of options with checkboxes, including 'Customer PO Required', 'Credit Check Level', 'Exempt from Credit Hold', 'Delivery Note (Y/N)', 'Invoice Consolidation', 'Item Restrictions', 'Allow Backorders', 'Substitutes Allowed (Y/N)', 'Partial Line Shipments', and 'Partial Order Shipments'.

1. Complete the following fields:

- Minimum Order Value
- Maximum Order Value

Field	Explanation
Minimum Order Value	Value below which an order is placed on hold. If you try to enter an order whose total is less than the minimum order value, the system displays an error message. This field is maintained as an integer without decimals.
Maximum Order Value	Value above which an order is placed on hold. If you try to enter an order whose total is more than the maximum order value, the system displays an error message. This field is maintained as an integer without decimals.

Setting Up Order Hold Codes for Credit Checking (ECS)

You can set up a credit hold code to automatically compare the credit limit that you set up for your customer in Customer Master Information to the order and any outstanding balances in accounts receivable. For example, you set a customer's credit limit to 1,000.00. If your customer has an accounts receivable balance of 100.00, the order must be 900.00 or less or the system places the order on hold.

You can also specify a hold based on the percentage of the outstanding balance in accounts receivables. You must specify aging periods, such as 0 to 30 days or 31 to 60 days, to verify balance information. If you specify the 31 to 60 day period, the system does not include balance information from the first period in its comparison.

For example, a customer has a total accounts receivable balance of 6,000.00, 5,000.00 in the 0 to 30 day period and 1,000.00 in the 31 to 60 day period. You set up a hold based on the percentage of the outstanding balance to be 20% of the total accounts receivable balance. You specify the 31 to 60 day aging period for the system to compare to the allowable percentage. Based on this information, the maximum allowable outstanding balance for the 31 to 60 day period is 1,200.00. With an outstanding balance of 1,000.00 in the 31 to 60 day aging period, this customer would pass a credit check.

There are two types of Credit Checking:

- **Credit Limit** - Amount set up in the Customer Master is compared against the order amount and any outstanding balances.
- **Aging** - Based on how old your receivables are and what percentage of receivables can be that old.

The system can handle both methods; however, if your order goes on hold the system does not notify you on what method caused the order to go on hold.

Credit Limit

From menu G491012 access the Order Hold Information (P42090), option 2.

Add a credit hold code specific to your branch plant.

The *CD TY* and *LM TY* fields apply to margin hold codes and do not affect credit checking.

Responsible Person should be the person responsible for maintaining the credit holds.

Password can be specific to the responsible person.

Aging

Use the same process as Credit Limit, except you need to populate the *Age From* and *Allowable %* fields.

- **Age From** - Number that designates the aging period the system should use when you specify a credit check based on the aging of the customer's accounts receivable
- **Allowable %** - Number that tells the system what percentage of total receivables to accept in the aging buckets starting with the one specified in the *Age from* field. When aging credit checking is used, the allowable % field is required entry

Note: For Aging credit checking to work correctly, you must populate **both** the *Age From* and the *Allowable %* fields.

For example, your customer has a total A/R balance of 10,000 and 2,500 of that is in the 31-60 day column. The *Age From* value is 3 (31-60 days) and the allowable % value is 10 (10%). Therefore, this customer could have as much as 1,000 (10,000 x

10%) in columns 3 through 6 and still pass this credit check. Since the customer has more, the system places its orders on hold.

The system allows you to use both *Aging Credit Checking* and *Credit Limit Checking*.

If an order is entered under the credit limit amount but the aging percent is over, the order will go on hold. Or, if an order is entered and the Aging percent is under but the credit limit is over, then the order will go on hold. If an order is on hold, it assigns the credit checking hold code you defined in the processing option, without a distinction between *Credit Limit* hold and *Aging* hold.

C.O.D. payment

It is possible for a customer to place an order even if they have exceeded their *Credit Limit/Aging Credit*. This method is based on C.O.D. using a payment instrument of 5. If you enter a payment instrument of 5 the system knows the client is paying cash (because the special handling code of "5" is set to 1 in UDC table 00/PY) and bypasses the credit checking process. This allows the customer to maintain business and not increase their debt.

Credit Holds and Multi Currency

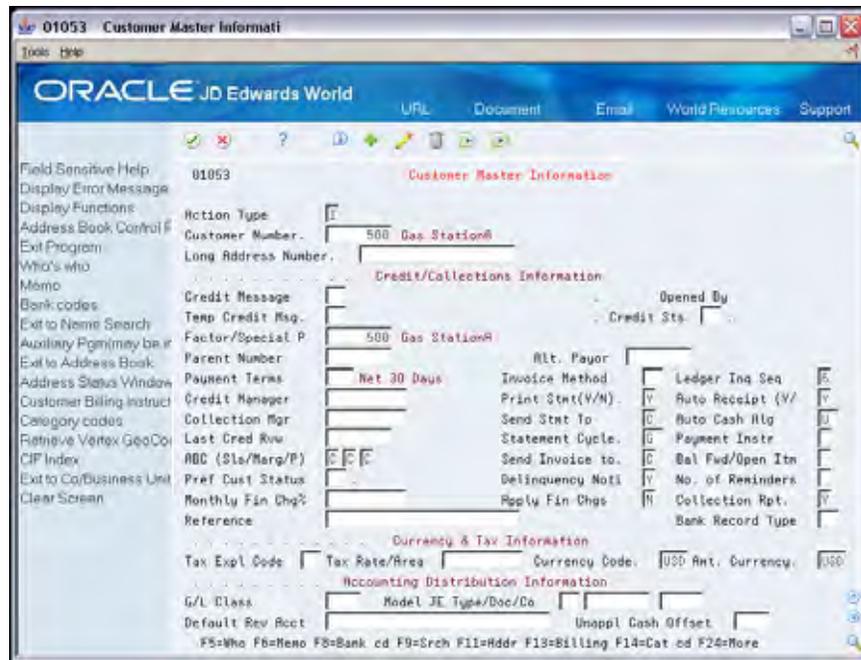
When using multi currency, Customer Master displays two additional fields: Currency Code and Amount Currency. Check Credit always displays in domestic currency of the company.

Currency Code

This identifies your customer's currency. This currency defaults into your sales order for this customer.

Amount Currency

This is currency in which amounts are stored in Customer Master. It is the currency in which the credit limit is stored. Typically you let the system default domestic currency in this field. You cannot change this field once it has been populated.



To set up order hold codes for credit checking

On Order Hold Information

1. Complete the following fields:
 - Branch/Plant
 - Hold Code
 - Responsible Person
2. Access the fold area.
3. Complete the following fields:
 - Age From
 - Allowable Percent
 - Password

Field	Explanation
Age From	Number that designates the aging period the system should use when you specify a credit check based on the aging of the customer's accounts receivable.
	<i>Form-specific information</i>
	This field is required for credit checking when you enter a value in the Allowable % field.

Field	Explanation
Allowable %	<p>Number that tells the system what percentage of total receivables to accept in the column specified in the Age From field. When aging credit checking is used, the allowable % field is required entry.</p> <p>For example, Your customer has a total A/R balance of 10,000 and 2,500 of that is in the 31-60 day column. The Age From value is 3 (31-60 days) and the Acceptable % value is 10 (10%). Therefore, this customer could have as much as 1,000 (10,000 x 10%) in columns 3 through 6 and still pass this credit check. Since the customer has more, the system will place its orders on hold.</p>

Setting Up Order Hold Codes for Margin Checking (ECS)

You can set up a hold code to verify that all sales orders or sales order detail lines meet any margin that you specify.

The system uses the following equation to calculate margin:

$$(\text{Price} - \text{Cost}) / \text{Price} = \text{Margin}$$

For example, if you purchase an item for .42 and sell it for 1.00, the calculation is:

$$(1 - .42) / 1 = .58 \text{ or } 58\%$$

You can set up a hold code that verifies the sales margin percentage of a detail line or an entire order. If you set up a hold code that compares the sales margin to detail lines in the sales order, the system verifies that each detail line is between the minimum and maximum margins that you specify. For example, if your sales margin is between 25% and 27%, but the margin for one item is 28%, the system places the order on hold.

You can set up hold code information that verifies the sales margin of the order total. The system verifies that the order total meets the minimum and maximum margins that you specify. For example, if your sales margin is between 25% and 27%, and the margin for one item is 28%, but the margin for your order total is 25%, the system will not place the order on hold.

To set up order hold codes for margin checking

On Order Hold Information

1. Complete the following fields:

- Branch/Plant
- Code Type
- Hold Code
- Limit Type
- Responsible Person

2. Access the fold area.
3. To enter margin and credit checking information, complete the following fields:
 - Password
 - Upper Limit
 - Lower Limit

Field	Explanation
Limit — Upper Comparison	A number that indicates the upper limit that the system uses as the high end of a range of acceptable margin percentages or amounts. Use this code when you want to establish a maximum gross margin percentage or amount for an order or an individual order line.
Limit — Lower Comparison	A number that indicates the lower limit that the system uses as the low end of the range of acceptable margin percentages or amounts. You can establish a minimum gross margin percentage or amount for an order or for an individual order line.

What You Should Know About

Placing a hold on sales orders during sales order entry

You can manually enter a hold code in the order heading information. A value in the hold code field prevents the system from processing the order.

See *Entering Header Information (ECS)*.

Placing a hold in customer billing instructions

You can specify a hold code in customer billing instructions. The customer's orders will not be processed until the person responsible for reviewing that customer's orders releases the order into the processing cycle.

See *Setting Up Customer Billing Instructions (ECS)*.

Negative Numbers

Do not use negative numbers in the Order Hold Information Upper and Lower Limits.

Releasing Holds

To release holds inquire on your order and use option 7 at 3/G491012 and the password to release it.

Hold orders display

Held orders are records in the F4209. If there are multiple hold codes on an order, there are multiple records in the F4209. Only one hold code is displayed on the order header. Press F2 with the cursor on the hold code to see additional holds on the order. Once the displayed hold on the header is released, the next hold code populates and is displayed.

Set Up Commission Information

Setting Up Commission Information (ECS)

To define commission information in the ECS Sales Order Management system, you must associate a salesperson or a sales group, a commission percentage, a customer, and an order type.

You can specify the method that the system uses to calculate commission percentages. A commission percentage is the percentage of an order calculated from the gross margin or the order total that is distributed to a salesperson or a group of salespeople. If you set up commissions based on the gross margin, the system calculates the sales margin for the order or line before calculating commissions.

This section contains the following:

- [Setting Up a Sales Group \(ECS\)](#)
- [Assigning Commission Information \(ECS\)](#)
- [Setting Up Additional Commission Information \(ECS\)](#)
- [Setting Up Variable Commission Percentages within a Group \(ECS\)](#)

You can set up your commission information to reflect your company's sales environment. You can assign a maximum of two salespeople or two sales groups to each customer. After you enter an order and update customer sales, the system applies a calculated commission amount to the salesperson's address book number or the address book number of each salesperson in the sales group.

You can set up a sales group to distribute commissions to a group of two or more salespeople who contribute to a customer's sale. For example, if your sales group consists of a sales manager, account representative, and sales assistant, you assign a group code that represents the three salespeople. Sales groups are useful for identifying salespeople who are responsible for a customer's orders and maintaining multiple commission percentages.

You can set up commission percentages according to your company's commission payment policies. You can distribute commissions by entering a fixed commission percentage or variable commission percentages. When you set a fixed commission percentage, the system applies the same percentage for any order type that generates a commission.

You can also set variable commission percentages for an individual salesperson. The system includes variables, such as effective dates, order types, fixed costs and minimum amounts, before calculating commissions. For example, you might have a different commission percentage for sales orders than you have for blanket orders. Or, you might need to deduct fixed costs from an order before you calculate commissions.

If you assign a sales group to a customer, you can distribute commissions on a fixed commission percentage. You can set a fixed percentage that distributes the same commission percentage to each salesperson within a group. You can also set a variable commission percentage for the group or variable commission percentages for salespeople within the sales group. If commission percentages differ within a group, you can set up different commission percentages for each salesperson. For example, a manager might have a higher rate of commission than a sales assistant.

Before You Begin

- Verify that address book numbers exist for all salespeople. See *Working with Basic Address Book Information* in the *Address Book Guide*
- Verify that you have set the processing options for the Update Customer Sales program to update the commission information. See *Updating Customer Sales (ECS)*

What You Should Know About

Applying commissions during order entry

To apply salesperson or sales group and commission information to a single order, enter the information in the order header during order entry. The salesperson and commission information overrides any default information for the order.

See *Entering Header Information (ECS)*.

Applying commissions to an order detail line

To apply salesperson or sales group and commission information to a single line within an order, enter the commission information in the order detail information. The commission information applies only to this order line. The system also calculates the commission percentages for the sales number that you specified in the order header information.

See *Entering Detail Information (ECS)*.

Locating commission information

You can review the commission information on the Commission/Royalty Inquiry form to verify that the salespeople received the correct amount or to change the commission information, if necessary.

You must perform a Sales Update (P42800) before you review commission information. Processing option 14 (commissions) controls whether the program updates the Sales Commission table (F42005).

Creating commission reports

You can create reports of commission information from the Sales Order Detail Ledger table (F42199) and the Sales Order Detail History table (F42119).

- Expire Date
- Basis (optional)
- Code – Line or Order (optional)
- Related Percent (optional)

Field	Explanation
Sales Code	A code that you use in place of the salesperson number when more than 2 salespersons are responsible for an order.
Date - Effective (Julian)	<p>The date on which a level within a pricing method takes effect. There can be multiple records within a pricing method that have the same level identifier, discount percentage, and so forth, with the only difference being the effective date. This may occur due to special promotion periods.</p> <p style="text-align: center;"><i>Form-specific information</i></p> <p>The date on which this commission percentage is effective.</p>
Date - Expiration (Julian)	<p>The date a particular pricing level within a pricing method expires. Within a pricing method there might be multiple records that have the same level identifier, discount percentage and so forth, but have different expiration dates. This might occur due to special promotion periods.</p> <p style="text-align: center;"><i>Form-specific information</i></p> <p>The date on which this commission percentage expires.</p>
Salesprs Number	<p>The standard for commission calculations requires a maximum of two salespersons and respective commission rates for each order line.</p> <p>To create a commission liability for more than two salespersons, you can relate individuals or entities (for royalties) to a single order line. To do so, set up a sales/commission/salesperson code that represents not one but many salespersons in the related salesperson file. The system inserts this code in the billing instructions record for any customer or during sales order entry to create multiple commission records at the appropriate point in the order processing cycle (one record for each related salesperson).</p> <p style="text-align: center;"><i>Form-specific information</i></p> <p>The address book number of this salesperson.</p>
Basis	<p>A code that designates whether the system calculates commission using invoice amount (I) or gross margin (G).</p> <p>The default is invoice amount.</p>
Code – Line or Order	<p>A code that identifies whether the system bases commissions on order totals (O) or line totals.</p> <p>The default is order total.</p>

Field	Explanation
Related Percent	The percent of the sale for which a related salesperson is responsible. A related salesperson is any salesperson in a designated (related) sales group. For a given group, the percent of the sale does not have to equal 100%.

What You Should Know

Deleting a salesperson from a group	To delete salesperson information, inquire on the existing group, change the action code to C and clear out the information that is to be deleted. Simply placing a D in the action code is not a valid method for deleting records in this program. Related Salesperson information is stored in the Related Salesperson file (F42003).
Variable commission rates within a group	You can set a variable commission percentage for the group or variable commission percentages for salespeople within the sales group. If commission percentages differ within a group, you can set up different commission percentages for each salesperson. For example, a manager might have a higher rate of commission than a sales assistant.
Setting fixed commissions with additional variables	You must assign each salesperson's address book number to the group code in Related Salesperson but specify the additional commission information and fixed commission percentage in Commission/Royalty Information.
Import/Export	This program supports Import/Export Functionality. See <i>Technical Foundation</i> for more information.

Assigning Commission Information (ECS)

	From ECS Sales Order Management (G4910), enter 29 From ECS Sales Order Management Setup (G491041), choose Customer Billing Instructions
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You can set up your commission information to reflect your company's sales environment. You can assign a maximum of two salespeople or two sales groups to each customer. After you enter an order and update customer sales, the system applies a calculated commission amount to the salesperson's address book number or the address book number of each salesperson in the sales group.

Assigning commission information includes the following tasks:

- Assigning a salesperson or group to a customer
- Assigning fixed commission percentages

You can set up commission percentages according to your company's commission payment policies. You can distribute commissions by entering a fixed commission percentage or variable commission percentages.

When you set a fixed commission percentage, the system applies the same percentage rate for any order. If you assign a group of salespeople to a customer, you can distribute commissions on a fixed commission percentage. When you set a fixed percentage for a group, the system distributes the same commission amount to each salesperson within a group.

You cannot assign commission percentages in the customer billing instructions for a salesperson or a sales group if you want the system to calculate variable commission percentages or set up additional commission information.

See Also

- *Setting Up Variable Commission Percentages within a Group (ECS) (P42100)*
- *Setting Up Additional Commission Information*
- *Setting Up Customer Billing Instructions*

To assign a salesperson or group to a customer

On Customer Billing Instructions.

1. To locate a customer, complete the following field:
 - Address Number
2. Access Billing Instructions - Page 2.

3. On Billing Instructions - Page 2, complete the following fields:
 - Commission Code 1
 - Commission Code 2

To assign fixed commission percentages

On Customer Billing Instructions

1. Complete the steps to assign a salesperson or a group to a customer.
2. Access Billing Instructions - Page 2.
3. On Billing Instructions - Page 2, complete the following fields:
 - Commission Rate 1
 - Commission Rate 2

Field	Explanation
Rate - Commission 1	The first of two percentages to be applied to either the gross sales amount or the gross margin for an order or order line in computing your commission liability. This percent can default from Billing Instructions or be entered directly to the order.
Rate - Commission 2	The second of two commission percentages to be applied to either the gross sales amount or the gross margin for an order or order line in computing your commission liability. This percent can come in from the Billing Instructions or be entered in the sales order.

What You Should Know About

Calculating fixed commission percentages

When you assign a fixed commission percentage in the customer billing instructions, the system calculates the commission amount based on the order total.

Sales Order Entry

The commission codes or rates that you enter on the customer billing instructions are defaulted into the header during Sales Order Entry (P4211). This information can be changed and applies to all detail lines created for the order unless you modify the information at the order line level.

The Commission fields can be suppressed from Sales Order Entry by setting processing option 39.

Setting Up Additional Commission Information (ECS)

	From ECS Sales Order Management (G4910), enter 29 From ECS Sales Order Management Setup (G491041), choose Commission/Royalty Setup From Commission/Royalty Management (G4223), choose Commission/Royalty Information
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You can include additional information before calculating the commission amount for a salesperson, a sales group, or salespeople within a group. The system compares the additional commission information, such as order type, fixed costs, and effective dates, to the order information before calculating the commission percentage. You

can designate different commission percentages for order types. For example, you can designate that a salesperson earns 5% commission on a sales order, 2% on a direct ship order, and 7% on a blanket order.

You can also designate commission percentages for a limited period of time with variables that apply during the effective dates. For example, you might specify that a sales trainee earns a 7% commission on sales order totals during the training period. During that time, the order must meet a minimum gross margin amount or the system does not calculate commissions. If the order qualifies for a commission, then you must deduct fixed costs before calculating the commission percentage. After the training period, the salesperson earns a 5% commission on the gross margin of all orders after the system deducts the fixed costs. You can enter multiple commission percentages at one time when you anticipate changes in the future.

When you specify a commission percentage for a sales group in the commission/royalty information, the system applies the same commission percentage for every salesperson in the group. You can assign additional information to a sales group or salespeople within a group. To specify additional commission information for the group, you must assign the additional information to the group code. For example, you can specify that the group must meet the assigned minimum gross margin before the system calculates the commission. To calculate additional commission information for salespeople within the group, you can assign additional information to each salesperson's number.

Before You Begin

- Verify that a code for the sales group is set up in the user defined code table (system 42, type RS). See *Working with User Defined Codes* in the *Technical Foundation Guide*.
- Verify that the commission rate codes for each customer in the customer billing instructions are blank.
- Verify that a salesperson or group has been assigned to the customer. See *Assigning Commission Information (ECS)*.

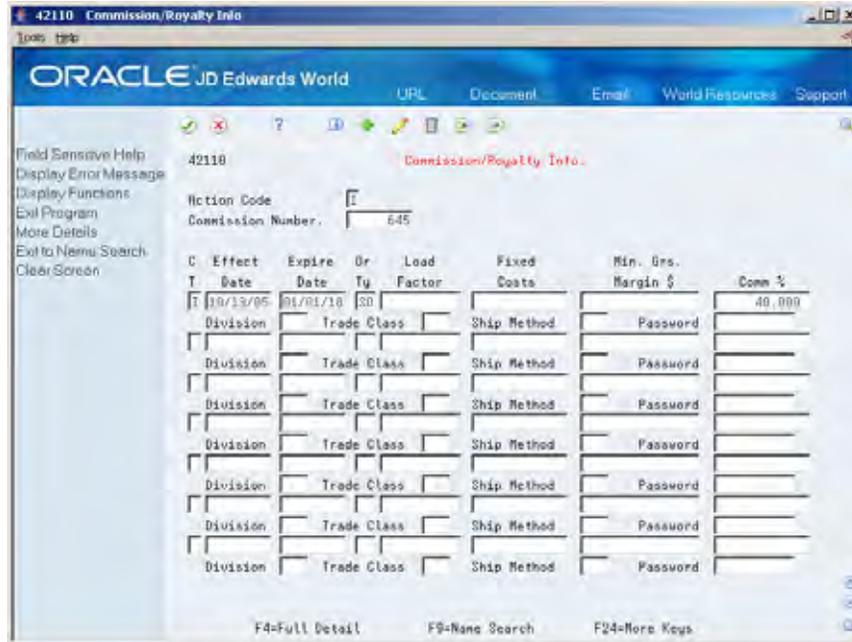
To set up additional commission information

After you complete the steps to assign a salesperson or group to a customer, you can set up additional information.

On Commission/Royalty Information

C	Effect	Expire	Or	Load	Fixed	Min. Grs.	Comm %
T	Date	Date	Ty	Factor	Costs	Margin \$	
T	10/13/05	01/01/10	SO				40.000

1. Complete the following fields:
 - Commission Number
 - Code Type
 - Effective Date
 - Expire Date
 - Order Type
 - Load Factor
 - Fixed Costs
 - Minimum Gross Margin
2. To set a commission percentage for the group, complete the following field:
 - Commission Percent
3. Access the fold area.



4. Complete the following fields:

- Division
- Trade Class
- Ship Method
- Password

Field	Explanation
Commission Code Type	A code that designates whether the system calculates commission using Invoice Amount or Gross Margin. No matter which item the system uses, you should consider an amount as the starting point in the commission calculation and apply loading factors, fixed costs, minimum margins and so on.

Field	Explanation
Order Type	<p>A user defined code (system 00/type DT) that identifies the type of document. This code also indicates the origin of the transaction. JD Edwards World has reserved document type codes for vouchers, invoices, receipts, and time sheets, which create automatic offset entries during the post program. (These entries are not self-balancing when you originally enter them.)</p> <p>The following document types are defined by JD Edwards World and should not be changed:</p> <p>P Accounts Payable Documents R Accounts Receivable Documents T Payroll Documents I Inventory Documents O Order Processing Documents J General Accounting/Joint Interest Billing Documents</p> <p style="text-align: center;"><i>Form-specific information</i></p> <p>A code that indicates the type of order for which this commission percentage is valid. A salesperson (or related salesperson) can receive a higher rate for one type of order over another.</p>
Load Factor	<p>The factor that the system uses as multiplier of product cost.</p> <p style="text-align: center;"><i>Form-specific information</i></p> <p>A fixed percentage that the system deducts from the sales invoice total (if the commission type is I) or from the gross margin (if the commission type is G).</p>
Fixed Costs	<p>The dollar amount of processing overhead per order.</p>
Minimum Gross Margin \$	<p>The order-based minimum gross margin. If the gross margin is not equal to at least this amount, then the order does not qualify for a commission.</p>
Commission %	<p>The percentage of an order sales amount payable to the salesperson.</p>

Field	Explanation
Division	<p>One of thirty reporting codes that you can assign to an address in the Address Book system. Use these codes to identify addresses for reports, mailings, and so on. Category codes are user-defined (system 01, types 01 through 30). Examples:</p> <p>Category code 01 - Location or Branch Category code 02 - Salesperson Category code 03 - New tenant Category code 04 - Credit officer</p> <p style="text-align: center;"><i>Form-specific information</i></p> <p>User-defined code (system 01, type 01) that indicates the branch for which this is a valid commission percentage.</p>
Ship Method	<p>A user defined code (system 42/type FR) designating the method by which supplier shipments are delivered. For example, the supplier could deliver to your dock, or you could pick up the shipment at the supplier's dock.</p> <p>You can also use these codes to indicate who has responsibility for freight charges. For example, you can have a code indicating that the customer legally takes possession of goods as soon as they leave the supplier warehouse and is responsible for transportation charges to the destination.</p>
Password	<p>A series of characters that you must enter before the system updates a table. In the Distribution systems, the password secures commissions setup and the release of held orders. Only users with access to the password can release an order. The system does not display the password on the form. You should not enter blanks anywhere in the password.</p>

What You Should Know About

Setting up variable commission percentages	<p>You can set up variable commission percentages with additional commission information. You must verify that the commission percentage in Commission/Royalty Information is blank.</p> <p>See <i>Setting Up Variable Commission Percentages within a Group (ECS)</i>.</p>
Setting commission information with passwords	<p>You must enter a password to locate commission information in Commission/Royalty Inquiry or to change commission information if you have set up a password in Commission/Royalty Information.</p>
Import/Export	<p>This program supports Import/Export Functionality. See <i>Technical Foundation</i> for more information.</p>

Setting Up Variable Commission Percentages within a Group (ECS)

	From ECS Sales Order Management (G4910), enter 29 From ECS Sales Order Management Setup (G491041), choose Commission/Royalty Setup From Commission/Royalty Management (G4223), choose Related Salesperson
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You can also set a variable commission percentage for the group or variable commission percentages for salespeople within the sales group. If commission percentages differ within a group, you can set up different commission percentages for each salesperson. For example, a manager might have a higher rate of commission than a sales assistant.

Before You Begin

- Verify that a code for the sales group is set up in the user defined code table (system 42, type RS). See *Working with User Defined Codes* in the *Technical Foundation Guide*.
- Verify that the commission rate code fields for each customer in the customer billing instructions is blank.
- If you set up variable commission percentages that have additional commission information, verify that the **Commission Percent** field on **Commission/Royalty Information** is blank.
- Verify that a salesperson or group has been assigned to the customer. See *Assigning Commission Information (ECS)*.

To set up variable commission percentages within a group

On Related Salesperson

1. Complete the following fields:
 - Salesperson Number
 - Effective Date
 - Expiration Date
 - Basis
 - Line/Order
 - Related Percent

Field	Explanation
Basis — Related Salesperson	A code that designates whether the system calculates commissions using Invoice Amount or Gross Margin.
Code — Line or Order	A code that indicates whether the system bases commissions on order totals (O) or line amounts (L).

Field	Explanation
Percent — Related	The percent of the sale for which a related salesperson is responsible. A related salesperson is any salesperson in a designated (related) sales group. For a given group, the percent of the sale does not have to equal 100%.

What You Should Know About

Setting fixed commissions with additional variables You must assign each salesperson's address book number to the group code in Related Salesperson but specify the additional commission information and fixed commission percentage in Commission/Royalty Information.

Reviewing Commission Information

	From Sales Order Management (G42), choose hidden selection 29 From System Setup (G4241), choose Commission/Royalty Setup From Commission/Royalty Setup (G4223), choose Commission/Royalty Inquiry
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	From ECS Sales Order Management (G4910), choose hidden Selection 29 From ECS Sales Order Management Setup (G491041), choose Commission/Royalty Setup From Commission/Royalty Setup (G4223), choose Commission/Royalty Inquiry
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You can set up your commission information to reflect your company's sales environment. You can assign a maximum of two salespeople or two sales groups to each customer. After you enter an order and update customer sales, the system applies a calculated commission amount to the salesperson's address book number or the address book number of each salesperson in the sales group by populating the Sales Commission File (F42005).

After the sales update, you can review commission information to ensure your salespeople receive the correct amount. If necessary, you can modify existing information if you have proper security access.

To review commission information

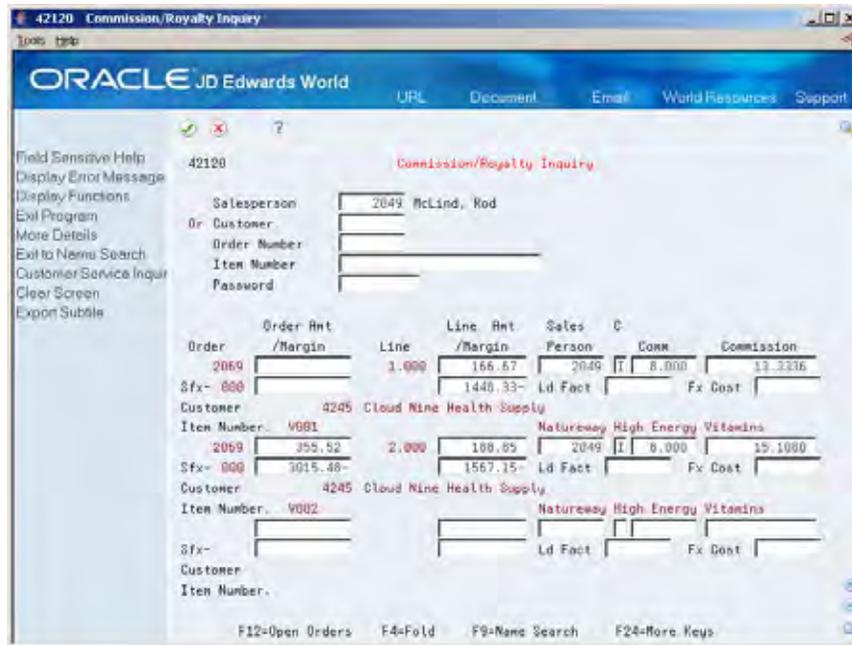
On Commission/Royalty Inquiry.

Order	Order Amt /Margin	Line	Line Amt /Margin	Sales Person	C	COMM	Commission
2069		1.000	166.67	2049	F	8.000	13.3336
2069	355.52	2.000	100.05	2049	F	8.000	15.1000

F12=Open Orders F4=Fold F9=Name Search F24=More Keys

Use the first processing option behind the inquiry program to select whether the commission is calculated by line 'L' or by order 'O'.

1. Complete one of the following fields:
 - Salesperson
 - Customer
 - Order Number
 - Item Number
2. Review the information in the following fields:
 - Order/Amount Margin
 - Line Amount/Margin
 - Salesperson
 - Commission Code Type
 - Commission Percent
 - Commission Amount
3. Press F4 for More Details and review the following fields:
 - Load Factor
 - Fixed Cost



4. To revise any information, complete the following field:
- Password

Field	Explanation
Commission \$	The system computes this dollar amount as a potential commission liability. Based upon the sales amount at the order or line level, this amount might be the result of cost of sales, overhead <i>load</i> factor, minimum gross margin, and so forth. See <i>Commission Constants</i> .
Comm %	The percentage of an order sales amount payable to the salesperson.
Ld Fact	The Load Factor that the system uses as multiplier of product cost. <i>Form-specific information</i> A fixed percentage that the system deducts from the sales invoice total (if the commission type is I) or from the gross margin (if the commission type is G).
Fx Cost	The Fixed Cost dollar amount of processing overhead per order. This is also deducted from the invoice total (if the commission type is I) or from the gross margin (if the commission type is G).

In this specific example, you see that salesman receive 8% commission on the sales order. This is because the group is assigned 40% in the Commission Royalty Information program (P42110), and the specific salesman is responsible for 20% of the sales of the group as assigned in the Related Salesperson program (P42100). Since there are not load factors, fixed costs or margin limits and there have been no overrides the basic calculation is the multiple of the two percentages. So the

individual salesman receives 20% of the 40% which works out to 8% of the order amount.

What You Should Know About

Sales Update	Most commission information is calculated and written to F42005 at Sales Update (P42800). However, the Commission Amount (COMA) is not written to F42005 at this time; it is updated at Commission/Royalty Inquiry (P42120).
Preference Profiles	Commissions can default in from Customer Billing Instructions for the Ship To only, and are not item specific. With the Sales Commission Preference you can attach commission based on the Ship To or Sold To, and based on individual customers, customer groups, and items or item groups.
Advanced Pricing Rebates	Advanced Pricing Rebates are also used as a substitute for Commissions in JD Edwards World. To learn more about this functionality see the rebates chapters the <i>Advanced Pricing Guide</i> .
Import/Export	This program supports Import/Export Functionality. See <i>Technical Foundation</i> for more information.

Set Up Branch Sales Markups



From ECS Sales Order Management (G4910), enter 29
From ECS Sales Order Management Setup (G491041), choose **Branch Sales Markups**

Setting Up Branch Sales Markups (ECS)

You use branch sales markups to set up the additional costs that are associated with an interbranch sales order. You enter an interbranch sales order to fill a sales order from a different branch/plant where you placed the order. For example, if your company sells from one location but fills and ships orders from another location, such as a central supply warehouse, you can have the order shipped from the central supply warehouse directly to the customer.

Companies can apply additional costs to interbranch sales. The additional costs that you set in the Branch Sales Markups program are the amounts that the branch/plant charges in addition to the base price.

You can use the Branch Sales Markups program to set the markup amount for any interbranch sales order. You can also define the relationship between the selling branch/plant and the supplying branch/plant. For example, if you are setting up the branch sales markup table from the perspective of a central supply warehouse, you can define the amount that you charge every location that places an order.

You can also set markup amounts that are specific to either an item or an item group. For example, whenever you fill an order that contains an item with an additional markup amount, the system adds the markup amount for that item to the order total. Or, whenever you fill an order that contains an item from a specific group, the system adds the markup amount for the group. You cannot set a markup for both an item and a markup for a group that includes the item.

Before You Begin

- Verify that you have set the processing option in Sales Order Entry to use the cost markup pricing method. See *Working with Interactive Sales Orders (ECS)*.
- Verify that you have set up item groups in user defined codes. See *Working with User Defined Codes* in the *Technical Foundation Guide*.

To set up branch sales markups

On Branch Sales Markups

Field Sensitive Help
Display Error Message
Display Functions
Exit Program
More Details
Clear Screen

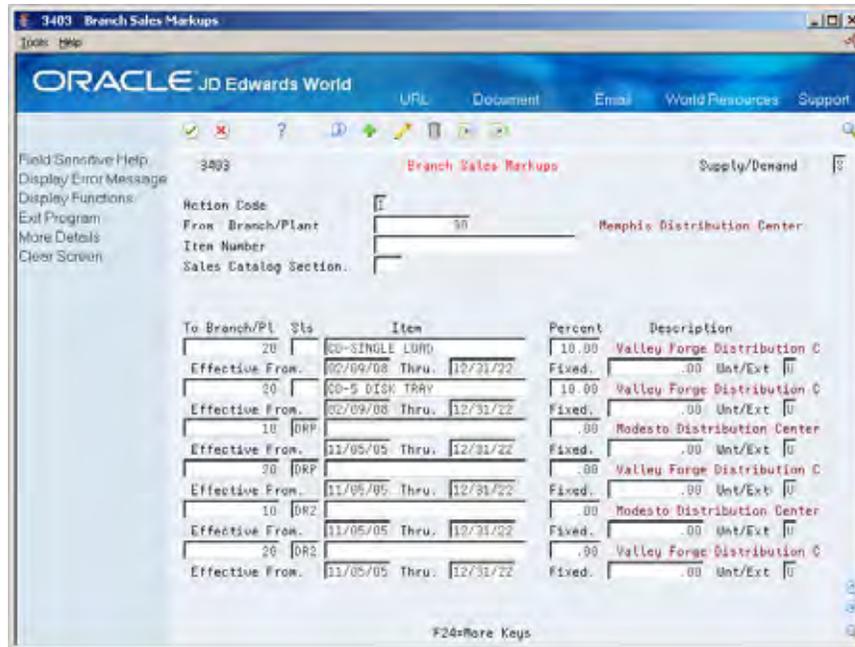
3403 Branch Sales Markups Supply/Demand

Action Code
From Branch/Plant 30 Memphis Distribution Center
Item Number
Sales Catalog Section.

To Branch/Pl	Sta	Item	Percent	Description
20		CD-SINGLE LDRD	10.00	Valley Forge Distribution C
20		CD-5 DISK TRAY	10.00	Valley Forge Distribution C
10	DRP		.00	Modesto Distribution Center
20	DRP		.00	Valley Forge Distribution C
10	DR2		.00	Modesto Distribution Center
20	DR2		.00	Valley Forge Distribution C
40	DFS		10.00	Ft. Worth Distribution Ctr/

F24=More Keys

- Complete the following fields:
 - Supply/Demand
 - From Branch/Plant
 - To Branch/Plant
 - Sales Code
 - Item
 - Percent
- To set up a markup table for an item group, complete the following field:
 - Sales Catalog Section
- To set up an item-specific markup table, complete the following field:
 - Item
- Access the fold area.



5. Complete the following fields:

- Effective From
- Effective Thru

Field	Explanation
Supply or Demand Plant	<p>This field allows you to view messages from the viewpoint of either the supply or demand branch. Changing this field from S to D also changes the Supply Plant field immediately below the Action Code field to Demand Plant.</p> <p>S Supply branch/plant D Demand branch/plant</p> <p style="text-align: center;"><i>Form-specific information</i></p> <p>If you are viewing messages for the supply branch/plant, the fold area shows branch/plants generating demand for each re-supply order.</p> <p>If you are viewing messages for the demand branch/plant, the fold area shows branch/plants to which each re-supply order is directed.</p>

Field	Explanation
From Branch/Plant	<p>A code that represents a high-level business unit. It can be used to reference a branch or plant that might have departments or jobs, which represent lower-level business units (data item MCU), subordinate to it. For example:</p> <ul style="list-style-type: none"> ▪ Branch/Plant (MMCU) ▪ Dept A (MCU) ▪ Dept B (MCU) ▪ Job 123 (MCU) <p>Business unit security is based on the higher-level business unit.</p> <p style="text-align: center;"><i>Form-specific information</i></p> <p>Depending on the entry in the Supply/Demand field, this field will be either the branch/plant receiving the items (the demand branch/plant) or the branch/plant producing the items (the supply branch/plant).</p>
To Branch/Plant	<p>A secondary or higher level business unit. Sometimes used to reference a branch or plant with several departments or jobs subordinate to it.</p> <p>Branch/Plant - (MMCU) Dept A - (MCU) Dept B - (MCU) Job 123 - (MCU)</p> <p style="text-align: center;"><i>Form-specific information</i></p> <p>Depending on the entry in the Supply/Demand field, this field will be either the branch/plant receiving the items (the demand branch/plant) or the branch/plant producing the items (the supply branch/plant).</p>
Percent Markup	<p>The percent markup is the percent the cost is to be marked up when the item is transferred from one branch to another.</p>
Sales Catalog Section	<p>One of ten category codes to be used for sales coding purposes. These codes can represent such things as color, material content, or use.</p>
Effective From Date	<p>The default is the current system date. You can enter future effective dates so that the system plans for upcoming changes.</p> <p style="text-align: center;"><i>Form-specific information</i></p> <p>On this form, this field shows, along with the Effective To field, the dates for which a branch relationship is effective. If the Effective From and Thru dates are no longer in effect, the relationship has expired, and the planning system plans for supply at one of the following alternate locations:</p> <ul style="list-style-type: none"> ▪ The demand branch ▪ Another supply branch for which an effective from/through date has been defined

Field	Explanation
Effective Thru Date	The default is December 31 of the default year defined in the Data Dictionary for Century Change Year. You can enter future effective dates so that the system plans for upcoming changes. Some forms display data based on the affectivity dates you enter.

What You Should Know About

Marking up items for a demand branch	The procedure for marking up items for a demand branch is identical to that for marking up items for a supply branch. The variation is that the “from” and “to” fields are reversed.
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See Also

- *Entering an Interbranch Sales Order (P42114EC)*

Processing Options

See [Branch Relationship Revisions \(P3403\)](#).

Set Up Automatic Accounting Instructions



From ECS Sales Order Management (G4910), enter 29
From ECS Sales Order Management Setup (G491041), choose Automatic Accounting Instructions

Setting Up Automatic Accounting Instructions (ECS)

Automatic accounting instructions (AAIs) are the user defined bridge between your day-to-day functions, chart of accounts, and financial reports. The system uses AAIs to determine how to distribute G/L entries that the system generates. For example, in the ECS Sales Order Management system, AAIs indicate how to record the transaction when you sell a stock item to a customer.

For distribution systems, you must create AAIs for each unique combination of company, transaction, document type, and G/L class that you anticipate using. Each AAI is associated to a specific G/L account that consists of a business unit, an object, and, optionally, a subsidiary.

The system stores AAIs in the Automatic Accounting Instructions Master table (F4095).

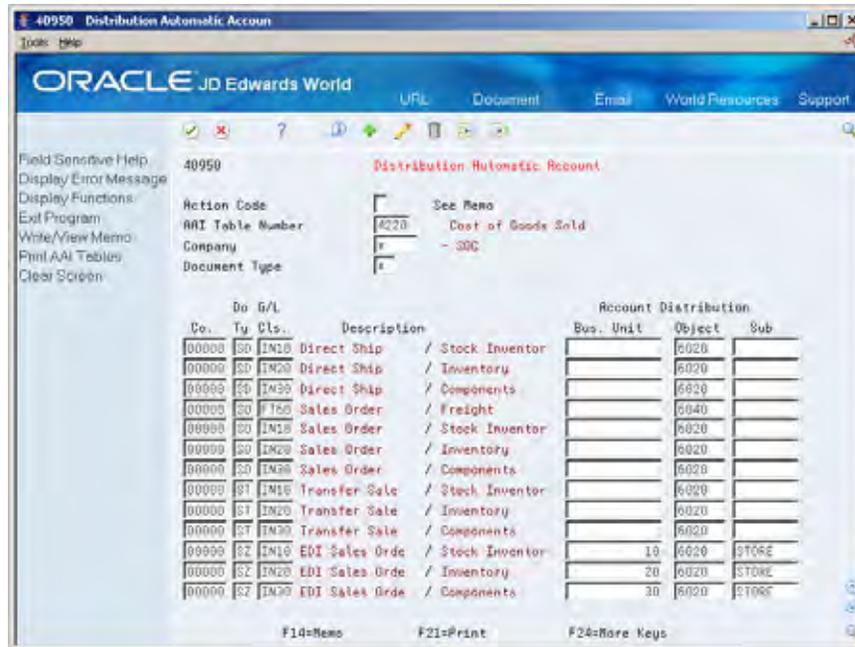
AAIs Used in the ECS Sales Order Management System

4220 (Revenue)	Provides the expense/cost amount to the cost of goods sold account. GL class code comes from Item/Branch/Location (P41024).
4221 (Deferred COGS)	Provides the journal entries for deferred COGS that were created during the Invoice Cycle Billing program. GL class code comes from Item/Branch/Location (P41024).
4230 (Revenue)	Provides the actual sales price of inventory in the sales revenue account. GL class code comes from Item/Branch/Location (P41024).
4231 (Deferred Revenue)	Provides the journal entries for deferred revenue that were created during the Invoice Cycle Billing program. GL class code comes from Item/Branch/Location.
4232 (Unbilled A/R)	Provides the journal entries for unbilled accounts receivable that were created during the Invoice Cycle Billing program. GL class code comes from Customer Master.

- 4240 (Inventory)** Credits the cost amount to an inventory account.
GL class code comes from Item/Branch/Location.
- 4241** Specifies the inventory in transit account for entries created by the Load Confirm, Cycle Billing, and Update Customer Sales programs.
- 4245 (A/R Trade)** Debits the sales amount to an accounts receivable account. The system writes the accounts receivable offset entries to the general ledger only if the accounts receivable update option is turned off at sales update.
GL class code comes from Customer Master.
- 4250 (Tax Liability)** Provides journal entries to tax liability accounts that were created during a sales update.
GL class code comes from Tax Rate/Area.
- 4260 (Interbranch Revenue)** Records interbranch revenue when processing options are set behind P4211 and P42800.
GL class code comes from Item/Branch/Location.
- 4270 (Price Adjustments)** Provides the journal entries for individual price adjustments that were created during a sales update.
GL class code comes from Price Adjustment Types definition.
- 4280 (Rebates Payable)** Provides the offset entries of accrued accounts.
GL class code comes from price adjustment Types definition.
- 4281** Specifies the temperature gain/loss offset account.
- 4282** Specifies the temperature gain/loss account.

After you review and revise the existing AAIs for your business needs, you might need to set up additional AAI items.

The Distribution Automatic Account form shows each predefined AAI item and information about the document type, G/L class, and accounts that are affected by transactions.



Before You Begin

- Set up address book numbers
- Set up companies
- Determine transaction types
- Set up document types
- Set up G/L class codes
- Determine the account numbers for recording transactions
- Set up Business Units
- Set up account master information

To set up AAls

On Automatic Accounting Instructions.

Complete the following fields:

- Company
- Document Type
- General Ledger Class
- Business Unit
- Object
- Subsidiary

1. Access the Distribution Automatic Account form for the AAI you want to set up. You may access via any set up Menu, Hidden Selection 29 to take you to a Set Up Menu, or Fast Path using DMAAI. Skip to or inquire on an AAI number and take option 1 or click to access AAI Revisions.
2. On Distribution Automatic Account (P40950), complete the following fields:

Field	Explanation
Company	<p>A code that identifies a specific organization, fund, entity, and so on. This code must already exist in the Company Constants table (F0010). It must identify a reporting entity that has a complete balance sheet. At this level, you can have intercompany transactions.</p> <p>Note: You can use company 00000 for default values, such as dates and automatic accounting instructions (AAIs). You cannot use it for transaction entries.</p> <p style="text-align: center;"><i>Form-specific information</i></p> <p>In the inquiry field at the top of the form, the asterisk (*) is the default value. It causes the system to display AAIs for all companies.</p>
Document Type	<p>A user defined code (system 00/type DT) that identifies the origin and purpose of the transaction.</p> <p>JD Edwards World reserves several prefixes for document types, such as vouchers, invoices, receipts, and timesheets.</p> <p>The reserved document type prefixes for codes are:</p> <ul style="list-style-type: none"> P Accounts payable documents R Accounts receivable documents T Payroll documents I Inventory documents O Order processing documents J General ledger/joint interest billing documents <p>The system creates offsetting entries as appropriate for these document types when you post batches.</p> <p style="text-align: center;"><i>Form-specific information</i></p> <p>In the inquiry field at the top of the form, the asterisk (*) is the default and causes the system to display all document types.</p>

Field	Explanation
G/L Class	<p>A user defined code that identifies the G/L offset that you want the system to use when it searches for the account to which it will post the transaction. If you do not want to specify a class code, you can enter **** (four asterisks) in this field.</p> <p>The table of Automatic Accounting Instructions (AAIs) allows you to predefine classes of automatic offset accounts for the Inventory, Purchasing, and Sales Order Management systems.</p> <p>The system can generate accounting entries based upon a single transaction. As an example, a single sale of a stock item can trigger the generation of accounting entries similar to these:</p> <p>Sales-Stock (Debit) xxxxx.xx A/R Stock Sales (Credit) xxxxx.xx Stock Inventory (Debit) xxxxx.xx Stock COGS (Credit) xxxxx.xx</p>
Bus. Unit	<p>An alphanumeric field that identifies a separate entity within a business for which you want to track costs. For example, a business unit might be a warehouse location, job, project, work center, or branch/plant.</p> <p>You can assign a business unit to a voucher, invoice, fixed asset, and so on, for purposes of responsibility reporting. For example, the system provides reports of open accounts payable and accounts receivable by business units to track equipment by responsible department.</p> <p>Security for this field can prevent you from locating business units for which you have no authority.</p> <p>Note: The system uses this value for Journal Entries if you do not enter a value in the AAI table.</p>
Object Account	<p>The object account portion of a general ledger account. The term "object account" refers to the breakdown of the Cost Code (for example, labor, materials, and equipment) into subcategories (for example, dividing labor into regular time, premium time, and burden). The object account is a character field and is left justified when displayed in programs and on the database. Be aware that adding leading digits to a number creates a different entry. For example, entering 000456 is not the same as entering 456.</p>
Sub	<p>A subdivision of an object account. Subsidiary accounts include more detailed records of the accounting activity for an object account.</p> <p style="text-align: center;"><i>Form-specific information</i></p> <p>If you leave this field blank, the system uses the value you entered on the work order in the Cost Code field.</p>

What You Should Know About

Adding memo text	You can enter memo text for each AAI table on the AAI Number Text window.
Creating AAI record types	You use the Distribution AAI Record Types form to create new account lines to display on the Automatic Accounting Instructions form.
Directing freight amounts to the correct G/L accounts	To direct freight amounts from the confirmation process to the correct G/L account, you must set up the inventory, COGS, and revenue AAIs using the G/L class for freight and the document types to which you can apply freight. The result is a single entry to a revenue account for the amount of the freight.
Entering multi-currency transactions	<p>The system creates two records for each transaction:</p> <ul style="list-style-type: none">▪ Domestic cash ledger▪ Currency ledger based on current exchange rate <p>You can view the different transaction amounts for each currency by either changing the currency setting from “domestic” to “foreign” on applicable forms or by changing the processing options.</p>
System search sequence for locating AAIs	<p>AAI's can be any unique combination of company number, document type and GL class code. When a specific AAI cannot be identified based on these three fields, defaults for company number (00000) and GL class code (****) will be used in a specific sequence to try and locate an AAI for the given document type.</p> <p>If the initial search for an AAI fails, the first step is to replace the G/L class code with **** and then repeat the search.</p> <p>If this fails, then the original G/L class code is restored and the company number is replaced with 00000 and the search is repeated.</p> <p>If this fails then both the original company number and G/L class code are replaced with 00000 and **** respectively and the search is repeated.</p> <p>Failure on this search results in an error being reported.</p>

Business unit is allowed to be left blank during setup

The business unit is optional during AAI setup. If it is left blank it will usually be taken from the branch/plant on the transaction.

The exceptions to this are:

Sales Update (P42800) - Processing option 5 determines how the program will deal with an AAI with a blank business unit. It can either set it to the subsequent cost center (project number on the business unit), the branch/plant on the order or the sold-to address book number.

Project number of business unit - A project number, also called a subsequent cost center can be assigned to a business unit in Revise Single Business Unit (Menu G09411, option 4). If this is populated, it will be used as the business unit portion of the account when the business unit on the AAI is blank.

Revenue Business Unit Preference - This preference facility can be used to populate the Header Business Unit (EMCU) field in F4211. This field is used as the business unit portion of the account for AAIs 4220 and 4230.

Flexible Sales Accounting - The business unit portion of the account number can be populated using flexible sales accounting, (P40296 on G4241).

5 **Advanced & Technical**

Overview to Advanced and Technical Operations

Objectives

- To use the advanced features of the ECS Sales Order Management system
- To maximize your system efficiency and performance by increasing storage space, updating information, and automating certain processes

About Advanced and Technical Operations (ECS)

Advanced and technical operations for the ECS Sales Order Management system include the following tasks:

- Purging data
- Working with the subsystem

When data becomes obsolete or you need more disk space, you can use purge programs to remove data from files.

You can automate some processes, such as printing documents or running required procedures, by setting up a subsystem to run them.

Purge Data



From ECS Sales Order Management (G4910), enter 27
From ECS Sales Order Advanced and Technical Ops (G491031), choose **Data File Purges**
From Data File Purges (G42312), choose **an option**

Purging Data for ECS Sales Order Management

When data becomes obsolete or you need more disk space, you can use purge programs to remove data from files.

Purging data consists of:

- Specifying the information to delete
- Running the purge program
- Running the file reorganization program to rebuild the file structure

Caution: You must know the proper procedures and consequences of purging data to avoid serious damage to your system and data. Purging data is typically performed by a system administrator or operations personnel. It is important that only those employees who understand the purging process and its results are allowed access to this procedure.

You can run two types of purges:

- Run general purges
- Run special purges

This section contains the following:

- [Running General Purges for ECS Sales Order Management](#)
- [Running Special Purges \(ECS\)](#)

General purges are DREAM Writer versions of the JD Edwards World general purge program that removes data from a specified file. You run these purges when you want to remove a large amount of data.

JD Edwards World provides special purges for removing data from files where the selection criteria needs to be more specific. Special purges are DREAM Writer programs that have predefined criteria that the system checks before removing any data so you avoid removing associated data located in other files.

You run these general and special purge programs in the ECS Sales Order Management system only if you want to manually purge the associated tables. You can instruct the system to automatically purge most of these tables during end of

day processing. You can set the processing options for the Update Customer Sales program to automatically purge the following tables:

- Sales Order Header (F4201)
- Sales Order Detail (F4211)
- Sales Order Detail — Tag History (F49219)
- Text Detail Lines (F4314)
- Price Adjustment History (F4074)

What You Should Know About

Customer Service Inquiry (P42045)

To minimize the size of the Sales Order files, the concept of 'purging to history' may be implemented by either the Sales Update program (P42800) or by running Special purge programs. During this process, completed sales orders from the Sales Order Header and Detail files (F4201 and F4211) are moved to their respective history files (F42019 and F42119). The Customer Service Inquiry program reads both sets of files enabling both active and historical sales orders to be viewed in a single program.

Customizing a purge

You can create a customized purge by changing the data selection to fit your needs. For example, you could use a range of fiscal years rather than all dates.

Processing options

All of the DREAM Writer versions of the P00PURGE program and many of the Special Purge programs have the following two processing options:

- **Save Purged Records** – This determines whether deleted records are copied to an archive file in a designated purge library. JD Edwards World strongly recommends that this option always be set to 1 so that there is an opportunity to recover the deleted records.
- **Reorganize File** – This tells the purge program whether to reorganize the physical file that has just been purged. Since the space occupied by deleted records is not recovered until the file is reorganized, you can choose to let the purge program do the job or run the IBM command (RGZPFM) manually at a later date.

- Technical considerations** The following technical considerations apply to both general and special purges:
- If File Output Type on the DREAM Writer Additional Parameters form for the DREAM Writer version you are using is set to 1 (for OPNQRYP), you must also set the Open for Delete (Y/N) field to Y. Also, you must specify at least one field in Data Sequencing.
 - If File Output Type on the DREAM Writer Additional Parameters form for the DREAM Writer version you are using is set to 2 (for logical file), the purge will reorganize the purged file based on the logical file that the system builds. This might increase the time that the system takes to perform the file reorganization.

Restoring purged records If you have used the save purged records option you may in very exceptional circumstances restore purged data. Prior to copying the purged records back in to your data files ensure you have created a copy or backup of the specific data files.

The purge library created by the purge program will have been named by the following convention: JD Edwards World followed by the purge date in MMDDYY format (e.g. for a purge run on April 15, 2017 would create a library named JDE041517.

To identify purge libraries on your system, use the work library (WRKLIB) command with 'JD Edwards World*' as the library parameter. The Text Description for the library will also inform you whether the library was created to contain purged data.

To copy the purged records back use the copy file (CPYF) command specifying '*ADD' in the 'Replace or add records' parameter.

Note: File restore operations should only be performed by experienced technical staff.

Before You Begin

- Back up the files that will be affected
- Determine the data you want to purge
- Verify that no users are working with the data that you want to purge and reorganize

See Also

- *Updating Customer Sales (ECS) (P49800)*
- *Technical Foundation Guide*

Running General Purges for ECS Sales Order Management

General purges for the ECS Sales Order Management system include:

- Sales Order Detail purge
- Sales Order Detail History purge
- Sales Order Ledger purge

General purges are DREAM Writer versions of the JD Edwards World general purge program that removes data from a specified file. You run general purges when you want to remove a large amount of data.

You can create DREAM Writer versions of the general purge program to purge data from any JD Edwards World file. However, JD Edwards World recommends that you do not use general purges for files that have their own special purge programs. General purges are not designed for files that have associated data in other files. Running a general purge for such files could cause you to lose data.

The general purges remove records with a next status of 999, or closed, from the specified file.

Creating a New DREAM Writer Version for a Purge

Before creating a new DREAM Writer version to purge a file, verify that a special purge program does not exist for that file. The ledger and balances files require special processing to select records. Those that can be purged have their own specific purge programs.

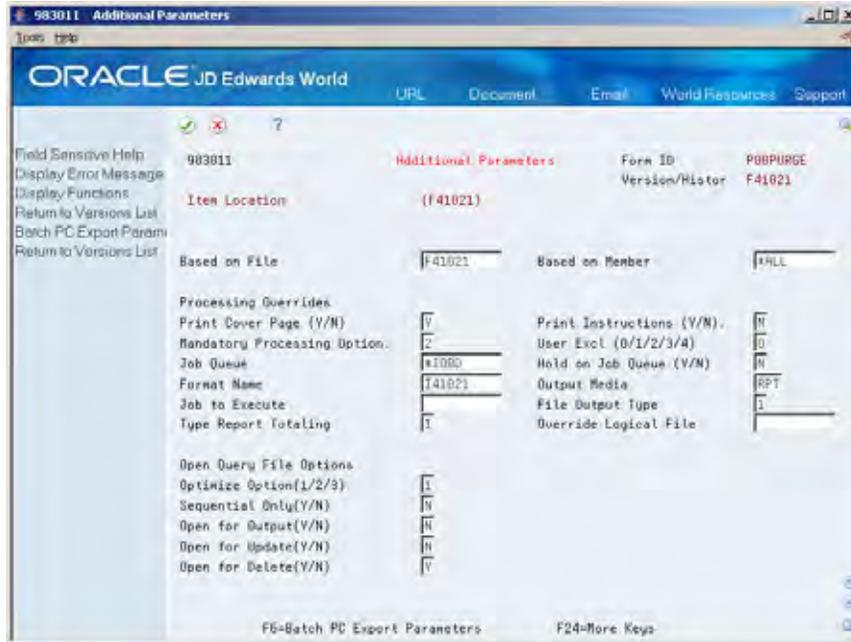
To create a new DREAM Writer version to purge a file, access the Versions List for P00PURGE. In this example, a P00PURGE version is being created for the Item Location file (F41021) from an existing version that purges the Item History file (F4115).

To Create a New DREAM Writer Version for a Purge On Versions List.

Version	Description	User	Chg Date
TEST	Commitment Audit Trail TEST (F43199)	RF77630	11/01/06
Z3DE0000	Purge 3E Tax Batch File (F09112T)	DEMO	02/01/01
Z3DE0001	Item History (F4115)	DEMO	10/11/95
Z3DE0002	S.O. Detail (F4211)	DEMO	03/05/93
Z3DE0003	S.O. Detail History (F42119)	DEMO	06/26/96
Z3DE0004	S.O. Ledger (F42199)	DEMO	06/26/96
Z3DE0005	P.O. Detail (F4311)	DEMO	08/12/93
Z3DE0006	P.O. Receiver Detail (F43121)	DEMO	01/05/93
Z3DE0007	P.O. Ledger (F43199)	DEMO	01/05/93
Z3DE0008	Purge Sales/Use/VAT Tax File (F0018)	DEMO	07/21/94
Z3DE0009	Purge R/R Batch Cash Application (F0312)	DEMO	07/21/94
Z3DE0010	Purge R/P Batch File (F041121)	DEMO	07/21/94
Z3DE0011	Purge Address Book Batch File (F010121)	DEMO	07/21/94
Z3DE0012	Purge Journal Entry Batch File (F091121)	DEMO	02/07/96
Z3DE0013	Purge R/R Batch File (F031121)	DEMO	02/07/96
Z3DE0014	Item Ledger Detail (F4111)	DEMO	07/21/94

1. Enter a 3 next to the DEMO version of Item History.

2. Enter a version title that identifies the new purge being created.

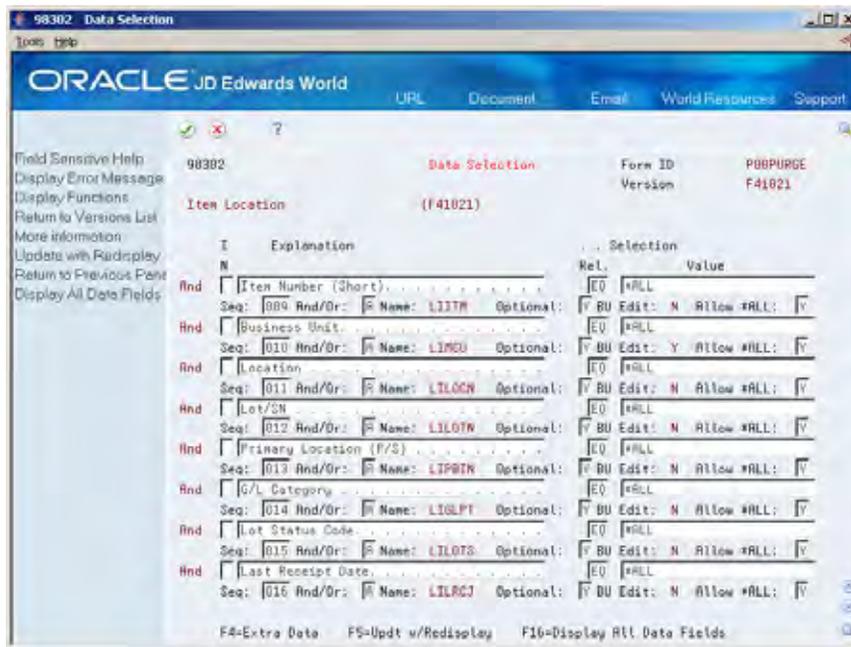


3. Complete the following fields to reflect the new file:
 - Based on File
 - Format Name
4. Set Processing Options as desired.
5. Review the Data Selection.



6. Note that the existing selection criteria from the Item History has been retained. These fields can be removed by entering N in the Include in Selection field and then pressing F5 to update.

- Press F16 to Display All Data Fields of the Based on File field you selected to create your data selection. Enter a Y against the specific fields you want to include.



- As with data selection, the sequence fields from the Item History version is retained. Remove these in a similar manner and then press F16 to Display All Data Fields of the Based on File field you selected to create your data sequencing criteria.



- Enter the numerical sequence for the fields of your version. After you press Enter, your version is created and you are returned to the versions list display.

What You Should Know About

Sales Order Detail purge

You specify whether the system writes closed order lines to the Sales Order Detail History file and leaves only canceled order lines in the Sales Order Detail file when you run the Update Customer Sales program.

You use the Sales Order Detail purge to remove records from the Sales Order Detail file. Optionally, you can move the records from the Sales Order Detail file to the Sales Order Detail History file.

See *Running Move Sales Order Detail to History (ECS)*.

Processing Options

See [General Purge Program \(P00PURGE\)](#).

Running Special Purges (ECS)

JD Edwards World provides special purges for removing data from files where the selection criteria needs to be more specific. Special purges are DREAM Writer programs that have predefined criteria that the system checks before removing any data so that you avoid removing associated data that is located in other files.

Running special purges includes:

- Running the Sales Order Header purge
- Running the Extended Text purge
- Running the Batch Order Files purge
- Running Move Sales Order Detail to History

Running the Sales Order Header Purge (ECS)

You use the Sales Order Header purge to purge sales order header records from the Sales Order Header file. The system purges records from the Sales Order Header file only if no open detail lines with a matching order type and order number combination exist in the Sales Order Detail file. In addition to purging records, you can optionally move information to the Sales Order Header History file (F42019). You specify in the processing options whether you want to move information. Since this program only selects header records without matching detail records, it is advisable to run it immediately after the corresponding detail purge program.

What You Should Know About

Purging header information during sales update

You can purge sales order header information from the Sales Order Header file and move it to the Sales Order Header History file during sales update (P42800).

See *Updating Customer Sales (ECS)*.

Processing Options

See [Sales Order Header \(F4201\) - Purge \(P4201P\)](#).

Running the Sales Order Text Line Purge (ECS)

This Sales Order Text Line program (P42960) is not exactly a purge program in that it does not delete any records. Specifically, the program reads through the Sales Order Detail file (F4211) looking for Text lines (Line type is equal to "T") that do not have any associated non-text lines. Each record found that matches this criteria is set to closed by having its next status set to 999. These detail records can then be purged by either the general or special Sales Order Detail purges.

Running the Extended Text Purge (ECS)

You use the Extended Text purge to delete specific information from the Text Detail Lines file (F4314).

This purge checks the Sales Order Detail and the Purchase Order Detail files for open detail lines with matching order type and order number combinations. One of the following occurs:

- If the system does not find matching records, it deletes the extended text from the Text Detail Lines file.
- If the system finds matching records, it deletes the extended text from the Text Detail Lines file only if the matching detail files have a status of 999.

What You Should Know About

Purging active order lines The Extended Text purge removes closed text lines only if all other lines on the order are closed. Order lines whose status is not 999 cannot be purged.

You can use the Sales Order Text Lines program to change the status of text lines to 999 (closed) on orders with no open detail lines. You use this program only if you have not set up the processing options for the Update Customer Sales program to purge text lines for closed orders.

Processing Options

See [Extended Text Line Deletion - F4314 \(P4314P\)](#).

Running the Batch Order Files Purge (ECS)

You can delete processed sales orders from the batch receiver files by using the Batch Order Files purge. The system selects only records with Y in the Processed (Y/N) field of the batch receiver files.

The following files are purged by this program:

- Batch Receiver File – Order Headings (F4001Z)
- Batch Receiver File – Order Details (F4011Z)

This purge does not remove records from the Destination Quantity file (F4012Z) or the Unmappable Data file (F4014Z). Use the general purge program to remove data from these files.

Processing Options

See [Recurring Batch Order Entry \(P4001Z\)](#).

Running Move Sales Order Detail to History (ECS)

You run the Move Sales Order Detail to History program to purge detail lines with a status of 999 from the Sales Order Detail file (F4211) and move them to the Sales Order Detail History file (F42119).

You can run this program when you run the Update Customer Sales program.

What You Should Know About

Price Adjustment History (F4074) If the processing option is set to purge the Price Adjustment History file, the data is lost since there is no archive file to receive its data.

See Also

- *Updating Customer Sales (ECS) (P49800)*

Processing Options

See [Purge Details to History \(P42996\)](#).

Work with the Subsystem



From ECS Sales Order Management (G4910), enter 27
From ECS Sales Order Advanced and Technical Ops (G491031), choose an option

Working with the Subsystem (ECS)

You can automate some processes, such as printing documents or running required procedures, by setting up a subsystem to run them.

Your system might comprise one or more subsystems. You use subsystems to run specific sets of jobs, such as a group of print jobs. Subsystems create a suitable environment in which those jobs can run. It is easier to control a group of jobs through subsystems because you can individually start and stop subsystems.

This section contains the following:

- [Defining the Subsystem \(ECS\)](#)
- [Starting Jobs in the Subsystem \(ECS\)](#)
- [Stopping Jobs in the Subsystem \(ECS\)](#)
- [Running the Subsystem in Sleeper](#)

To define the subsystem, you specify:

- The version of the program you want to run
- The environment in which the system should run the program

You use the Start Subsystem program to begin running specified jobs in the subsystem.

You must stop the subsystem before you perform end-of-day processing. You can also stop one or more jobs in the subsystem at any time.

Before You Begin

- Define default output queues for print programs. See *Defining Default Print Queues* in the *Inventory Management Guide*.

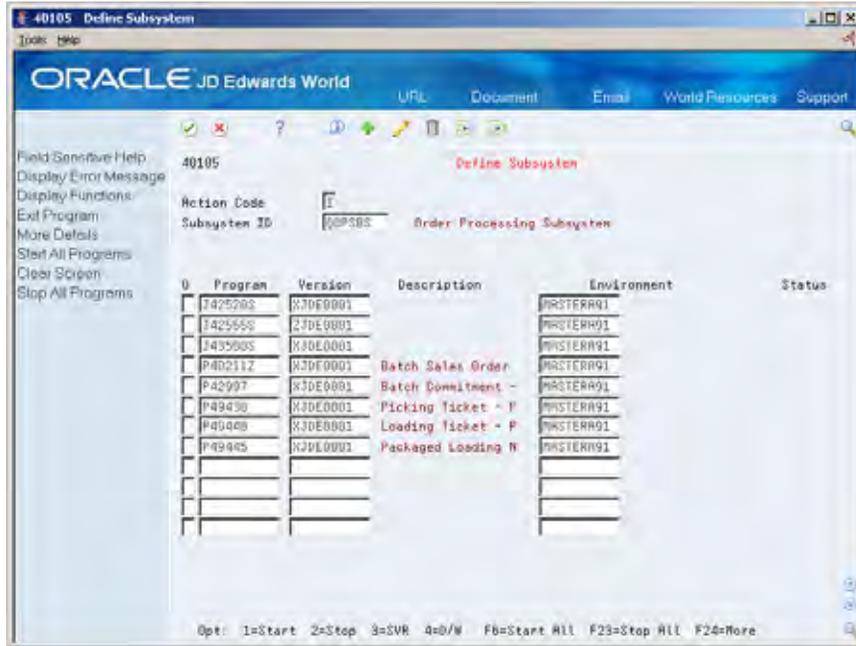
Defining the Subsystem (ECS)

You define the subsystem to run specific sets of jobs, such as printing documents or running required procedures. To define the subsystem, you specify:

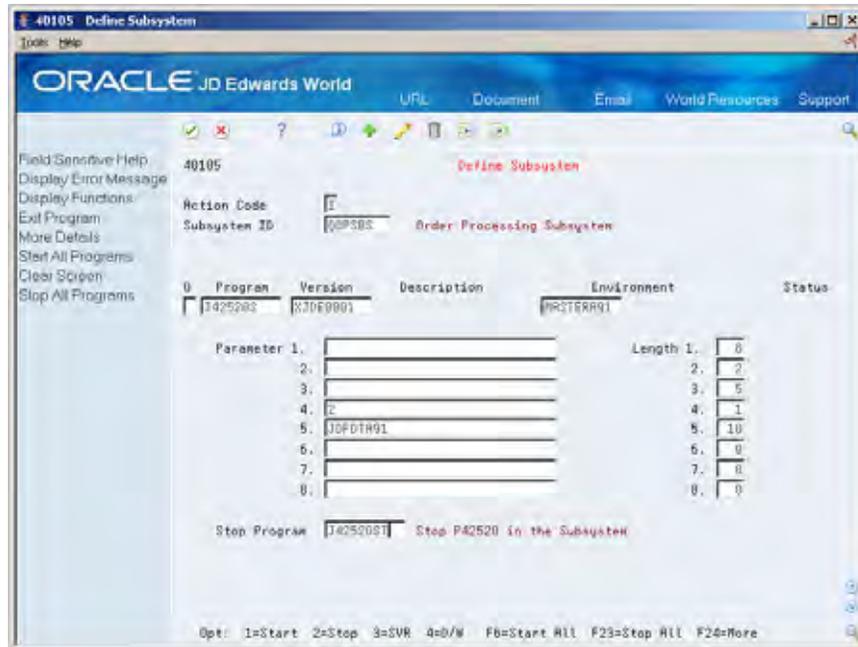
- The version of the program you want to run
- The environment in which the system should run the program

To define the subsystem

On Define Subsystem



1. For each program you want to run through the subsystem, complete the following fields:
 - Version
 - Environment
2. Access the detail fold area.



3. To specify a library, complete the following optional field:

- Library

Field	Explanation
Program	<p>The RPG program name defined in the Software Versions Repository Master table. See also <i>JD Edwards World Standards</i>.</p> <p>T SS XXX</p> <p>T Specific member ID number</p> <p>SS System number (for example, 01 for Address Book)</p> <p>XXX Member type (for example, P for Program, R for Report, and so on)</p> <p style="text-align: center;"><i>Form-specific information</i></p> <p>This code identifies the print program that you want to define within the subsystem.</p>
Version	<p>Identifies a group of items that the system can process together, such as reports, business units, or subledgers.</p> <p style="text-align: center;"><i>Form-specific information</i></p> <p>The DREAM Writer version of the print control or gantry program identified in the program field.</p>
Environment	<p>The name associated with a specific list of libraries. The J98INITA initial program uses these library list names to control environments that a user can sign on to. These configurations of library lists are maintained in the Library List Master table (F0094).</p>

Field	Explanation
Parameter 1	<p>A generalized 10 character parameter value passed to a called program.</p> <p style="text-align: center;"><i>Form-specific information</i></p> <p>For Gantry Subsystem: You must enter the name of the library where the Download Data Queue (DTAQGD) exists. For example, *LIBL.</p>
Length 1	<p>The length of the parameter which the called program is expecting.</p> <p style="text-align: center;"><i>Form-specific information</i></p> <p>For Gantry Subsystem: You must enter a value of 10.</p>

What You Should Know About

Displaying specific subsystems	The Define Subsystem form displays subsystem information about the subsystem you specified in the processing options. If you did not specify a subsystem, or if you want to display a different subsystem, enter the subsystem name in the Subsystem ID field.
Multiple environments	It is not recommended that you set up subsystems in multiple environments since they share the same data queue. This may cause data from one environment to be processed by the subsystem in a different environment.

Starting Jobs in the Subsystem (ECS)

You use the Start Subsystem program to begin running specified jobs.

You can start the subsystem for:

- A specific program
- All programs

To start jobs in the subsystem

On Define Subsystem

For each job you want to start, complete the following field:

- Option

The status field displays *ACTIVE for each program you started.

What You Should Know About

Starting all jobs in the subsystem

You can start all jobs in the subsystem:

- By choosing the function that starts all jobs in the subsystem from the Define Subsystem form.
- By choosing the Start Subsystem selection from the menu.

Stopping Jobs in the Subsystem (ECS)

You must stop the subsystem before you perform end-of-day processing. You can also stop one or more jobs in the subsystem at any time.

You can stop jobs in the subsystem for:

- A specific program
- All programs

To stop jobs in the subsystem

On Define Subsystem

For each job you want to stop, complete the following field:

- Option

This stops the job in the subsystem, but the subsystem is still active.

What You Should Know About

Stopping all jobs

You can stop all jobs in the subsystem:

- By choosing the function to stop all jobs from the Define Subsystem form
- By choosing the Stop Subsystem menu option

Either method stops all jobs, but the subsystem remains active.

Stopping the subsystem

When you use the Stop All function on Define Subsystem, you stop all jobs, but you do not stop the subsystem. To stop the subsystem, use the Stop Subsystem menu option and verify that you run the version defined to both stop all jobs and stop the subsystem.

Processing Options

See [Start/Stop Subsystem \(P40420\)](#).

Running the Subsystem in Sleeper

You can set up the jobs to start and stop subsystems in Sleeper. First, identify the DREAM Writer versions of Start/Stop Subsystem (P40420) that you are going to use. Second, navigate to Unattended Operations Setup via menu G9643.

To define a Sleeper Job

On Unattended Operations Setup.

- For each version of the Start/Stop Subsystem program you want to run complete the following fields:
 - Program
 - Library (the object library in your environment)
 - Run Date & Time
 - Days of the week if daily
 - Frequency
 - System
 - User (the ID of the user who normally runs the Start/Stop Subsystem job)
 - Libl (the environment name)
 - Vers (the DREAM Writer version that is used for starting or stopping the subsystem)

6 Processing Options

Daily Processing Options

Sales Order Entry (P4211)

Processing Option	Processing Options Requiring Further Description
<p>SALES ORDER DEFAULT VALUES:</p> <ol style="list-style-type: none"> 1. Document Type (Required) 2. Line Type (Optional) 3. Beginning Status (Optional) 4. Override Next Status (Optional) 5. Unit of Measure (Optional) 6. Line Number Increment (Optional) 7. Reason Code (Optional) 	<p>Enter the document type relevant to this particular version of Sales Order Entry. You will likely have multiple versions of P4211 to accommodate each of the different document types you use, for example, sales orders, blanket orders, quote orders, ECS orders, and so on.</p> <p>Enter the line type to default to all order lines; otherwise, the system retrieves the line type from Item Branch Information (P41026) or Item Master Information (P4101) set up for the item number. You can also manually enter a line type.</p>
<p>UNIT OF MEASURE DEFAULT VALUES:</p> <ol style="list-style-type: none"> 8. Enter '1' to use the Pricing UOM as the default Transaction UOM. If left blank, the Primary UOM will be used instead. 	
<p>WORK ORDER DREAM WRITER VERSIONS: Enter the version for each program. If left blank, ZJDE0001 will be used:</p> <ol style="list-style-type: none"> 9. Work Order Entry (P48013) 10. WO Server for Sale Order (X4201WO) 	

Processing Option	Processing Options Requiring Further Description
<p>ORDER DUPLICATION DEFAULT VALUES:</p> <p>11. Document Type</p> <p>12. Beginning Status</p> <p>13. Enter text duplication selection '1' to copy line text '2' to copy line and order text '3' to copy order text</p>	<p>Enter the document type for new orders you create when you press F21 to copy an existing order.</p> <p>Enter the Last Status for new orders you create when you press F21 to copy an existing order.</p>
<p>ADDRESS BOOK DEFAULT VALUES:</p> <p>14. Address Book default branch. '1' - Ship To Address '2' - Sold To Address ' ' - User default location</p>	
<p>DOWNLOAD HEADER INFORMATION:</p> <p>15. Enter '1' to automatically load header values to the detail lines after a change. If left blank, it must be done manually.</p>	
<p>PROMPTING CONTROL:</p> <p>16. Enter the Screen Format: 1 = Quantity, Item, Price 2 = Quantity, Item, Description 3 = Item, Quantity, Price 4 = ECS format 5 = Aggregates format (If left blank, format 1 is used.) Enter a '1' to:</p> <p>17. Display Headings first.</p> <p>18. Be prompted to accept the order. Note: Two-cycle order entry is not recommended for configured items.</p> <p>19. Allow the addition of a Customer Master record, if not set up.</p>	<p>Set this to blank if you enter configured items. Two-cycle order entry is not valid for configured items as the configuration is recorded on the first cycle.</p> <p>Set this to 1 to have the Customer Master screen (P01053) automatically appear when you enter a sold-to or ship-to address for which master information does not currently exist. If you don't set this option to 1, you can add an order without Customer Master information. However, the system will error on the order at Sales Update (P42800).</p>

Processing Option	Processing Options Requiring Further Description
<p>20. Load Online Invoice information before the order is accepted.</p> <p>21. Enter which Item Search screen is to be used to return items: 1 = Item Search window allowing the return of multiple items 2 = Full Item Search screen with Query capabilities (If left blank, the Item Search window allowing the return of a single item will be used.)</p>	<p>The option you choose determines the item search screen that displays when you press F1 on the Item Number field in the detail screen. A blank in this option prompts the P40ITM1 window. Option 1 prompts the P40ITM2 window, and option 2 prompts the P41200 screen.</p>
<p>ORDER HOLD CODES:</p> <p>22. Customer Credit Checking</p> <p>23. Order Margin Checking</p> <p>24. Order Line Margin Checking</p> <p>25. Order Minimum Value Checking</p> <p>26. Order Maximum Value Checking</p> <p>27. Partial Order Hold</p> <p>28. Product Allocation Hold</p>	
<p>LINE CONTROL STATUS:</p> <p>29. Enter the next status code beyond which a detail line cannot be changed. If left blank, no restriction will be put on the changing of a line.</p>	
<p>FIELD DISPLAY CONTROL: Enter '1' to protect or '2' to suppress</p> <p>30. Cost Fields</p> <p>31. Price Fields Enter '1' to protect the following:</p> <p>32. Status Codes</p> <p>33. Price adjustment driver fields</p>	<p>Set this to 1 to protect the following fields: Branch, Adjustment Schedule, Trade Discount, Payment Terms, Payment Instructions, and Item Price Group. The value also protects freight charge related fields including Shipping Commodity Code, Shipping Condition, Rate Code, Route, Stop and Zone.</p>

Processing Option	Processing Options Requiring Further Description
<p>34. Sold To field on the header Enter a '1' to suppress the following:</p> <p>35. Closed Detail Lines</p> <p>36. Credit Card Information</p> <p>37. Freight and Carrier Information</p> <p>38. Commission Information</p>	
<p>CREDIT ORDER PROCESSING:</p> <p>39. Enter the status code to select when retrieving credit orders.</p> <p>40. Enter '1' if the previous status is the last status. If left blank it will be the Next Status.</p>	<p>This option is relevant to the Credit Orders from History program (P42045).</p> <p>This option is relevant to the Credit Orders from History program (P42045).</p>
<p>CROSS REFERENCE INFORMATION:</p> <p>41. Enter the Cross Reference Type for:</p> <ul style="list-style-type: none"> - Substitute Items - Associated Items - Replacement Items <p>42. Enter '1' to use the substitute item's Unit Price. If left blank, the original item's price will be used to order the substitutes.</p>	
<p>KIT PROCESSING:</p> <p>43. Enter '1' to suppress Kit Component lines.</p> <p>44. Enter the version of Kit Inquiry to call. If left blank, version ZJDE0001 will be called.</p> <p>45. Enter '1' to suppress availability information in the Kit Window.</p>	

Processing Option	Processing Options Requiring Further Description
<p>AVAILABILITY CHECKING:</p> <p>46. Enter '1' to be notified of an automatic backorder or cancel.</p> <p>Enter '2' to be notified but not create the backorder or cancel.</p> <p>Enter '3' to create the backorder or cancel automatically and update the order without issuing the warning.</p> <p>If left blank, no availability checking will be done.</p>	
<p>COMMITMENT CONTROL:</p> <p>47. Enter '1' for commitment to Other Quantity 1.</p> <p>Enter '2' for commitment to Other Quantity 2.</p> <p>This option is typically used in conjunction with a Blanket or Quote Order. If this option is used, the commitment preference will be ignored.</p>	<p>This option applies to stock items only. You set the option to 1 or 2 if you do not want the items you enter on the order to affect availability. For example, you usually do not want items on blanket orders or quote orders to affect availability.</p> <p>If you leave this option blank, all stock items you enter on the order will accumulate to either the soft, hard, or future commitment buckets in the Item Balance file (F41021). If you set the option to 1 or 2, quantities accumulate to the SO Quantity 1 or SO Quantity 2 buckets. You can view cumulative quantities for an item in Detailed Availability (P41023).</p> <p>When you set this option to 1 or 2, the system also updates the Other Quantity 1 or 2 fields (SDOTQY) in the Sales Order Detail file (F4211). It also prevents the system from updating the Open Order Amount (SHOTOT) in the Sales Order Header file (F4201).</p> <p>If you release items from blanket or quote orders using the Release Orders program (P420111), the program assumes released orders were initially recorded to the other quantity 1 or 2 buckets.</p>
<p>AUTOMATIC PROCESSING:</p> <p>48. Enter '1' to automatically display the Supply and Demand screen when a new sales detail line is backordered.</p> <p>49. Enter '1' to print pick slips or a '2' to print invoices through the subsystem.</p> <p>Enter '3' for on-line commitment or a '4' for subsystem commitment.</p> <p>Note: If ECS is on, '1' will print order-based packed loading notes through a subsystem.</p> <p>50. Enter '1' for auto order repricing.</p>	<p>Set this option to 3 to have the system automatically hard commit orders, in which case P4211 calls the Batch Commitment program (P42997) to perform the hard commitment.</p>

Processing Option	Processing Options Requiring Further Description
<p>DREAM WRITER VERSIONS:</p> <p>Enter the version for each program.</p> <p>If left blank, ZJDE0001 will be used:</p> <p>51. Pick Slip Print (P42520)</p> <p>52. Supply and Demand (P4021)</p> <p>53. Std Order/Basket Reprice (P421301) or Adv Order/Basket Reprice (P42750)</p> <p>54. Customer Service (P42045)</p> <p>55. Online Invoice (P42230)</p> <p>56. Preference Profile (P40400)</p> <p>57. Check Price (Advanced) (P40721)</p> <p>58. Customer Master (P01053)</p> <p>59. TM Rate & Route server PSMR9100</p>	
<p>CONFIGURATOR PROCESSING:</p> <p>60. Enter one of the following for the mode of Specification Entry.</p> <p>If left blank, '2' will be used:</p> <p>'1' = Text Mode</p> <p>'2' = Assisted Mode</p> <p>'3' = Assisted Prompt Mode</p>	
<p>TRANSFER PRICE UPDATE:</p> <p>61. Enter the order type(s) that the system will use to invoke inter-branch updates.</p> <p>To specify more than one order type, type them one after the other along this field.</p> <p>62. Enter the transfer pricing method to be used.</p> <p>Default method is 1.</p> <p>1 = Branch cost mark-up</p> <p>2 = Transfer pricing</p> <p>63. Enter '1' to allow inter-branch invoicing.</p> <p>If left blank, no inter-branch invoice can be run.</p>	
<p>WAREHOUSE PROCESSING:</p>	

Processing Option	Processing Options Requiring Further Description
<p>64. Enter the request processing mode:</p> <p>' ' = No pick requests</p> <p>'1' = Generate requests only</p> <p>'2' = Generate requests and process using the subsystem</p> <p>65. If processing pick requests using the subsystem, enter the DREAM Writer version to use.</p> <p>If blank, XJDE0002 is used.</p> <p>(See Form ID P46171.)</p> <p>66. Enter an override next status for sales order lines for which requests have been generated.</p>	
<p>ORDER TEMPLATE PROCESSING:</p> <p>67. Enter a '1' to use the Sold-to address number for order template.</p> <p>Enter a '2' to use the Ship-to address number.</p> <p>If left blank, no automatic order template processing will be performed.</p> <p>68. Enter the order template name.</p>	
<p>BLANKET/QUOTE PROCESSING:</p> <p>69. Enter '1' for automatic access to the blanket/quote release processing by Sold To address.</p> <p>Enter '2' for automatic access to the blanket/quote release processing by Ship To address.</p> <p>If left blank, no automatic access to the blanket/quote release processing will be performed.</p>	
<p>PREFERENCE PROFILE PROCESSING:</p> <p>70. Enter a '1' to use preference profile defaults.</p> <p>If left blank, no preference profile information will be defaulted.</p> <p>71. Enter a '1' to use the Inventory Commitment Preference to source from multiple branches or to view grade or potent items in the commitment window.</p>	<p>If you enter 1 in this field, you must also set up a corresponding version of the Preference Processing program (P40400) and attach it to processing option 56.</p>
<p>CURRENCY PROCESSING:</p>	

Processing Option	Processing Options Requiring Further Description
72. Enter the tolerance limit percentage to warn you of currency rate changes. A 15.0 indicates a warning if the rate is 15 percent greater or less than the current rate.	
<p>LOAD CONFIRM PROCESSING: (ECS):</p> <p>73. Enter '1' to automatically branch to load confirm when order are added.</p> <p>74. Enter the version of Bulk Load Confirm (P49510) to be used.</p> <p>75. Enter the version of Packaged Load Confirm (P49530) to be used.</p>	
<p>AVIATION/MARINE PROCESSING: (ECS):</p> <p>76. Enter the version of the Additional Parameters program (P49510A) to be used.</p>	
<p>TRIP ASSIGNMENT WINDOW: (ECS):</p> <p>77. Enter the version of the Trip Assignment window (P49200) to be used.</p>	
<p>MARK-FOR ADDRESS PROCESSING:</p> <p>78. Enter '1' to display Mark-for Address.</p>	
<p>ADVANCED LOT MANAGEMENT:</p> <p>79. Enter '1' to issue an error when the Ship Ascending Date Rule is violated. If left blank, only a warning will be issued.</p> <p>80. Enter '1' to issue a warning when an immature lot (one not yet in effect) is entered and to include immature lots in the calculation of availability. If left blank, an error will be issued and immature lots will not be counted as available.</p>	
<p>SERVICE WARRANTY MANAGEMENT:</p> <p>81. Enter '1' to submit a batch job upon exiting Sales Order Entry to automatically assign service warranties to sales order detail lines.</p>	

Processing Option	Processing Options Requiring Further Description
82. Enter the DREAM Writer version for Batch Assign Service Warranty (P42404). If left blank, XJDE0001 is used.	

Recurring Batch Order Entry (P4001Z)

Processing Option	Processing Options Requiring Further Description
ORDER ENTRY DEFAULT VALUES: 1. Order Type 2. Line Type 3. Beginning Status 4. Next Status 5. Line Number Increment	
DREAM WRITER VERSIONS: Enter the version for each program. If left blank, ZJDE0002 will be used. 6. Order Edit and Creation (P40211Z)	
AUTOMATIC PROCESSING: 7. Enter a '1' to edit/create order lines via the subsystem. If left blank, orders will be written to the Batch Receiver files only.	
FIELD DISPLAY CONTROL: 8. Enter '1' to protect pricing driver fields. 9. Enter '1' to suppress Mark-for address.	

Batch Edit – Creation (P40211Z)

Processing Option	Processing Options Requiring Further Description
DEFAULT VALUES:	

Processing Option	Processing Options Requiring Further Description
<ol style="list-style-type: none"> 1. Document Type 2. Line Type 3. Cost Center or Business Unit 4. Last Status Code 5. Override Next Status Code 6. Line Number Increment 	<p>Enter the document type relevant to this particular version of Sales Order Entry. You'll likely have multiple versions of P4211 to accommodate each of the different document types you use, for example, sales orders, blanket orders, quote orders, ECS orders, and so on.</p> <p>Enter the line type to default to all order lines; otherwise, the system retrieves the line type from Item Branch Information (P41026) or Item Master Information (P4101) set up for the item number. You can also manually enter a line type.</p>
<p>ADDRESS BOOK DEFAULT VALUE:</p> <ol style="list-style-type: none"> 7. Address Book Default Cost Center. <p>'1' - Ship To Address '2' - Sold To Address</p> <p>If left blank, the Cost Center will default in from an EDI map or Processing Option 3.</p>	
<p>ORDER HOLD CODES:</p> <ol style="list-style-type: none"> 8. Product Allocation Hold 9. Credit Check 10. Order Margin Check 11. Line Margin Check 12. Maximum Order Value 13. Minimum Order Value 14. Partial Order Hold 15. Customer Discrepancy Hold (Freight, Pymt Terms, Price Tol) 	
<p>AVAILABILITY CHECK AND COMMITMENT:</p>	

Processing Option	Processing Options Requiring Further Description
<p>16. '1' = Perform availability check and online commitment.</p> <p>'2' = Perform availability check but bypass online commitment.</p> <p>' ' = Bypass availability check and online commitment.</p>	<p>'1' = Perform availability check and online commitment via the Batch Commitment program (P42997) and perform hard commitment.</p>
<p>UPDATE OPTION:</p> <p>17. Enter '1' to use the override sales prices in the batch file (F4011Z) to create sales orders.</p> <p>If left blank, will use the Unit Price in the Base Price File (F4106).</p>	
<p>TRANSFER PRICE UPDATE:</p> <p>18. Specify the Order Type(s) used by the system to invoke transfer cost update (SDTCST).</p> <p>If more than one order type is required, type them one after the other along this field.</p> <p>19. Enter the transfer pricing method to be used.</p> <p>Default method is 1.</p> <p>1 = Branch cost mark-up.</p> <p>2 = Transfer pricing.</p> <p>20. Enter '1' to allow inter-branch invoicing.</p> <p>If left blank, no inter-branch invoice can be run.</p>	
<p>KIT PROCESSING:</p> <p>21. Enter '1' to prevent kit components from being written.</p> <p>If left blank kit component records will be written to the Sales Detail File.</p>	
<p>WAREHOUSE PROCESSING:</p> <p>22. Enter a '1' to generate requests.</p> <p>23. Enter an override next status for sales order lines for which requests have been generated.</p>	
<p>PREFERENCE PROFILE PROCESSING:</p>	

Processing Option	Processing Options Requiring Further Description
<p>24. Enter a '1' to use preference profile defaults (P40400). If left blank, no preference profile information will be defaulted.</p> <p>25. Enter a '1' to use the Inventory Commitment Preference to source from multiple branches. If left blank, the branch from the Sales Order detail line will be used.</p>	<p>If you enter 1 in this field, you must also set up a corresponding version of the Preference Processing program (P40400) and attach it to processing option 31.</p>
BLANKET/QUOTE PROCESSING:	
<p>26. Enter a '1' for automatic blanket order release by sold-to address number. Enter a '2' for automatic blanket order release by ship-to address number. If left blank, automatic blanket release processing will not be performed.</p> <p>27. Enter a '1' to commit to Other Quantity 1. Enter a '2' to commit to Other Quantity 2.</p>	
AUTOMATIC PROCESSING:	
<p>28. Enter '1' for auto order repricing.</p>	
ITEM CROSS-REFERENCE:	
<p>29. Enter the cross-reference type for Replacement items.</p>	
DREAM WRITER VERSION:	
<p>Enter the version for each program. If left blank 'ZJDE0001' will be used.</p>	
<p>30. Preference Profiles (P40400)</p> <p>31. Std Order/Basket Reprice (P421301) or Adv Order/Basket Reprice (P42750)</p> <p>32. TM Rate and Route server PSMR9100</p> <p>33. WO Server for Sale Order (X4201WO)</p>	
SDQ PROCESSING:	
<p>34. Enter a '1' to consolidate the SDQ (F47013 records) into one Sales Order. If left blank multiple Sales Orders will be generated.</p>	
EDI PROCESSING:	

Processing Option	Processing Options Requiring Further Description
<p>35. Enter a '1' to perform Processing Control Edit to determine processing mode. If no Processing Control record is found, the EDI transaction will NOT be processed.</p> <p>Enter a '2' to perform Processing Control Edit. If no Processing Control record is found, the EDI transaction will be processed in the production mode.</p> <p>If left blank, all selected EDI transactions will be processed in the production mode.</p>	<p>Enter a '1' to check EDI Processing Control (P4770) to determine the processing mode. If no record is found the EDI transaction will NOT be processed.</p> <p>Enter a '2' to check EDI Processing Control (P4770) to determine the processing mode. If no record is found the EDI transaction WILL be processed in production mode.</p> <p>If left blank all EDI transactions will be processed in production mode.</p> <p>EDI Processing Control (P4770) is found using F15 from the Purchasing Instructions for Purchasing or Customer Billing Instructions for Sales.</p>
<p>LOT PROCESSING:</p> <p>36. Enter a '1' to commit from an immature lot (one not yet in effect).</p> <p>If left blank, immature lots will be skipped in the commitment process.</p>	

Check Price & Availability (P40721)

Processing Option	Processing Options Requiring Further Description
<p>PREFERENCE PROFILE PROCESSING: (for Advanced Price Adjustments only)</p> <p>1. Enter a '1' to use preference profile defaults.</p> <p>If left blank, no preference profile information will be defaulted.</p> <p>2. Enter the version of the preference profile server (P40400).</p> <p>If left blank, version ZJDE0001 will be used.</p>	

Item Availability (P41202)

Processing Option	Processing Options Requiring Further Description
<p>PROCESS CONTROL:</p>	

Processing Option	Processing Options Requiring Further Description
1. Enter a '1' to omit locations with no quantity available. If left blank, all locations will display.	
DREAM WRITER VERSIONS: Enter the version for each program. If left blank, ZJDE0001 will be used. 2. Item Master (P4101) 3. Text Message Code Review (P40010) 4. Item Search (P41200) 5. Purchase Order Inquiry (P430301) 6. Customer Service Inquiry (P42045) 7. Open Work Orders (P31225) 8. Supply and Demand (P4021) 9. Bill of Materials (P30200) 10. Lot Availability (P41280)	
Enter the version for each program. If left blank, ZJDE0001 will be used. 11. Item Ledger (P4111) 12. Branch/Plant Item Info. (P41026) 13. Availability by Location (P4190) 14. Item / Location Information (P41024)	
GRADE AND POTENCY: 15. Enter a '1' to display the grade range. If left blank, no grade will display for selection. 16. Enter a '1' to display the potency range. If left blank, no potency will display for selection.	
PERCENTAGE OF LIFE REMAINING: 17. Enter a '1' to calculate/display the Percentage of Life Remaining. If left blank, it will not be displayed.	

Processing Option	Processing Options Requiring Further Description
18. Enter a '1' to calculate/display Days Until Expiration. If left blank, it will not be displayed.	

Supply & Demand (P4021)

Processing Option	Processing Options Requiring Further Description
<p>DISPLAY OPTIONS:</p> <ol style="list-style-type: none"> Enter a '1' to deduct Safety Stock from Availability. Enter a '1' by the following Routing Quantities to be considered on hand. Any quantity not included will be displayed on the appropriate date. Quantity in Transit Quantity in Inspection User Defined Quantity 1 User Defined Quantity 2 Enter a '1' to summarize all In Receipt Routing steps into one line. 	
<ol style="list-style-type: none"> Enter a '1' to summarize Item Location records. Enter one of the following: ' ' = No Available to Promise Line '1' = Available to Promise Line '2' = Cumulative ATP Line Enter the version of Supply/Demand Inclusion Rules to be used. Enter a '1' to display the window format if called from another program. 	
<ol style="list-style-type: none"> Enter a '1' to use an alternate screen format which has long quantity fields. 	
<p>DREAM WRITER VERSIONS:</p> <p>Enter the DREAM Writer version to use for each program listed. If left blank, version ZJDE0001 will be used.</p> <ol style="list-style-type: none"> Purchase Order Entry (P4311) 	

Processing Option	Processing Options Requiring Further Description
10. Purchase Order Inquiry (P430301) 11. Sales Order Entry (P4211) 12. Sales Order Inquiry (P42045) 13. Scheduling Workbench (P31225) 14. MPS/MRP/DRP Pegging Inq. (P3412) 15. MPS/MRP/DRP Time Series (P3413) 16. MPS/MRP/DRP Message Detail(P3411)	
OPTIONAL RECORDS: 17. Enter a '1' to include Planned Orders from MPS/MRP/DRP generations. If left blank, Planned Orders will not be displayed. 18. Enter the Forecast Type to include Forecast Type Forecast Type Forecast Type Forecast Type Forecast Type	
19. Enter the number of days (+/-) from today's date that you wish to begin including Forecast records. A blank will use today's date to begin including Forecast records. 20. Enter a '1' to omit 'Bulk' Stocking Type records from screen. If left blank, 'Bulk' items will be included.	
21. Enter the rate based Schedule Type to use. If left blank, no rate based schedules will be displayed. 22. Enter a '1' to include Past Due Rates as a supply.	
POTENCY: 23. Enter '1' to convert Quantities to Standard Potency.	

Processing Option	Processing Options Requiring Further Description
<p>LOT EXPIRATION:</p> <p>24A. Enter '1' to reduce Quantity available due to lot expiration.</p> <p>Note: This option will not work with ATP. If you use this option, option 5 must be set to blank or 2.</p> <p>24B. Enter optional date to be used for expiration calculation when processing option 24A='1'.</p> <p>If left blank, Lot Expiration Date will be used.</p> <p>1=Sell By Date 2=Best Before Date 3=User Defined Date1 4=User Defined Date2 5=User Defined Date3 6=User Defined Date4 7=User Defined Date5 8=Commitment Date Method from Item/ Branch Master.</p>	
<p>LOT HOLD CODES:</p> <p>25. Enter the lot hold codes (up to 5) to be considered on hand, or enter an '*' to consider all held lots as on hand.</p> <p>If left blank, held lots will not be considered on hand.</p>	
<p>WORK ORDER ENTRY:</p> <p>26. Enter the Dream Writer version to use for the Manufacturing Work Order Entry program.</p> <p>If left blank, version ZJDE0001 will be used.</p>	
<p>BILL AVAILABILITY:</p> <p>27. Enter the version of Bill Availability (P30205) to be called.</p> <p>If left blank, version ZJDE0001 will be used.</p>	

Processing Option	Processing Options Requiring Further Description
<p>OVER DUE SUPPLY CONTROL:</p> <p>28. Enter a '1' to leave past due supply out of available calculations (past due orders will be displayed but will not be included in quantity available or ATP).</p>	
<p>FORECAST DISPLAY OPTIONS:</p> <p>29. Enter a '1' to override the planning fence rule and just use actual customer demand for the available calculation.</p> <p>Note: forecast will still appear on the screen per processing option above.</p> <p>When left blank, the available calculation will be based on the planning fence and rule established in the item's branch plant manufacturing data.</p>	

Repost Sales Orders & Release Future Commits (P42995)

Processing Option	Processing Options Requiring Further Description
<p>RE-COMMIT FUTURE ORDERS:</p> <p>1. Enter '1' to bypass re-committing future orders.</p> <p>If the option is left blank, the future orders will be committed and an audit report will print.</p>	
<p>2. Enter a '1' to hard commit future orders.</p> <p>If the option is left blank, the hard commit process will not occur.</p>	
<p>3. Enter the hold code to use for credit checking.</p> <p>If the option is left blank, no credit checking will occur.</p>	
<p>4. Enter the hold code to put all future orders on hold.</p> <p>If the option is left blank, future orders will not be available for review.</p> <p>5. Enter a '1' to do availability checking.</p> <p>If the option is left blank, no availability checking will occur.</p>	

Processing Option	Processing Options Requiring Further Description
<p>RESET ITEM COMMITMENTS:</p> <p>6. Enter a '1' to bypass the reset of the item commitment fields.</p> <p>If the option is left blank, the Item Location file (F41021) will be updated with the quantities from the Sales Order Detail (F4211).</p>	
<p>RESET ORDER TOTAL:</p> <p>7. Enter a '1' to bypass the reset of the order header total.</p> <p>If the option is left blank, the order header file (F4201) will be updated with the accumulated total from the Sales Order Detail (F4211).</p> <p>RESET OPEN ORDER AMOUNT:</p> <p>8. Enter a '1' to bypass the reset of the open order amount.</p> <p>If the option is left blank, the open order amount will be accumulated from the Sales Order Detail (F4211) and will update the Customer Master file (F0301).</p>	
<p>WAREHOUSE PROCESSING:</p> <p>10. Enter a '1' to generate requests.</p> <p>11. Enter an override next status for sales order lines for which requests have been generated.</p>	

Credit Check Processing (P42050)

Processing Option	Processing Options Requiring Further Description
<p>SELECTION PROCESSING:</p> <p>1. You may specify up to 5 order types to be selected for credit check processing.</p> <p>If you enter an asterisk (*) in the first field, ALL order types will be selected.</p>	<p>Use this option to limit the types of open orders that display on the lower portion of the screen. For example, you might want to see sales orders and credit orders while excluding blanket orders and quote orders.</p>

Customer Service Inquiry (P42045)

Processing Option	Processing Options Requiring Further Description
<p>DEFAULT VALUES:</p> <ol style="list-style-type: none"> 1. Order Type 2. From Status Code 3. Thru Status Code 4. Currency Code 	
<p>PROCESSING CONTROL:</p> <ol style="list-style-type: none"> 5. Enter a '1' if the above Status Codes are based on Last Status. If left blank, the Next Status will be used. 6. Enter the value to specify which date will be checked against the date range. If left blank, Requested Date is used. 7. Enter a '1' to display the Amount format, or a '2' to display the Price format. If left blank, the Quantity format will be displayed. 8. Enter a '1' to display the Status Code format. If left blank, the Customer format will be displayed. 9. Enter a '1' for text lines to be displayed. If left blank, text will be omitted. 10. Enter a '1' to display Kit Component Lines. If left blank, Kit Components will not display. 11. Enter a '1' to display backordered lines. Enter a '2' to display canceled lines. Enter a '3' to display both. Enter a '4' to display neither. 12. Enter the cross reference type used for Substitute items. 	<p>Use this option to specify whether the seventh column that displays on the video represents Amount, Unit Price or Quantity. Regardless of which column heading you choose, you can press F15 to toggle between the three.</p> <p>Use this option to determine whether the fifth column that displays on the video represents the customer description or the next status description. Regardless of which column heading you choose, you can press F8 to toggle between the two.</p>

Processing Option	Processing Options Requiring Further Description
<p>DREAM WRITER VERSIONS:</p> <p>Enter the version for each program: If left blank, ZJDE0001 will be used.</p> <p>13. Sales Order Entry (P4211)</p> <p>14. Check Credit (P42050)</p> <p>15. Supply/Demand Inquiry (P4021)</p> <p>16. Item Summary Availability (P41202)</p> <p>17. A/R Inquiry (P032002)</p> <p>18. Address Book Information (P01051)</p> <p>19. Online Invoice Inquiry (P42230)</p> <p>20. Sales Ledger Inquiry (P42025)</p> <p>21. Customer Master (P01053)</p>	
<p>INTER-BRANCH INVOICE:</p> <p>22. Enter the document type(s) that the system will use to inquire into inter-branch invoices. To specify more than one document type, type them one after the other along this field.</p>	
<p>MARK-FOR INQUIRY:</p> <p>23. Enter '1' to display the Mark-for Address in the place of Ticket Number.</p>	
<p>AS-IF CURRENCY DISPLAY:</p> <p>24. Enter the currency code for as-if currency display. This option allows for amounts to display in a currency other than the currency they are stored in. This option is activated by function key F18.</p> <p>Amounts will be translated and displayed in this as-if currency.</p> <p>If left blank, amounts will display in their database currency.</p> <p>24. Enter the "As-of" date for processing the current exchange rate for the as-if currency.</p> <p>If left blank, the Thru date will be used.</p>	

Open Sales Orders by Customer (P42620)

Processing Option	Processing Options Requiring Further Description
<p>CURRENCY PROCESSING:</p> <ol style="list-style-type: none"> Enter a '1' to print amounts in Foreign Currency. Enter a '2' to print amounts in both Foreign and Domestic Currency. If left blank, only Domestic Currency amounts will print. 	

Print Backorders to Fill (P42590)

Processing Option	Processing Options Requiring Further Description
<p>DISPLAY OPTIONS:</p> <ol style="list-style-type: none"> Enter a '1' to only print those Backorders that can be filled. If left blank, all Backorders will be printed. (Kit Master lines will not print.) Enter a '1' to add back in Quantity on Backorder in Quantity Available calculations. If left blank, Quantity on Backorder will not be added in. If displaying a kit, enter a '1' to only display Kit Component lines. If left blank, only Kit Master lines will display. Enter a '1' to display orders on hold. If left blank, orders on hold will not display. 	<p>When an order backorders, the quantity is logged as both a soft commitment and a backordered quantity in the Item Balance file (F41021). If you have set up your system to subtract soft committed quantities from on-hand quantities to determine availability, you will want to set this option to 1; otherwise, the system may not release backorders for which there is enough quantity available to release.</p> <p>For example, if the on hand quantity for an item is 10 and the backordered/soft committed quantity is 10, then the availability equals zero. You will want the program to add the backordered quantity of 10 to availability so the system recognizes there's enough quantity available to release the order.</p> <p>You can view quantity and commitment balances for an item in Detailed Availability (P41023).</p>

Processing Option	Processing Options Requiring Further Description
<p>LOT PROCESSING:</p> <p>5. Enter '1' to include immature lots (those not yet in effect) in the calculation of availability.</p> <p>If left blank, an immature lot will not be counted as available.</p>	

Sales Ledger & Credit Orders from History (P42025)

Processing Option	Processing Options Requiring Further Description
<p>DEFAULT VALUES:</p> <p>1. Order Type</p> <p>2. From Status Code</p> <p>3. Thru Status Code</p> <p>4. Currency Code</p>	
<p>PROCESSING CONTROL:</p> <p>5. Enter a '1' if the above Status Codes are based on Last Status.</p> <p>If left blank, the Next Status will be used.</p> <p>6. Enter the value to specify which date will be checked against the date range. If left blank, Requested Date is used.</p> <p>7. Enter a '1' to display the Amount format.</p> <p>If left blank, the Quantity format will be displayed.</p> <p>8. Enter a '1' to display the Status Code format.</p> <p>If left blank, the Customer format will be displayed.</p>	
<p>DREAMWRITER VERSIONS:</p> <p>Enter the version for each program:</p> <p>If left blank, ZJDE0001 will be used.</p>	

Processing Option	Processing Options Requiring Further Description
9. Credit Order Entry (P4211)	<p>If you use this program to create credit orders from history, you can specify the version of Order Entry that displays when you take option exit 6 to create a credit order, including the default order type and line type.</p> <p>Processing option 39 behind the version of P4211 you specify must correspond to the status code on the ledger record from which you are creating a credit order.</p>
10. Sales Order Entry (P4211)	
INTER-BRANCH INVOICES:	
<p>9. Enter the document type(s) that the system will use for inter-branch invoices.</p> <p>To specify more than one document type, type them one after the other along this field.</p>	

Sales Ledger Detail (P42600)

Processing Option	Processing Options Requiring Further Description
<p>1. Enter report starting date</p> <p>2. Enter report ending date</p> <p>3. Enter an override for report run date, if desired. If left blank, today's date will be used as the run date.</p>	

Sales Analysis Summary (P42611)

Processing Option	Processing Options Requiring Further Description
<p>1. Enter requested period start date</p> <p>2. Enter requested period end date</p>	

Online Invoice (P42230)

Processing Option	Processing Options Requiring Further Description
<p>DEFAULT VALUES:</p> <ol style="list-style-type: none"> 1. Order Type 2. From Status Code 3. Thru Status Code 	
<p>PROCESSING CONTROL:</p> <ol style="list-style-type: none"> 4. Enter '1' if the above status codes are based on Last Status. If left blank, Next Status will be used. 5. Enter the value to specify which date will be checked against the date range. If left blank, Requested Date will be used. 	
<p>INCLUDE/EXCLUDE BACKORDERS:</p> <ol style="list-style-type: none"> 6. Enter a '1' to INCLUDE backorders. but bypass extending their prices. Enter a '2' to INCLUDE backorders and extend prices for backorders. If left blank, backorders will be excluded. 	
<p>TAX INFORMATION:</p> <ol style="list-style-type: none"> 7. Enter a '1' to display by Tax Group. Enter a '2' to display by Tax Area. Enter a '3' to display by Tax Authority. 	
<p>DREAM WRITER VERSIONS:</p> <p>Enter the version for each program: If left blank, ZJDE0001 will be used.</p> <ol style="list-style-type: none"> 8. Print Invoices (P42565) 	
<p>INTER-BRANCH INVOICES:</p> <ol style="list-style-type: none"> 9. Enter the document type(s) that the system will use for inter-branch invoices. To specify more than one document type, type them one after the other along this field. 	
<p>ESTIMATED FREIGHT CALCULATION:</p>	

Processing Option	Processing Options Requiring Further Description
<p>10. Enter a '1' if a freight line should be written for each type (distance, zone, fixed) of freight.</p> <p>Blank ' ' is the default and will summarize all types of freight in one line.</p> <p>11. Enter the Last Status at and beyond which Billable Freight estimates should not be computed.</p> <p>If left blank, Billable Freight will not be estimated.</p>	
<p>AS-IF CURRENCY DISPLAY:</p> <p>12. Enter the currency code for as-if currency display. This option allows for amounts to display in a currency other than the currency they are stored in. This option is activated by function key F19.</p> <p>Amounts will be translated and displayed in this as-if currency.</p> <p>If left blank, amounts will display in their database currency.</p> <p>13. Enter the "As-of" date for processing the current exchange rate for the as-if currency.</p> <p>If left blank, the current date will be used.</p>	

Release Held Orders (P42070)

Processing Option	Processing Options Requiring Further Description
<p>PROCESS CONTROL:</p> <p>1. Enter the Document Type you wish to see displayed.</p> <p>2. Enter the release code you wish to see displayed. (This code will be entered in the hold code record (F4209))</p> <p>3. Enter a 'Y' to display previously released held orders.</p> <p>4. Enter a '1' for automatic printing of Pick Slips.</p> <p>5. Enter the release status code of the work order.</p>	<p>This option is specific to sales orders.</p> <p>This option is specific to sales orders for which work orders were automatically generated (line type W).</p>

Processing Option	Processing Options Requiring Further Description
<p>6. Enter a '1' to release purchase orders. If left blank, you will release sales orders.</p> <p>Note: If the option is set to release PO's, this will only release the hold, it will not perform any budget checking or maintaining. If you are using purchasing budgets, you need to use program P43070.</p>	<p>This program is used to release held orders in both the Purchasing and Sales systems. If you have set up this version for use in the Purchasing system, set this option to 1. If for use in the Sales system, leave this option blank.</p>
<p>DREAM WRITER VERSIONS: Enter the version for each program: If left blank, ZJDE0001 will be used.</p> <p>7. Sales Order Entry (P4211)</p> <p>8. Purchase Order Entry (P4311)</p>	
<p>WAREHOUSE PROCESSING:</p> <p>9. Enter the request processing mode: ' ' = No pick requests '1' = Generate requests only '2' = Generate requests and process using the subsystem</p> <p>10. If processing pick requests using the subsystem, enter the DREAM Writer version to use. If blank, XJDE0002 is used. (See Form ID P46171.)</p> <p>11. Enter an override next status for sales order lines for which requests have been generated.</p>	

Release Backorders (P42117)

Processing Option	Processing Options Requiring Further Description
<p>STATUS CODES:</p> <p>1. Next Status to Select (Optional)</p> <p>2. Override Next Status (Optional)</p>	
<p>DISPLAY OPTIONS:</p>	

Processing Option	Processing Options Requiring Further Description
<p>3. If inquiring by Item Number, enter a '1' to only display those Backorders that can be completely filled.</p> <p>4. If inquiring by Item Number, enter a '1' to sequence by Priority Code. If left blank, sequence will be by Promised Ship Date.</p> <p>5. Enter a '1' to display kit component lines. If left blank, each kit component will be treated as a separate line.</p> <p>6. Enter a '1' to add back in the Quantity on Backorder in Quantity Available calculations. If left blank, the Quantity on Backorder will not be added in.</p> <p>7. Enter a '1' to display Customer Information. If left blank, Item Information will display.</p> <p>8. Enter a '1' to display orders on hold. If left blank, orders on hold will not display.</p>	<p>When an order backorders, the quantity is logged as both a soft commitment and a backordered quantity in the Item Balance file (F41021). If you have set up your system to subtract soft committed quantities from on-hand quantities to determine availability, you'll want to set this option to 1; otherwise, the system may not release backorders for which there is enough quantity available to release.</p> <p>For example, if the on hand quantity for an item is 10 and the backordered/soft committed quantity is 10, then availability equals zero. You'll want the program to add the backordered quantity of 10 to availability so the system recognizes there's enough quantity available to release the order.</p> <p>You can view quantity and commitment balances for an item in Detailed Availability (P41023).</p>
<p>RELEASING OPTIONS:</p> <p>9. Enter a '1' to only soft commit Released Backorders. If left blank, Released Backorders will be hard committed.</p> <p>10. Enter a '1' to allow Backorders to be released when Quantity to Ship is greater than Quantity on Backorder.</p>	<p>If you leave this option blank, the P42117 calls the P42997 to hard commit released order quantities.</p>

Processing Option	Processing Options Requiring Further Description
<p>11. Enter a '1' to allow Backorders to be released when Quantity on Hand is zero. If left blank, Backorders will not release when Quantity on Hand is zero.</p> <p>12. Enter a '1' to update Released Backorders with the most current cost of the item. If left blank the original cost of the item on the Sales Order will be used.</p>	
<p>CREDIT PROCESSING:</p> <p>13. Enter a code for credit checking. If left blank, no credit checking will be done.</p>	
<p>ORDER HOLD PROCESSING:</p> <p>14. Enter the partial order hold code that will be released when an order is completely filled.</p>	
<p>AUTOMATIC PROCESSING:</p> <p>15. Enter a '1' to print pickslips or a '2' to print invoices through the subsystem.</p>	
<p>VERSION OPTIONS: Enter the version for each program. If left blank, ZJDE0001 will be used.</p> <p>16. Sales Order Entry (P4211)</p> <p>17. Customer Service Inquiry (P42045)</p> <p>18. Item Availability (P41202)</p>	
<p>WAREHOUSE PROCESSING:</p> <p>19. Enter the request processing mode: '' - No pick requests '1' - Generate requests only '2' - Generate requests and process using the subsystem</p> <p>20. If processing pick requests using the subsystem, enter the DREAM Writer version to use. If blank, XJDE0002 is used. (See Form ID P46171.)</p>	

Processing Option	Processing Options Requiring Further Description
21. Enter an override next status for sales order lines for which requests have been generated.	
<p>LOT PROCESSING:</p> <p>22. Enter '1' to include immature lots (those not yet in effect) in the calculation of availability.</p> <p>If left blank, an immature lot will not be counted as available.</p>	

Release Backorders - Batch (P42118)

Processing Option	Processing Options Requiring Further Description
<p>STATUS CODES:</p> <p>1. Override Next Status (Optional)</p>	
<p>SELECTION PROCESSING:</p> <p>2. Enter a '1' to process orders on hold.</p> <p>If left blank, orders on hold will not be processed.</p> <p>QUANTITY CALCULATIONS:</p> <p>3. Enter a '1' to add back in the Quantity on Backorder in Quantity Available calculations.</p> <p>If left blank, the Quantity on Backorder will not be added in.</p>	<p>When an order backorders, the quantity is logged as both a soft commitment and a backordered quantity in the Item Balance file (F41021). If you have set up your system to subtract soft committed quantities from on-hand quantities to determine availability, you'll want to set this option to 1; otherwise, the system may not release backorders for which there is enough quantity available to release.</p> <p>For example, if the on hand quantity for an item is 10 and the backordered/soft committed quantity is 10, then availability equals zero. You'll want the program to add the backordered quantity of 10 to availability so the system recognizes there's enough quantity available to release the order.</p> <p>You can view quantity and commitment balances for an item in Detailed Availability (P41023).</p>
<p>CREDIT PROCESSING:</p>	

Processing Option	Processing Options Requiring Further Description
<p>4. Enter a code for credit checking. If left blank, no credit checking will be done.</p>	
<p>RELEASING OPTIONS:</p> <p>5. Enter a '1' to only soft commit Released Backorders. If left blank, Released Backorders will be hard committed.</p> <p>6. Enter a '1' to release Backorders when Quantity on Hand is zero, assuming adequate availability. If left blank, no Backorders will be released when Quantity on Hand is zero.</p> <p>7. Enter a '1' to update Released Backorders with the most current item cost. If left blank the original Sales Order cost will be used.</p>	<p>If you leave this option blank, the P42118 calls the P42997 to hard commit released order quantities.</p>
<p>UPDATE FILES:</p>	
<p>8. Enter a '1' to update files. If left blank, no files will be updated.</p>	
<p>ORDER HOLD PROCESSING:</p> <p>9. Enter the partial order hold code that will be released when an order is completely filled.</p>	
<p>WAREHOUSE PROCESSING:</p> <p>10. Enter a '1' to generate pick requests.</p> <p>11. Enter an override next status for sales order lines for which requests have been generated.</p>	
<p>LOT PROCESSING:</p> <p>12. Enter '1' to include immature lots (those not yet in effect) in the calculation of availability. If left blank, an immature lot will not be counted as available.</p>	

Order Release (P420111)

Processing Option	Processing Options Requiring Further Description
<p>DEFAULT VALUES:</p> <ol style="list-style-type: none"> 1. Document Type to select (Required) 2. Outgoing Document Type (Required) 3. Override Next Status (Optional) 4. Line Number Increment (Optional) 	
<p>ORDER HOLD CODES:</p> <ol style="list-style-type: none"> 5. Sales Order Credit Limit Checking 6. Sales Order Margin Checking 7. Sales Order Line Margin Checking 	
<p>DREAM WRITER VERSIONS:</p> <p>Enter the version for each program: If left blank, ZJDE0001 will be used.</p> <ol style="list-style-type: none"> 8. Sales Order Entry (P4211) 	<p>Use this option to specify the version of Sales Order Entry that displays when you press F6 on the Order Release screen.</p> <p>The version of P4211 you specify in this option does not apply to the creation of new orders. In other words, the release program (P420111) does not call P4211 to create new orders.</p> <p>The release program does not provide all the functionality accessible in the processing options behind Order Entry.</p>
<ol style="list-style-type: none"> 9. Customer Service Inquiry (P42045) 	
<p>WAREHOUSE PROCESSING:</p> <ol style="list-style-type: none"> 10. Enter the request processing mode: <ul style="list-style-type: none"> ' ' = No pick requests '1' = Generate pick requests only '2' = Generate pick requests and process using the subsystem 11. If processing pick requests using the subsystem, enter the DREAM Writer version to use. If blank, XJDE0002 is used. (See Form ID P46171.) 	

Processing Option	Processing Options Requiring Further Description
12. Enter an override next status for sales order lines for which requests have been generated.	
KIT PROCESSING: 13. Enter '1' to display kit component lines. If left blank kit component lines will be suppressed and released with the parent item.	
LOT PROCESSING: 14. Enter '1' to include immature lots (those not yet in effect) in the calculation of availability. If left blank, an immature lot will not be counted as available.	

Direct Ship Order Entry (P4243)

Processing Option	Processing Options Requiring Further Description
DEFAULT VALUES: Common: 1. Line Type (Required) 2. Unit of Measure (Optional) Sales Order: 3. Document Type (Required) 4. Beginning Status (Optional) 5. Override Next Status (Optional) Purchase Order: 6. Document Type (Required) 7. Beginning Status (Optional) 8. Override Next Status (Optional)	<p>This program is designed to accommodate inventory items using a line type with an inventory interface of D. (Usually a D line type.)</p> <p>The most common document type for direct ship orders is SD, but you can define your own document types, as necessary.</p> <p>The most common document type for direct ship orders is OD, but you can define your own document types, as necessary.</p>

Processing Option	Processing Options Requiring Further Description
<p>ORDER HOLD CODES:</p> <ul style="list-style-type: none"> 9. Sales Order Credit Checking 10. Sales Order Margin Checking 11. Sales Order Line Margin Checking 12. Sales Order Minimum Order Value 13. Purchase Order Minimum Order Value 	
<p>DREAM WRITER VERSIONS:</p> <p>Enter the version for each program: If left blank, ZJDE0001 will be used.</p> <ul style="list-style-type: none"> 14 Supplier Master (P01054) 15. Purchase Order Entry (P4311) 16. Sales Order Entry (P4211) 17. Preference Profile (P40400) 18. Customer Master (P01053) 	
<p>PROMPTING CONTROL:</p> <ul style="list-style-type: none"> 19. Enter a '1' to display the Item Search Window with multiple return capability. If left blank the single item return window will display. 20. Enter a '1' to be prompted to accept the order. 21. Enter a '1' to allow the addition of a Customer/Supplier Master record, if not setup. 22. Enter a '1' to display the ECS screen format. If left blank, the regular format will display. 	<p>This option determines the search window that displays when you press F1 on the Item Number field. If you leave the option blank, P40ITM1 displays. If you select 1, P40ITM2 displays.</p> <p>Set this to 1 to have the Customer Master video (P01053) or Supplier Master video (P01054) automatically appear when you enter a sold-to, ship-to, or vendor address number for which master information does not currently exist. If you leave this option blank, you can add orders without master information; however, the system will error on the SD order at Sales Update (P42800) and the OD order at Voucher Match (P4314), and require that you enter the master information at that time.</p>
<p>FIELD DISPLAY CONTROL:</p> <ul style="list-style-type: none"> 23. Enter a '1' to protect the cost or a '2' to make it not display. 	

Processing Option	Processing Options Requiring Further Description
<p>24. Enter a '1' to protect the price or a '2' to make it not display.</p> <p>25. Enter a '1' to protect all fields which can affect the price.</p> <p>26. Enter a '1' to protect the status codes.</p> <p>27. Enter a '1' to NOT display cancelled lines.</p> <p>28. Enter a '1' to default both the header branch and the detail branch from the Address Book.</p> <p>Enter a '2' to default the header branch from the Address Book and the detail branch from the user default location.</p> <p>If left blank, both the header branch and the detail branch will default from the user default location.</p>	<p>Set this option to 1 to have the header and detail branches on both the ST and OT default from the Responsible Business Unit attached to the sold-to address number in Address Book Revisions (P01051). Set the option to 2 to have just the header branch default from the sold-to address.</p>
<p>APPROVAL PROCESSING:</p> <p>29. Enter where the approval route code should be defaulted from, OR enter a specific route code value. If left blank, no approval processing will be performed.</p> <p>1 = Originators Address Book Number</p> <p>2 = Originators User Profile</p> <p>3 = Branch/Plant Route Code</p> <p>4 = Default Locations Route Code</p> <p>30. Enter the Awaiting Approval status.</p> <p>31. Enter the Approved status.</p>	
<p>LINE NUMBER INCREMENT:</p> <p>32. Enter the line number increment desired. If left blank the increment will be '1'.</p>	
<p>BLANKET/QUOTE PROCESSING:</p> <p>33. Enter a '1' for automatic access to the blanket/quote release processing, by sold-to address.</p> <p>Enter a '2' for automatic access to the blanket/quote release processing, by ship-to address.</p> <p>If left blank, automatic access to blanket processing is not done.</p>	
<p>PREFERENCE PROFILE PROCESSING:</p>	

Processing Option	Processing Options Requiring Further Description
<p>34. Enter a '1' to use preference profile defaults. If left blank, no preference profile information will be defaulted.</p>	<p>If you set this option to 1, you must also enter a corresponding version of the Preference Profile program (P40400) in processing option 17.</p>
<p>CURRENCY PROCESSING:</p> <p>35. Enter the tolerance limit percentage which will be used to determine if a warning message will be issued for radical currency rate changes. A 15.0 indicates 15% plus or minus based on order exchange rate.</p>	
<p>CROSS REFERENCE INFORMATION:</p> <p>36. Enter the cross reference code for retrieving item replacements for obsolete items.</p>	

Transfer Order Entry (P4242)

Processing Option	Processing Options Requiring Further Description
<p>DEFAULT VALUES:</p> <p>Common:</p> <ol style="list-style-type: none"> Line Type (Required) Unit of Measure (Optional) <p>Sales Order:</p> <ol style="list-style-type: none"> Document Type (Required) Beginning Status (Optional) Override Next Status (Optional) <p>Purchase Order:</p> <ol style="list-style-type: none"> Document Type (Required) Beginning Status (Optional) Override Next Status (Optional) 	<p>The most common document type for transfer orders is ST, but you can define your own document types, as necessary.</p> <p>The most common document type for transfer orders is OT, but you can define your own document types, as necessary.</p>
<p>ORDER HOLD CODES:</p>	

Processing Option	Processing Options Requiring Further Description
9. Sales Order Credit Checking 10. Sales Order Margin Checking 11. Sales Order Line Margin Checking 12. Sales Order Minimum Order Value 13. Sales Order Maximum Order Value 14. Sales Partial Order Hold 15. Purchase Order Minimum Order Value	
INVENTORY PROCESSING: 16. Enter a '1' to hard commit inventory. If left blank, the inventory commitment will not change.	If you set this option to 1, the system calls the Inventory Commitment program (P42997) for stock items to determine the physical location from which to relieve inventory.
PROMPTING CONTROL: 17. Enter a '1' to display the Item Search Window w/ multiple return capability. If left blank the single item return window will display. 18. Enter a '1' to allow the addition of a Customer/Supplier Master record, if not set up. 19. Enter a '1' to be prompted to accept the order. 20. Enter a '1' to check availability. If left blank, no availability check will be done.	This option determines the search window that displays when you press F1 on the Item Number field. If you leave the option blank, P40ITM1 displays. If you select 1, P40ITM2 displays. Set this to 1 to have the Customer Master video (P01053) or Supplier Master video (P01054) automatically appear when you enter a from or to branch with corresponding address numbers for which master information does not currently exist. If you leave this option blank, you can add orders without master information; however, the system will error on the ST order at Sales Update (P42800) and the OT order at Voucher Match (P4314), and require that you enter master information at that time.

Processing Option	Processing Options Requiring Further Description
<p>21. Enter '1' to turn off all tax calculations for BOTH Sales and Purchase Order regardless of the setups in Line Type (F40205) and Item Locations (F4102). If left blank, tax processing will be conducted based on setups in the F40205 and F4102.</p> <p>22. Enter '1' to display the ECS screen format. If left blank, the regular screen format will display.</p>	<p>If you set this option to 1, the Taxable Y/N field will be set to no for all lines generated on the sales order (ST) and purchase order (OT). If you leave this option blank, the Taxable Y/N value defaults from Branch Information (P41026) for inventory items or Line Types (P40205) for non-inventory lines.</p> <p>Regardless how you set this option, the tax explanation code and tax rate area will default to the ST and OT based on Customer Master (P01053) and Supplier Master (P01054) information for the corresponding address numbers.</p> <p>You can stop the tax explanation code and tax rate area from defaulting to the OT using UDC table 40/TX, by entering an N in the Description field for the purchase order (P).</p>
<p>LINE NUMBER INCREMENT:</p> <p>23. Enter the line number increment desired. If left blank, the increment will be '1'.</p>	
<p>FIELD DISPLAY CONTROL:</p> <p>24. Enter '1' to suppress cost fields</p> <p>25. Enter '1' to protect the price or '2' to make it non-display.</p> <p>26. Enter '1' to protect all the fields which affect the price.</p> <p>27. Enter '1' to protect the status code fields.</p>	
<p>LINE CONTROL STATUS:</p> <p>28. Enter the next status code beyond which a Sales Order detail line cannot be changed. If left blank, no restrictions will be put on the changing of a line.</p> <p>29. Enter the next status code beyond which a Purchase Order detail line cannot be changed. If left blank, no restrictions will be put on the changing of a line.</p>	<p>If you relieve inventory at Shipment Confirmation (P4205), use this option to prevent users from changing lines that are ship confirmed.</p> <p>Regardless of the next status code you enter in this option, you cannot change a line for which a purchase order receipt has taken place.</p>
<p>PREFERENCE PROFILE PROCESSING:</p>	

Processing Option	Processing Options Requiring Further Description
<p>30. Enter a '1' to use preference profile defaults. If left blank, no preference profile information will be defaulted.</p>	<p>If you set this option to 1, you must also enter a corresponding version of the Preference Profile program (P40400) in processing option 37.</p>
<p>APPROVAL PROCESSING:</p> <p>31. Enter where the approval route code should be defaulted from, OR enter a specific route code value. If left blank, no approval processing will be performed. 1 = Originators Address Book Number 2 = Originators User Profile 3 = Branch/Plant Route Code 4 = Default Locations Route Code</p> <p>32. Enter the Awaiting Approval status.</p> <p>33. Enter the Approved status.</p>	
<p>SALES ORDER PRICING:</p> <p>34. Enter a '1' to use the cost plus any transfer cost markups for the sales order price. Enter a '2' to use the Base Price file (F4106). If left blank, the cost alone will be used to price sales order lines.</p>	
<p>DREAM WRITER VERSIONS: Enter the version for each program: If left blank, ZJDE0001 will be used.</p> <p>35. Purchase Order Entry (P4311)</p> <p>36. Sales Order Entry (P4211)</p> <p>37. Preference Profile (P40400)</p> <p>38. Supplier Master (P01054)</p> <p>39. Customer Master (P01053)</p> <p>40. TM Rate & Route Server PSMR9100</p>	
<p>WAREHOUSE PROCESSING:</p>	

Processing Option	Processing Options Requiring Further Description
<p>41. Enter the request processing mode:</p> <p>' ' = No pick requests</p> <p>'1' = Generate requests only</p> <p>'2' = Generate requests and process using the subsystem</p> <p>42. If processing pick requests using the subsystem, enter the DREAM Writer version to use.</p> <p>If blank, XJDE0002 is used.</p> <p>(See Form ID P46171.)</p> <p>43. Enter an override next status for sales order lines for which requests have been generated.</p>	
<p>CURRENCY PROCESSING:</p> <p>44. Enter the tolerance limit percentage which will be used to determine if a warning message will be issued for radical currency rate changes.</p> <p>A 15.0 indicates 15% plus or minus based on order exchange rate.</p>	
<p>CROSS REFERENCE INFORMATION:</p> <p>45. Enter the cross reference code for retrieving item replacements for obsolete items.</p>	
<p>LOT PROCESSING:</p> <p>46. Enter '1' to issue a warning when an immature lot (one not yet in effect) is entered and to include immature lots in the calculation of availability.</p> <p>If left blank, a hard error will be issued and immature lots will not be counted as available.</p>	
<p>QUALITY MANAGEMENT:</p> <p>47. Enter '1' to copy the associated test results when a product is transferred from on Branch Plant into another.</p> <p>If left blank, the test results will not be copied.</p>	

Bulk Load Confirmation - Manual Invoice (P49510)

Processing Option	Processing Options Requiring Further Description
<p>TRIP STATUS OPTIONS:</p> <p>1. Enter the incoming trip status range to process.</p> <p style="padding-left: 40px;">From (Required)</p> <p style="padding-left: 40px;">To (Required)</p>	
<p>ORDER STATUS OPTIONS:</p> <p>2. Enter the incoming next order status range to process.</p> <p style="padding-left: 40px;">From (Required)</p> <p style="padding-left: 40px;">To (Required)</p> <p>Note: This range is for confirmation by order only.</p>	
<p>SCREEN DEFAULTS:</p> <p>3. Enter screen defaults for the following fields:</p> <p style="padding-left: 40px;">Depot</p> <p style="padding-left: 40px;">Delivery date</p> <p style="padding-left: 40px;">Load date</p> <p style="padding-left: 40px;">Sales order type</p>	
<p>TANK OWNER OPTIONS:</p> <p>4. Enter the owner number to be used as a default for tanks commingled for duty when the duty status indicates that duty is paid.</p>	
<p>5. Enter the owner number to be used as a default for tanks commingled for duty when the duty status indicates that duty is not paid.</p>	

Processing Option	Processing Options Requiring Further Description
<p>LOAD CONFIRMATION OPTIONS:</p> <p>6. Enter the tolerance that is allowed for the load quantity variances. The value entered here is treated as a percentage value of the loaded quantity to calculate the upper and lower limits.</p> <p>Example:</p> <p>Upper limit of 5 and lower of 5 Loaded qty = 1000, hence Upper = 1000 + (5% of 1000) = 1050 Lower = 1000 - (5% of 1000) = 950</p> <p>Enter 1.5% as 1.5.</p> <p>+ Upper Limit</p> <p>- Lower Limit</p>	
<p>7. Enter '1' to load confirm by order. Blank will default to confirmation by trip only.</p> <p>8. Enter '1' to pre-load the selection option for confirmation. Valid only in order confirmation mode.</p> <p>9. Enter '1' to display the Document Selection Window for delivery documents.</p>	
<p>10. Enter '1' to not display the contractor information.</p> <p>11. Enter '1' to not print delivery documents. Blank will automatically print the documents.</p> <p>12. Enter '1' to not check for the number of seals required. Blank will display the Seals Window if seals are required.</p>	

Processing Option	Processing Options Requiring Further Description
<p>DREAM WRITER VERSIONS:</p> <p>Enter the version for each program.</p> <p>If left blank, the system uses ZJDE0001.</p> <p>13. Bulk Delivery Confirmation P49710</p> <p>14. Transportation Trans. Server XT49799</p> <p>15. Vehicle Register Window P49310W</p> <p>16. Document Print Control P49545</p> <p>17. Bulk Disposition (Load and Deliver) P49715</p> <p>18. Download Data Queue Interface P49570</p> <p>19. Additional S/O Info-Aviation/Marine P49510A</p>	
<p>MANUAL INVOICE CONTROL:</p>	
<p>20. Enter one of the following:</p> <p>1 = To allow entry of an invoice number and/or delivery number.</p> <p>2 = To default the invoice number from the order number.</p> <p>3 = To default the delivery number from the order number.</p> <p>4 = To default the invoice number and delivery number from the order number.</p> <p>' ' = Leave blank if there is not a manual invoice or delivery document to enter.</p>	
<p>21. Enter the override manual invoice document type.</p> <p>If left blank, the order's document type will be used.</p>	
<p>AUTOMATED GANTRY:</p> <p>22. If you are using an automated gantry, enter '1'.</p> <p>If blank it means that you are not using an automated gantry.</p>	

Processing Option	Processing Options Requiring Further Description
<p>23. If you are using an automated gantry, leave blank to not download the next trip.</p> <p>A value of '1', '2', or '3' will automatically download the next trip with the following matching criteria of the confirmed trip:</p> <p>1 = Vehicle, load date, and shift must match.</p> <p>2 = Vehicle and load date must match.</p> <p>3 = Vehicle must match and the load date must be equal to or greater than the current date.</p>	
<p>DISPOSITION DEFAULT:</p> <p>24. Enter a Disposition Code to affect any remaining quantity not loaded.</p> <p>This Processing Option is only used for Load Confirmation of Actuals.</p> <p>S = Leave as shippable (Default)</p> <p>B = Backorder</p> <p>C = Cancel</p> <p>K = Cancel the entire line</p>	
<p>AGREEMENT MANAGEMENT CONTROL:</p> <p>25. If the Agreement Management system is being used and the depot from which the load is being confirmed is defined as a foreign depot in the branch/plant constants, a borrow agreement is required and an Agreement Search will be performed.</p> <p>Specify which destination should be used by the search program.</p> <p>Enter the specific branch/plant to be used as the destination.</p> <p>OR</p> <p>Enter '1' to use *ANY or enter '2' to use the user's default branch/plant.</p>	

Processing Option	Processing Options Requiring Further Description
<p>QUALITY MANAGEMENT:</p> <p>26. Enter '1' to test based on vehicle compartment. Enter '2', testing will be for each different customer or item. If left blank, no Quality testing will be done.</p> <p>27. Enter the version of Test Results Revisions (P3711) to call. If left blank, version ZJDE0002 will be used when confirming load by order or ZJDE0003 will be used when confirming load by trip.</p>	
<p>28. Enter '1' to automatically print a Certificate of Analysis following completion of the confirmation.</p> <p>29. Enter the version of the Certificate Analysis Extract (P37900) to call. If left blank, version ZJDE0001 will be used.</p>	

Packaged Load Confirmation (P49530)

Processing Option	Processing Options Requiring Further Description
<p>TRIP STATUS OPTIONS:</p> <p>1. Enter the incoming trip status range to process. From (Required) To (Required)</p>	
<p>ORDER STATUS OPTIONS:</p> <p>2. Enter the incoming next order status range to process. From (Required) To (Required)</p> <p>Note: This range is for confirmation by order only.</p>	

Processing Option	Processing Options Requiring Further Description
<p>SCREEN DEFAULTS:</p> <p>3. Enter screen defaults for the following fields:</p> <ul style="list-style-type: none"> Depot Delivery date Load date Sales order type Disposition code 	
<p>LOAD CONFIRMATION OPTIONS:</p> <p>4. Enter '1' to load confirm by order. A blank will default to confirmation by trip only.</p>	
<p>5. Enter '1' to pre-load the selection option for confirmation. Valid only in order confirmation mode.</p> <p>6. Enter '1' to receive an error if the item location is on hold. Blank will only issue a warning.</p> <p>7. Enter '1' to display the Document. Control window for delivery documents Valid only if option 9 is blank.</p> <p>8. Enter '1' to not display the contractor information.</p>	
<p>9. Enter '1' to not print delivery documents. Blank will automatically print the documents.</p>	
<p>CALLED PROGRAMS VERSION CONTROL :</p> <p> In the following options, if a version is not entered for a program, the default is: ZJDE0001 </p>	
<p>10. Enter the version of the Transportation Transaction Server to call. XT49799</p> <p>11. Enter the version of the Vehicle Register window to call. P49301W</p>	

Processing Option	Processing Options Requiring Further Description
<p>DREAM WRITER VERSIONS:</p> <p>12. Enter the version of the Document Control program to call for delivery documents. P49545</p> <p>13. Enter the version of the additional information program to call for S/Os for Aviation/Marine. P49510A</p>	
<p>MANUAL INVOICE CONTROL:</p>	
<p>14. Enter one of the following:</p> <p>1 = Allow entry of an invoice number and/or delivery number.</p> <p>2 = Default the invoice number from the order number.</p> <p>3 = Default the delivery number from the order number.</p> <p>4 = Default the invoice number and the delivery number from the order number.</p> <p>' ' = Leave blank if there is not a manual invoice or delivery document to enter.</p>	
<p>15. Enter the override manual invoice document type.</p> <p>If left blank, the document type will default to the order's document type.</p>	
<p>AGREEMENT MANAGEMENT CONTROL:</p> <p>16. If the Agreement Management system is being used and the depot from which the load is being confirmed is defined as a foreign depot in the branch/plant constants, a borrow agreement is required and an Agreement Search will be performed.</p> <p>Specify which destination should be used by the search program.</p> <p>Enter the specific branch/plant to be used as the destination.</p> <p>OR</p> <p>Enter '1' to use *ANY or enter '2' to use the user's default branch/plant.</p>	

Processing Option	Processing Options Requiring Further Description
<p>QUALITY MANAGEMENT:</p> <p>17. Enter '1' for Quality testing. If left blank, no Quality testing will be done.</p> <p>18. Enter the version of Test Results Revisions (P3711) to call. If left blank, version ZJDE0002 will be used when confirming load by order or ZJDE0003 will be used when confirming load by trip.</p>	
<p>19. Enter '1' to automatically print a Certificate of Analysis following completion of the confirmation.</p> <p>20. Enter the version of the Certificate of Analysis Extract (P37900) to call. If left blank, version ZJDE0001 will be used.</p>	
<p>PROMPTING CONTROL:</p> <p>21. Enter '1' to check availability and receive a warning if lack of availability. If left blank, no warning will be given.</p> <p>22. Enter '1' to allow the item to be confirmed regardless of the On Hand Quantity. If left blank, the location which currently has zero or negative On Hand Quantity, or if the result of the shipment will produce negative On Hand Quantity will be prevented.</p> <p>23. Enter '1' to allow the shipping of a quantity that is greater than the quantity on the sales order. If left blank, you must change the sales order and trip before shipping.</p> <p>24. Enter '1' to allow load confirmation of zero quantity. The sales order line will be closed and a new line will be written according to the disposition code (order-based only).</p> <p>25. Enter '1' to use 15 character lot, leave blank to default to 12 chars. (This is used when calling the Multiple Location Window.)</p>	

Sales Order Speed Release (P76A42040)

Processing Option	Processing Options Requiring Further Description
<p>Enter the default Status Codes to be selected for processing:</p> <ul style="list-style-type: none"> - Status Code (Last) - Status Code (Next) <p>Enter the "Next Status" value to be used for update.</p> <p>Enter a '1' to protect the Update to Next Status field.</p> <p>Enter the Order Type you wish to see. (Default of blanks will display all Order Types.)</p> <p>Enter the version of Sales Order Entry you wish to execute from the selection exit. If left blank, version 'ZJDE0001' will be called.</p> <p>Enter a '1' to preload the update option.</p> <p>Enter the request processing mode: If processing pick requests using the</p> <p style="padding-left: 40px;">Enter an override next status for LOCAL PROCESSING OPTIONS:</p> <p>80. Enter '1' to see all lines including lines with number. Default of blanks will display only lines without number.</p> <p>81. Enter '1' to prevent updating the Next Status Code from the Order Activity Rules. If left blank, the Next Status Code will be updated</p>	

Cycle Billing - Final (P49700)

Processing Option	Processing Options Requiring Further Description
<p>DEFAULT VALUES:</p> <ol style="list-style-type: none"> 1. Enter the value of the override next status to be used for an order that is already invoiced. (Required) 	

Processing Option	Processing Options Requiring Further Description
<p>2. Enter the value of the override next status for processing orders.</p> <p>If nothing is entered, the value of the next status from the Order Status Flow will be used.</p> <p>3. Enter the value of the version of Sales Order Update to retrieve processing options from.</p> <p>4. Enter a '1' to run the program in final mode.</p> <p>A blank will indicate proof mode.</p> <p>5. Enter the value of the default invoice cycle to be used for those lines for which a preference is not found.</p>	

Periodic Invoice (P49870)

Processing Option	Processing Options Requiring Further Description
<p>PERIODIC INVOICE SUBMIT PROCESSING OPT.:</p> <p>1. Enter the date to be used as the invoice date. This date is also used to retrieve document next number information.</p> <p>Leave blank if using processing option no. 2 below.</p> <p>OR</p> <p>2. Select the date or date hierarchy to determine the invoice date.</p> <p>Leave blank if date entered on processing option no. 1.</p> <p>'1' = System Date '2' = Promised Delivery Date '3' = Actual Delivery Confirmation Date Promised Delivery Date '4' = Trip Load Date Order Load Date '5' = Actual Load Confirmation Date Trip Load Date Order Load Date</p> <p>3. Enter the document code to be used for periodic invoice.</p>	

Processing Option	Processing Options Requiring Further Description
<p>4. Enter the desired Print Control MCU (Cost Center).</p> <p>5. Enter the Output Queue number for periodic invoice.</p> <p>6. Enter a '1' to run this job interactively. If a blank is entered, the job will be submitted to batch.</p> <p>7. Enter the DREAM Writer version of the batch creation program to run (X49580A).</p>	

Daily/Periodic Invoice (P49880)

Processing Option	Processing Options Requiring Further Description
<p>STATUS CODES:</p> <p>1. Enter the range of status codes to be selected for processing. Next Status Code From (Required) Next Status Code To (Required)</p> <p>2. Override Next Status (Optional)</p> <p>3. Enter a '1' to prevent updating the Next Status Code from the Order Activity Rules. If left blank, the Next Status Code will be updated.</p>	
<p>TAX INFORMATION:</p> <p>4. Enter a '1' to print by Tax Group. Enter a '2' to print by Tax Area. Enter a '3' to print by Tax Authority. If left blank, no tax information will print.</p>	
<p>REPORT DISPLAY:</p> <p>5. Enter a '1' to prevent A/R number from being assigned (used when creating a consolidated proof).</p> <p>6. Enter the global print message to print on each invoice.</p>	

Processing Option	Processing Options Requiring Further Description
<p>7. Enter a '1' to print sales order associated text. If left blank, no associated text will print.</p>	
<p>LINE DISPLAY:</p> <p>8. Enter a '1' to print kit component lines. If left blank, no kit component lines will print.</p> <p>9. Enter '1' to print lot number. Blank will not print lot number.</p>	
<p>ITEM NUMBER DISPLAY:</p> <p>10. Enter a '1' to print only our item number. Enter a '2' to print both our item number and the customer item number. If left blank, only our item number will print.</p> <p>11. If you wish to print the customer item number, enter the type of cross reference to retrieve.</p> <p>12. Enter a '1' to summarize by item. Enter a '2' to summarize items within each whole line number (Kit Grouping).</p>	
<p>CURRENCY PROCESSING:</p> <p>13. Enter a '1' to print amounts in foreign currency. If left blank, only domestic currency amounts will print.</p>	
<p>INVOICE PRINTING OPTIONS:</p> <p>14. Enter the program name that translates total amounts from numbers to words. (See User Defined Codes, system code 98, type "CT" for program numbers.)</p>	
<p>PRICE ADJUSTMENT OPTION:</p> <p>15. Enter '1' to print unit price and type 1 adjustments separately. Leave blank to not break out type 1 adjustments from the net price.</p>	
<p>QUALITY RESULTS/SEAL NUMBER LINES:</p>	

Processing Option	Processing Options Requiring Further Description
<p>16. Enter a '1' if the Quality Management Test Results should be printed. Otherwise default is ''.</p> <p>17. Enter a '1' if the Vehicle Seal information should be printed. Otherwise, the default is ''.</p>	
<p>AVIATION/MARINE:</p> <p>18. Enter '1' to print meter readings. If left blank, no meter readings will print.</p>	
<p>VERSIONS OF PROGRAMS:</p> <p>19. Enter the version of the preference processor (P40400) to be called to retrieve the document distribution preference. If left blank, version ZJDE0001 will be used.</p>	
<p>PROCESSING CONTROL EDIT:</p> <p>20. Specify one of the following: Enter '1' to perform Processing Control Edit to determine which customers to process. Enter '2' to perform Processing Control Edit to determine which customers to process, but default to EDI, PRINT, and FAX setup listed below if not found. If left blank, Processing Control Edit will not be performed to determine which customers to process. EDI, PRINT, and FAX options listed below will be used.</p>	
<p>PROCESING CONTROL & EDI PROCESSING:</p>	

Processing Option	Processing Options Requiring Further Description
<p>21. Select the type of transaction being processed by this program.</p> <p>This option is used by document control processing.</p> <p>An entry of '1' = P49880-1 from UDC table 00/DP. This option is also used by EDI processing to determine which EDI files to update. This option is MANDATORY for EDI or Processing Control Editing.</p> <p>1 = Invoice 2 = Order Acknowledgment 3 = Response to Quote 4 = Change Order Acknowledgment</p>	
<p>EDI PROCESSING:</p> <p>22. Enter the following EDI defaults:</p> <p>EDI Document Type (EDCT) EDI Transaction Set (EDST) EDI Translation Format (EDFT) Trading Partner ID (PNID) Transaction Set Purpose (TPUR) Acknowledgment Type Code (ACKT) Lines Status Code (LSTS) Change Code (CHGC)</p> <p>23. Enter '1' to create outbound EDI Unutilized Information records.</p> <p>If left blank, Unutilized Information records will not be created.</p>	
<p>24. Enter '1' to extract advanced pricing history information from F4074. (Valid for Invoices, Order Acknowledgments, and Change Order Acknowledgments.)</p> <p>If left blank, pricing history will not be extracted.</p>	
<p>DOCUMENT PROCESSING CONTROL "DEFAULTS":</p>	
<p>EDI PROCESSING:</p> <p>25. Enter '1' to generate EDI data.</p> <p>If left blank, EDI data will not be generated.</p>	
<p>PRINT PROCESSING:</p>	

Processing Option	Processing Options Requiring Further Description
26. Enter '1' to print the document. If left blank, the document will not be printed.	
FAX DOCUMENT PROCESSING: 27. Enter '1' to fax the document. If left blank, the document will not be faxed.	
DOCUMENT PROCESSING "DEFAULTS": 28. Enter the Fax Output Queue. If left blank, the fax will be written to the same output queue as printed documents.	

Sales Update (P42800)

Processing Option	Processing Options Requiring Further Description
<p>DEFAULT VALUES:</p> <ol style="list-style-type: none"> 1. Enter the specific date to be used as the A/R Invoice date OR 2. Select the date to be used as the A/R Invoice date: '1' = Date of the Sales Invoice '2' = Actual Shipment date '3' = Sales Update execution date If both options 1 and 2 are blank, the Sales Invoice date will be used. If both options 1 and 2 are not blank, the date in option 1 will be used. 3. Enter the specific date to be used as the General Ledger date OR 	<p>If you enter 1 in this option, all sales orders selected by the program must have a pre-assigned invoice date. If you enter 2 in this option all sales orders selected by the program must have an actual shipment date.</p> <p>You can view the dates applicable to an order in Customer Service Inquiry (P42045) by inquiring on the order, taking an option 5 to view the detail, and selecting F8 to view the dates.</p>

Processing Option	Processing Options Requiring Further Description
<p>4. Select the date to be used as the General Ledger date:</p> <p>'1' = Date of the Sales Invoice</p> <p>'2' = Actual Shipment date</p> <p>'3' = Sales Update execution date</p> <p>If both options 3 and 4 are blank, the sales update execution date will be used.</p> <p>If both options 3 and 4 are not blank, the date in option 3 will be used.</p> <p>5. Specify the G/L Account Cost Center (CC) if the AAI CC is blank.</p> <p>If left blank, the default is '3'.</p> <p>'1' = Use the Subsequent CC. If it is also blank, use the CC from the order detail.</p> <p>'2' = Sold to address number</p> <p>'3' = Use the Subsequent CC. If it is also blank, use the CC from the order header for sales entries and the CC in the detail for inventory entries.</p> <p>6. Enter the override next status code for lines processed.</p> <p>If left blank, will use status code '999' to close out the line.</p> <p>7. Enter the 3 character code to be used to update the billing remarks in the G/L file (F0911).</p>	<p>If you enter 1 in this option, all sales orders selected by the program must have a pre-assigned invoice date. If you enter 2 in this option all sales orders selected by the program must have an actual shipment date.</p> <p>You can view the dates applicable to an order in Customer Service Inquiry (P42045) by inquiring on the order, taking an option 5 to view the detail, and selecting F8 to view the dates.</p> <p>The 'Subsequent Cost Center' refers to the Project Number attached to the cost center/branch in Revise Single Business Units (P0006).</p>
<p>PRINT SALES JOURNAL:</p> <p>8. Enter '1' to print a Sales Journal.</p> <p>9. Enter the version of Sales Journal (P42810) to print.</p> <p>If left blank, version ZJDE0001 will be used.</p>	
<p>SUMMARIZATION:</p> <p>10. Enter '1' to summarize your A/R entries within the Invoice Number.</p> <p>If left blank, A/R entries will be written in detail.</p>	<p>Enter 1 to have the program summarize lines on a sales order into a single pay item on the invoice. The program will only summarize lines with identical tax and payment term information.</p> <p>If you include tax on sales orders, the value you enter in this processing option should correspond with the method by which you tax orders, that is, at the line level (detail) or the order total level (summary). You specify this method in Tax Rules by Company (P0022).</p>

Processing Option	Processing Options Requiring Further Description
<p>11. Enter '1' to summarize your G/L entries within the Invoice Number. If left blank, G/L entries will be written in detail.</p> <p>12. Enter '1' to summarize your Cost of Goods and Inventory G/L entries to a separate batch. These entries will be summarized at the batch level. This option is not allowed in currency mode.</p>	<p>Enter 1 in this option to have the program summarize journal entries by account number, subledger and subledger type.</p> <p>If you choose to summarize Inventory and COGs into a separate batch, the program creates a batch type 'G' for these entries.</p>
<p>UPDATE OPTIONS:</p> <p>13. Enter '1' to run this program in final mode. If left blank, this program will produce only the reports and will perform no file or status update.</p> <p>14. Enter '1' to bypass updating any or all of the following systems: . Accounts Receivables (F0311) . Inventory (F41021/F4115) . Commissions (F42005) . Sales History Summary (F4229) . Sales Rebate History (F4079) . Accounts Payable (F0411)</p> <p>15. Enter '1' to purge all associated text lines in the Text Detail File (F4314). These are text lines entered through a selection exit from Sales Order Entry.</p> <p>16. Enter '1' to leave completed records in the F4211 file. If left blank, the F4211 record will be purged to the Sales History file (F42119).</p> <p>17. Enter '1' to leave Sales Header records in the F4201 file. If left blank, AND all associated detail records have been purged, the F4201 records will be purged to the Sales Header History file (F42019).</p> <p>NOTE: If you have specified to update the order number to the Subledger field in the G/L, this option must be set to '1'.</p>	<p>If you choose to bypass Accounts Receivable, the program still assigns an invoice number to each sales order, but it doesn't create an invoice record in the A/R system. Instead of writing a journal entry to the A/R trade account at the post (P09800), this program will pull the revenue offset account from AAI 4245.</p> <p>If you choose to bypass A/R the system will not write tax records to the Tax file (F0018). Also, instead of an I batch, the system creates a G batch.</p> <p>The option to bypass Accounts Payable only applies to interbranch orders, and your selection in processing option 26.</p>

Processing Option	Processing Options Requiring Further Description
<p>18. Enter '1' to purge all pricing history records (F4074). If left blank, pricing history will remain in file.</p> <p>19. Select the type of information to be updated to the Subledger field in the journal entries (F0911): '1' = Order Number '2' = Salesman Number '3' = Sold To Address Number '4' = Ship To Address Number '5' = Item Number (Short)</p>	
<p>INVOICE NUMBER UPDATE:</p> <p>20. Enter an index number (1-10) used to assign the A/R Next Number. If left blank, index 01 will be used as the default.</p> <p>21. Enter the document type to be used for the invoice. If left blank, 'RI' will be used. NOTE: You will have to use the above options if you have not already assigned the A/R number at the time of invoice print.</p>	<p>If you use Sales Update to assign invoice numbers to sales orders, enter the next number bucket from which the program is to retrieve a beginning invoice number. You set up next numbers for invoices in the Next Numbers screen (P0002) under system code 03 (Accounts Receivable).</p>
<p>SALES COST UPDATE:</p> <p>22. Enter '1' to update the item cost with the current inventory cost by running the Sales Cost Update (P42950) prior to sales update.</p> <p>23. Enter the version of Sales Cost Update to run. If left blank, will use version ZJDE0002.</p>	<p>The P42950 serves three purposes depending on the version you run. It will update sales order costs, prices, or exchanges rates (and the corresponding amounts). You set this option to 1 to have the P42950 make updates to sales orders before they run through Sales Update. You specify the version of P42950 you want to run in processing option 23. The P42950 will not change costs on sales order lines for which items have been relieved from inventory (via Ship Confirm). When inventory is relieved, the system writes a Cardex record (F4111) containing the cost; therefore, changing the costs afterwards could cause integrity problems.</p> <p>Version ZJDE0002 is preset to update sales order costs.</p>
<p>SALES FLEX ACCOUNTING:</p>	

Processing Option	Processing Options Requiring Further Description
<p>24. Enter '1' to use sales flex accounting. If left blank, sales flex accounting will not be used.</p>	<p>Sales flex accounting allows you to define the business unit, subsidiary or subledger portion of an account number based on category codes and other variables that pertain to an item or address number on a sales order. You work with flexible sales accounting in P40296.</p>
<p>INTER-BRANCH SALES:</p> <p>25. Enter the Order Type used to record inter-branch sales. To specify more than one, type them one after the other along this field.</p> <p>26. Enter a '1' to create A/R (F0311) and A/P (F0411) batches. If left blank, an interbranch JE (F0911) batch will be created.</p>	
<p>DREAM WRITER VERSIONS: Enter the version for each program. If left blank, ZJDE0001 will be used.</p> <p>27. A/R Functional Server (XT0311Z1)</p> <p>28. G/L Functional Server (XT0911Z1)</p> <p>29. A/P Functional Server (XT0411Z1)</p>	<p>The A/R server you specify here will have some affect on the invoices created by Sales Update. See processing options for XT0311Z1 for more details.</p> <p>The G/L server you specify here will have some affect on the journal entries created by Sales Update. See processing options for XT0911Z1 for more details.</p>
<p>BULK PRODUCT OPTIONS:</p> <p>30. Enter a '1' if the quantity shipped is at standard for sales lines without bulk quantities. Leave blank if the quantity shipped is at ambient.</p> <p>31. Enter the address book number to be used as the owner for duty paid when the tank is commingled for duty and the owner has not been specified.</p> <p>32. Enter the address book number to be used as the owner for duty free when the tank is commingled for duty and the owner has not been specified.</p>	

Processing Option	Processing Options Requiring Further Description
<p>33. Enter a '1' to record temperature gain/loss based on cost. Enter a '2' to record temperature gain/loss based on revenue. Leave blank if no temperature gain/loss is to be recorded.</p> <p>34. Enter a '1' to update quantities to the following files at ambient if the order was priced at ambient. Leave blank to update all quantities at standard. If this processing option is used, item quantities may not balance to the item ledger since the item ledger is updated at standard. . Sales History Summary (F4229) . Item History (F4115) . G/L Account Ledger (F0911) More</p>	
<p>AGREEMENT MANAGEMENT CONTROL:</p> <p>35. If the agreement management system is in use and the depot from which product will be relieved is a foreign depot, an agreement search will be performed to find a valid borrow agreement. Specify which destination should be used by the search program. Enter the specific branch/plant to be used as the destination. OR Enter '1' to use *ANY or enter '2' to use the user's default br/plt.</p>	
<p>INTERNAL SALES OPTION:</p> <p>36. Enter a '1' to use the Account number from the sales detail as the Revenue account or leave blank to use the account number as the Cost of Goods Sold account number.</p>	

Print Sales Journal (P42810)

Processing Option	Processing Options Requiring Further Description
<p>RECORD SELECTIONS:</p>	

Processing Option	Processing Options Requiring Further Description
<p>1. Enter '1' to update the Status Codes of the Sales Order.</p> <p>If left blank the Status Codes of the order will not be changed.</p> <p>2. Enter the override Next Status code for the sales order.</p> <p>If left blank the next available status code from the Order Activity Rule (F40203) will be used. This option will only be in effect if processing option one is set to '1'.</p>	
<p>PRINT OPTION:</p> <p>3. Select the currency printing mode of this report:</p> <p>' ' - Print in Domestic Only</p> <p>'1' - Print in Foreign Only</p> <p>'2' - Print in Both Domestic and Foreign currencies.</p>	

General Ledger Post (P09800)

Processing Option	Processing Options Requiring Further Description
<p>BATCH SELECTION:</p> <p>1. Enter Batch Number or Batch Date or Batch User ID</p>	
<p>PRINT SELECTION:</p> <p>2. Identify how to print amount fields on Post Journal:</p> <p>'1' = to Millions (w/ commas)</p> <p>'2' = to Billions (w/o commas)</p> <p>Blank (Default) = No Journal Printed.</p> <p>3. Identify which account number to print on report:</p> <p>'1' = Account Number</p> <p>'2' = Short Account ID</p> <p>'3' = Unstructured Account</p> <p>'4' = (Default) Number Entered During Input</p>	

Processing Option	Processing Options Requiring Further Description
<p>FIXED ASSETS:</p> <p>4. Enter a '1' to post F/A entries to Fixed Assets.</p> <p>Note: DREAM Writer version ZJDE0001 of Post G/L Entries to Assets (P12800) is executed when this option is selected. All transactions selected from that DREAM Writer will be posted rather than just the current entries being posted to G/L.</p> <p>5. Enter a 'Y' if you wish to explode parent item time down to the assembly component level. Component billing rates will be used. (This applies to batch type 'T' only.)</p>	
<p>CASH BASIS ACCOUNTING:</p> <p>6. Enter a '1' to create and post Cash Basis accounting entries. (Applies to batch type G, K, M, W, & R only.)</p> <p>7. Enter units ledger type for Cash Basis Accounting entries. (Default of blank will use "ZU" ledger type.)</p>	
<p>ACCOUNTING FOR 52 PERIODS:</p> <p>8. Enter a '1' for 52 Period Post.</p> <p>Note: DREAM Writer data selection is used for 52 period posting ONLY. It is NOT used for the standard post to the F0902. Additionally, 52 period date patterns must be set up.</p>	
<p>TAX FILE UPDATE:</p> <p>9. Identify when to update the Tax Work file (F0018):</p> <p>'1' = V.A.T. or Use Tax only '2' = for All Tax Amounts '3' = for All Tax Explanation Codes Blank (Default) = No Update to File</p> <p>Note: When using Vertex Taxes the Vertex Tax Register file will be updated instead of the Tax Work file for methods '1', '2', and '3'.</p>	

Processing Option	Processing Options Requiring Further Description
<p>10. Adjust VAT Account for Cash Receipt Adjustments and Write Offs. Tax explanation must be a 'V'. '1' = update VAT amount only '2' = update VAT amount, extended price and taxable amount</p> <p>11. Adjust VAT Account for Discount Taken. The Tax Rules file must be set to Calculate Tax on Gross Amount, including Discount and Calculate Discount on Gross Amount, including Tax. Tax explanation must be a 'V'. '1' = update VAT amount only '2' = update VAT amount, extended price and taxable amount</p>	
<p>PROPERTY MANAGEMENT:</p> <p>12. Enter DREAM Writer version of Property Management G/L Transaction Creation to be executed. Default is version ZJDE0001. (This applies to batch types '2' and '/'.)</p>	
<p>UPDATE OPTION:</p> <p>13. Enter '1' to update short ID number, company, fiscal year/period number, century, and fiscal quarter in unposted transaction records selected for posting. (May be required for custom input programs.)</p>	
<p>REPORT FORMAT:</p> <p>14. Enter a '1' to print the Posting Journal in a 198 character format. The default of blank will print the format with 132 characters.</p>	
<p>DETAILED CURRENCY RESTATEMENT:</p> <p>15. Enter a '1' to create currency restatement entries. This creates records in the XA, YA, and/or ZA ledgers depending on the version you are running.</p> <p>16. Enter the version of the Detailed Currency Restatement (P11411) to execute. Default of blank will execute ZJDE0001.</p>	
<p>RECONCILIATION FILE PROCESSING:</p>	

Processing Option	Processing Options Requiring Further Description
<p>17. Enter a '1' to update the Cross-Environment Reconciliation file. Blank will not update the reconciliation file.</p> <p>Note: The Cross-Environment Reconciliation file can also be updated through the stand-alone Cross-Environment File Creation program.</p>	
<p>REVERSING JOURNAL ENTRIES:</p> <p>18. When normal number of periods = 12 or 13 and posting a reversing entry into period 12 or 13, enter a '1' to create reversing journal entries to the first period of the following year. This is to avoid posting reversing entries to an adjusting period.</p> <p>Example: Normal number of periods = 12. Period 12 ends 12/30/xx and period 13 ends 12/31/xx. Journal Entry date of 12/30/xx will post reversing entry to period 01 of next year if processing option is set to '1'.</p>	
<p>BATCH TYPE SELECTION:</p> <p>Note: This option should NOT be changed by User.</p>	

General Journal By Batch (P09301)

Processing Option	Processing Options Requiring Further Description
<p>PRINT OPTIONS:</p> <p>1. Select Account number to print:</p> <p>'1' = account number '2' = short account ID '3' = unstructured account '4' = number entered during input.</p> <p>If left blank, the number entered during input will be printed.</p> <p>2. Enter a '1' to print units. If left blank, units will not be printed.</p>	

Processing Option	Processing Options Requiring Further Description
<p>3. Enter a '1' to suppress commas when displaying amount fields. This will allow the printing of additional significant digits in each amount field.</p>	
<p>ALTERNATE CHART OF ACCOUNTS PRINT:</p> <p>4. Select which account category code (1 - 23) to print in place of the account number. Default of blank will print the account number specified in option number 1.</p>	
<p>GENERIC TEXT:</p> <p>5. Enter a '1' to print the generic text for journal entry lines in a 40-character width, a '2' to print text in an 80-character width. If left blank, generic text will not be printed.</p>	

Periodic Processing Options

Customer Price Group Generation (P40932)

Processing Option	Processing Options Requiring Further Description
<p>GROUP CODES:</p> <ol style="list-style-type: none">1. Specify up to five customer group codes to be processed. <p>If no customer group codes are specified, all group codes will be used.</p> <ul style="list-style-type: none">Customer Group Code 1Customer Group Code 2Customer Group Code 3Customer Group Code 4Customer Group Code 5	

Item Price Group Generation (P40931)

Processing Option	Processing Options Requiring Further Description
<p>GROUP CODES:</p> <ol style="list-style-type: none">1. Specify up to five item group codes to be processed. <p>If no item group codes are specified, all group codes will be processed.</p> <ul style="list-style-type: none">Item Group Code 1Item Group Code 2Item Group Code 3Item Group Code 4Item Group Code 5	

Base Price Report (P41830)

Processing Option	Processing Options Requiring Further Description
<p>UPDATE OPTIONS:</p> <p>1. Enter a '1' to perform updates to the Base Price file.</p>	
<p>ADJUSTMENT OPTIONS:</p> <p>If either option 2 or 3 is left blank, no price adjustments will take place.</p> <p>2. Enter the base price adjustment type. 'A' - adjust price by amount '%' - adjust price by percentage '*' - adjust price to an override price</p> <p>3. Enter the amount used to add, multiply, or override the price. For 'A' (amount) adjustment: Enter 10 to increase price by 10 Enter -10 to decrease price by 10 For '%' (percentage) adjustment: Enter 10 to increase price by 10% Enter -10 to decrease price by 10% For '*' (price override) adjustment: Enter 10 to change price to 10</p>	
<p>PRICE ADDITIONS:</p> <p>4. Enter the effective date and the expiration date for the creation of new base price records. If left blank, the selected price records will be changed.</p> <p>Note: The effective date must be less than the expiration date.</p> <p>Effective From Date Effective Thru Date</p>	

Sales Price Level Conversion - Proof (P41816)

Processing Option	Processing Options Requiring Further Description
<p>PROCESS CONTROL:</p> <ol style="list-style-type: none"> 1. Enter the price level to update to. 2. If updating to price level '1', enter the branch to default the price from. If updating from a price level '3', the price will default from the primary location. 3. Enter a '1' to run in final mode and update files. If blank, no file updates will occur. 	
<ol style="list-style-type: none"> 4. Enter a '1' to print only exceptions on the edit report. A blank will print all items. 5. Enter a '1' to delete expired records. If blank, expired records will not be deleted. 	

Order Repricing for Standard Pricing (P421301)

Processing Option	Processing Options Requiring Further Description
<p>RECORD SELECTION:</p> <ol style="list-style-type: none"> 1. Enter the next status code to be selected for processing. Any sales detail records with a different Next Status will be bypassed. If option is left blank, will select all. 	
<p>DEFAULT VALUE:</p> <ol style="list-style-type: none"> 2. Enter the override next status code for the new sales detail records. If left blank, will default to the Order Activity Rule (F40203). 	
<p>UPDATE OPTIONS:</p>	

Processing Option	Processing Options Requiring Further Description
<p>3. Enter a '1' to make this program recognize the preset starting pricing category level associated with the corresponding Customer Pricing Group.</p> <p>If left blank, the default starting level will be the first pricing category level in the Inventory Pricing Rule.</p> <p>Enter a '2' to apply the price rule only if a level has been preset.</p> <p>4. Enter '1' to allow sales order detail records to be repriced repeatedly.</p> <p>If left blank, will only allow each detail line to be repriced once.</p> <p>Note: Please refer to the help instructions for more detail on this processing option.</p>	
<p>PRINT OPTION:</p> <p>5. Enter '1' to print amounts in foreign currency or '2' to print in both foreign and domestic currency.</p> <p>If left blank, will print in domestic currency only.</p>	

Update Sales Cost, Price, or Exchange Rate (P42950)

Processing Option	Processing Options Requiring Further Description
<p>UPDATE OPTIONS:</p> <p>1. Enter '1' to update Sales Order with the most current unit cost.</p> <p>If left blank, will not update cost.</p> <p>2. Enter '1' to update the currency exchange rate. Please note that only the domestic amounts will be re-calculated, the foreign amounts will remain the same.</p> <p>If left blank the currency exchange rate will remain the same.</p> <p>3. Enter '1' to update the inter-company currency exchange rate. Foreign amounts will not be re-calculated.</p> <p>If left blank, will not update the inter-company exchange rate.</p>	

Processing Option	Processing Options Requiring Further Description
<p>UPDATE PRICE OPTIONS:</p> <p>4. Enter '1' to recalculate the unit price of the sales order. If left blank, the unit price will remain the same.</p> <p>5. Enter '1' to recalculate the Transfer Price for inter-branch sales. The pricing method specified when the order was entered will be used.</p> <p>6. Specify the date on which all base price and advanced price adjustment recalculations will be based: ' ' - Transaction/Order Date '1' - Requested Ship Date '2' - Promised Ship Date '3' - Original Promised Date '4' - Actual Ship Date '5' - System Date '6' - Invoice Date '*' - Use System Constants value 'P' - Use Based-on Date Preference</p> <p>NOTE: Processing options 7 thru 9 are supported only by the Advanced Price Adjustment Module (45).</p> <p>7. Enter the Line Type of the new sales detail line item. This line item will contain the difference between the old sales price and the newly recalculated price. If left blank, will update the new price directly to the item. This must be a non-inventory Line Type.</p> <p>8. If you have specified in the last processing option to create a sales detail record to record the price difference, enter the override next status of the detail line. If left blank, will use the original detail line's next status.</p> <p>9. Enter '1' to base recalculation on the original order quantity. If left blank, the system will recalculate based on the current quantities of the order.</p>	

Setup Processing Options

Order/Supplier Template Revisions (P4015)

Processing Option	Processing Options Requiring Further Description
<p>PROCESSING CONTROL:</p> <p>1. Select the format for order template processing.</p> <p>If left blank, '1' will be used:</p> <p>1 = Sold-to Number (Sales)</p> <p>2 = Ship-to Number (Sales)</p> <p>3 = Supplier Number (Purchasing)</p> <p>4 = User Number (Purchasing)</p>	
<p>DREAM WRITER VERSIONS:</p> <p>Enter the version of each program:</p> <p>If left blank, ZJDE0001 will be used.</p> <p>2. Customer Service Inquiry (P42045)</p> <p>3. Open Purchase Orders (P430301)</p>	

Customer Template Rebuild (P42815)

Processing Option	Processing Options Requiring Further Description
<p>PROCESSING CONTROL:</p> <p>1. Enter the Order Template Type to be created.</p>	<p>Enter the name of the template, which you must set up in UDC 40/OT prior to having the program create the template.</p>

Processing Option	Processing Options Requiring Further Description
<p>2. Enter how the order template lines should be sequenced.</p> <p>If left blank, '1' will be used:</p> <p>1 = DREAM Writer Data Sequencing</p> <p>2 = Most frequently ordered</p> <p>3. Enter the maximum number of lines to be included on the template.</p> <p>If left blank, all items will be included.</p> <p>4. Enter the minimum times an item must be ordered to be included on the template.</p> <p>If left blank, all items will be included.</p> <p>5. Enter the effective dates to be used on the order template lines.</p> <p>Effective From Date</p> <p>Effective Thru Date</p>	

Branch Relationship Revisions (P3403)

Processing Option	Processing Options Requiring Further Description
<p>SUPPLY OR DEMAND MODE:</p> <p>1. Enter the default mode for entry of Branch Relationships.</p> <p>D = Demand branch in header</p> <p>S = Supply branch in header</p>	
<p>DISPLAY FORMAT:</p> <p>2. Enter a '1' to display the sales transfer format.</p> <p>If left blank, the branch relationship format will be displayed.</p>	
<p>LEVEL UPDATE:</p> <p>3. Enter a '1' to automatically update the Branch Level field.</p>	

Extended Text Line Deletion - F4314 (P4314P)

Processing Option	Processing Options Requiring Further Description
<ol style="list-style-type: none"> Enter a '1' to save the purged records to a special purge library. (Default of blanks will NOT save any purged records.) Enter a '1' to reorganize the purged file. (Default of blanks will NOT reorganize the file.) 	

Recurring Batch Order Entry (P4001Z)

Processing Option	Processing Options Requiring Further Description
<p>ORDER ENTRY DEFAULT VALUES:</p> <ol style="list-style-type: none"> Order Type Line Type Beginning Status Next Status Line Number Increment 	
<p>DREAM WRITER VERSIONS:</p> <p>Enter the version for each program. If left blank, ZJDE0002 will be used.</p> <ol style="list-style-type: none"> Order Edit and Creation (P40211Z) 	
<p>AUTOMATIC PROCESSING:</p> <ol style="list-style-type: none"> Enter a '1' to edit/create order lines via the subsystem. If left blank, orders will be written to the Batch Receiver files only. 	
<p>FIELD DISPLAY CONTROL:</p> <ol style="list-style-type: none"> Enter '1' to protect pricing driver fields. Enter '1' to suppress Mark-for address. 	

Purge Details to History (P42996)

Processing Option	Processing Options Requiring Further Description
<p>UPDATE OPTION:</p> <ol style="list-style-type: none"> 1. Enter '1' to purge detail records (F4211) to history only if ALL of the detail lines of an order have been closed. If left blank, all DREAM Writer selected records at a status of "999" will be purged. 2. Enter '1' to purge all associated pricing history (F4074). If left blank, pricing history will remain in file. 3. Enter a '1' to purge detail tag records (F49211) to history only if ALL of the detail tag lines of an order have been closed. If left blank all DREAM Writer selected records at a status of "999" will be purged. 	

Start/Stop Subsystem (P40420)

Processing Option	Processing Options Requiring Further Description
<p>SUBSYSTEM MODE:</p> <ol style="list-style-type: none"> 1. Enter one of the following: '1' - to Start the Job/Subsystem '2' - to Stop the Job '3' - Stop all Jobs and Terminate the Subsystem 	

7 Appendices

Appendix A — Understand Preference Fields (ECS)

Understanding Preference Fields (ECS)

This appendix describes the preference fields and provides a set of cross-reference tables. Preference fields are generally categorized as:

- Key fields
- Search fields
- Definition fields

Key fields are shared by all preferences. You use these fields to enter standard preference information. Key fields are optional. You can use key fields as search criteria to have the system match preferences to sales orders. These fields are found in the header portion of the Preference Profiles Revisions form.

Search fields are marked with a greater than (>) sign next to the field name. The system uses these fields in the same way as it uses key fields. Each preference has search fields unique to its requirements. These fields are found in the detail portion of each preference's Preference Profiles Revisions form. Search fields are optional. You use these fields to further narrow the search criteria specified by key fields. For example, if you indicate that the search field called Branch/Plant should be used as additional selection criteria, the system selects sales orders that match the unique combination of customer, item, and branch/plant criteria.

Preference definition fields are the fields that the system uses to resolve the preferences. Each preference has one or more definition fields unique to its requirements. These fields are found in the detail portion of each preference's Preference Profiles Revisions form. Definition fields are required, although in some cases a valid value can be a blank. Typically, the system uses the values you input in these fields to override or add information on a sales order.

Three sets of tables presented in this appendix include all the fields found on the Preference Profile Revisions form for all of the ECS preferences. These tables are provided to logically group preferences according to:

- Key field
- Common group (search and definition fields)
- Selective group (search and definition fields)

The first table shows a complete list of preferences and their key fields. The preferences are listed alphabetically from top to bottom. The key fields are listed from left to right in the order they appear on the Preference Profiles Revisions form.

The second table shows a matrix of the search and definition fields that are common among selected preferences. The preferences are listed alphabetically from top to bottom. The fields are listed alphabetically from left to right.

The third table shows the search and definition fields that are unique to selected preferences not already listed in the second table. The preferences are listed alphabetically from top to bottom. The fields are listed from left to right in the order they appear on each preference's Preference Profile Revisions form.

Key Fields								
Field →	Customer Number	Customer Group	Item Number	Item Group	Effective From	Effective Through	Quantity From	Quantity Through
Preference ↓								
Container Deposit/Rental	Key	Key	Key	Key	Key	Key	Key	Key
Customer Currency (ECS)	Key	Key	Key	Key	Key	Key	Key	Key
Document Distribution (ECS)	Key	Key	Key	Key	Key	Key	Key	Key
Document Set (ECS)	Key	Key	Key	Key	Key	Key	Key	Key
End Use	Key	Key	Key	Key	Key	Key	Key	Key
Freight (ECS)	Key	Key	Key	Key	Key	Key	Key	Key
Grade & Potency	Key	Key	Key	Key	Key	Key	Key	Key
Inventory Commitment	Key	Key	Key	Key	Key	Key	Key	Key
Invoice Cycle	Key	Key	Key	Key	Key	Key	Key	Key
Line of Business	Key	Key	Key	Key	Key	Key	Key	Key
Load/Promise Date (ECS)	Key	Key	Key	Key	Key	Key	Key	Key
Next Order Status (ECS)	Key	Key	Key	Key	Key	Key	Key	Key
Payment Terms (ECS)	Key	Key	Key	Key	Key	Key	Key	Key
Price Adjustment Schedule	Key	Key	Key	Key	Key	Key	Key	Key
Pricing Unit of Measure (ECS)	Key	Key	Key	Key	Key	Key	Key	Key
Print Message (ECS)	Key	Key	Key	Key	Key	Key	Key	Key
Product Allocation (ECS)	Key	Key	Key	Key	Key	Key	Key	Key
Quality (ECS)	Key	Key	Key	Key	Key	Key	Key	Key
Revenue Cost Center (ECS)	Key	Key	Key	Key	Key	Key	Key	Key
Sales Commission (ECS)	Key	Key	Key	Key	Key	Key	Key	Key
User Defined Price Codes 1, 2, and 3	Key	Key	Key	Key	Key	Key	Key	Key

Common Group - Search and Definition (DEF) Fields									
Field → Preference ↓	Adjustment Schedule	Branch/ Plant	Carrier	Currency Code	Document Set	Duty Status	End Use	Invoice Cycle	Lag Days
Container Deposit/Rental†		Search							
Customer Currency (ECS)		Search		DEF					
Document Distribution (ECS)									
Document Set (ECS)		Search			DEF				
End Use						DEF	DEF		
Freight (ECS)†		Search	Search						
Grade & Potency									
Inventory Commitment		DEF	DEF						
Invoice Cycle		Search						DEF	
Line of Business									
Load/Promise Date (ECS)		Search	Search						DEF
Next Order Status (ECS)†		Search							
Payment Terms (ECS)		Search							
Price Adjustment Schedule	DEF	Search							
Pricing Unit of Measure (ECS)†		Search							
Print Message (ECS)		Search	Search			Search	Search		
Product Allocation (ECS)†		Search							
Quality (ECS)		Search							
Revenue Cost Center (ECS)		Search							
Sales Commission (ECS)		Search							
User Defined Price Codes 1, 2, and 3									

Shaded cells indicate fields that are used in only one preference.

† Also refer to the following Selective Group table for additional search and definition fields for this preference.

Common Group - Search and Definition (DEF) Fields									
Field →	Leadtime Transit	Line of Business	Line Type	Mode of Transport	Order Type	Payment Instrument	Payment Terms	Percent to Fill	Price Codes
Preference ↓									
Container Deposit/Rental									
Customer Currency (ECS)									
Document Distribution (ECS)†				Search					
Document Set (ECS)									
End Use									
Freight (ECS)†				Search					
Grade & Potency									
Inventory Commitment				DEF				DEF	
Invoice Cycle									
Line of Business		DEF							
Load/Promise Date (ECS)	DEF			Search					
Next Order Status (ECS)			Search		Search				
Payment Terms (ECS)						DEF	DEF		
Price Adjustment Schedule									
Pricing Unit of Measure (ECS)									
Print Message (ECS)		Search		Search		Search			
Product Allocation (ECS)									
Quality (ECS)				Search					
Revenue Cost Center (ECS)		Search							
Sales Commission (ECS)		Search							
User Defined Price Codes 1, 2, and 3									DEF
Shaded cells indicate fields that are used in only one preference.									
† Also refer to the following Selective Group table for additional search and definition fields for this preference.									

Common Group – Search and Definition (DEF) Fields								
Field →	Print Message	Quality Test Required	Revenue Cost Center	Route Code	Salesperson Code 01	Salesperson Commission 01	Salesperson Code 02	Salesperson Commission 02
Preference ↓								
Container Deposit/Rental								
Customer Currency (ECS)								
Document Distribution (ECS)								
Document Set (ECS)								
End Use								
Freight (ECS)								
Grade & Potency								
Inventory Commitment				DEF				
Invoice Cycle								
Line of Business								
Load/Promise Date (ECS)				Search				
Next Order Status (ECS)								
Payment Terms (ECS)								
Price Adjustment Schedule								
Pricing Unit of Measure (ECS)								
Print Message (ECS)	DEF							
Product Allocation (ECS)								
Quality (ECS)		DEF						
Revenue Cost Center (ECS)			DEF		Search			
Sales Commission (ECS)					DEF	DEF	DEF	DEF
User Defined Price Codes 1, 2, and 3								
Shaded cells indicate fields that are used in only one preference.								

Selective Group – Search and Definition (DEF) Fields										
Field →	Deposit / Rental	Transaction / Summary	G/L Offset	Trip Depot	Mode of Transport	Document Code	Address Number	Description	Output Queue	Copy
Preference ↓										
Container Deposit/Rental‡	DEF	DEF	DEF							
Customer Currency (ECS)										
Document Distribution (ECS)‡				Search	Search	Search	DEF	DEF	DEF	DEF
Document Set (ECS)										
End Use										
Freight (ECS)										
Grade & Potency										
Inventory Commitment										
Invoice Cycle										
Line of Business										
Load/Promise Date (ECS)										
Next Order Status (ECS)										
Payment Terms (ECS)										
Price Adjustment Schedule										
Pricing Unit of Measure (ECS)										
Print Message (ECS)										
Product Allocation (ECS)										
Quality (ECS)										
Revenue Cost Center (ECS)										
Sales Commission (ECS)										
User Defined Price Codes 1, 2, and 3										
Shaded cells indicate fields that are used in only one preference.										
‡ Also refer to the previous Common Group table for additional search and definition fields for this preference.										

Selective Group - Search and Definition (DEF) Fields									
Field →	Billable/ Payable	Delivery/ Line/ Trip Level	Distance Based	Preference/ Trip Sheet Distance	Distance	Unit of Measure	Zone Based	Fixed Fee	Tariff Code
Preference ↓									
Container Deposit/Rental									
Customer Currency (ECS)									
Document Distribution (ECS)									
Document Set (ECS)									
End Use									
Freight (ECS)‡	Search	DEF	DEF	DEF	DEF	DEF	DEF	DEF	DEF
Grade & Potency									
Inventory Commitment									
Invoice Cycle									
Line of Business									
Load/Promise Date (ECS)									
Next Order Status (ECS)									
Payment Terms (ECS)									
Price Adjustment Schedule									
Pricing Unit of Measure (ECS)									
Print Message (ECS)									
Product Allocation (ECS)									
Quality (ECS)									
Revenue Cost Center (ECS)									
Sales Commission (ECS)									
User Defined Price Codes 1, 2, and 3									
Shaded cells indicate fields that are used in only one preference.									
‡ Also refer to the previous Common Group table for additional search and definition fields for this preference.									

Selective Group – Search and Definition (DEF) Fields					
Field →	From Grade	Thru Grade	From Potency	Thru Potency	Days Before Expire
Preference ↓					
Container Deposit/Rental					
Customer Currency (ECS)					
Document Distribution (ECS)					
Document Set (ECS)					
End Use					
Freight (ECS)					
Grade & Potency	DEF	DEF	DEF	DEF	DEF
Inventory Commitment					
Invoice Cycle					
Line of Business					
Load/Promise Date (ECS)					
Next Order Status (ECS)					
Payment Terms (ECS)					
Price Adjustment Schedule					
Pricing Unit of Measure (ECS)					
Print Message (ECS)					
Product Allocation (ECS)					
Quality (ECS)					
Revenue Cost Center (ECS)					
Sales Commission (ECS)					
User Defined Price Codes 1, 2, and 3					
Shaded cells indicate fields that are used in only one preference.					

Selective Group - Search and Definition (DEF) Fields					
Field →	Status Code Last	Status Code Next	Pricing Unit of Measure	Price at Ambient/Standard/Weight	Price Based on Date
Preference ↓					
Container Deposit/Rental					
Customer Currency (ECS)					
Document Distribution (ECS)					
Document Set (ECS)					
End Use					
Freight (ECS)					
Grade & Potency					
Inventory Commitment					
Invoice Cycle					
Line of Business					
Load/Promise Date (ECS)					
Next Order Status (ECS)‡	Search	DEF			
Payment Terms (ECS)					
Price Adjustment Schedule					
Pricing Unit of Measure (ECS)‡			DEF	DEF	DEF
Print Message (ECS)					
Product Allocation (ECS)					
Quality (ECS)					
Revenue Cost Center (ECS)					
Sales Commission (ECS)					
User Defined Price Codes 1, 2, and 3					
Shaded cells indicate fields that are used in only one preference.					
‡ Also refer to the previous Common Group table for additional search and definition fields for this preference.					

Selective Group – Search and Definition (DEF) Fields						
Field →	Allocation Method	Base Unit of Measure	Quantity Limit	Percentage of Pool	Quantity Pool Size	Quantity Sold
Preference ↓						
Container Deposit/Rental						
Customer Currency (ECS)						
Document Distribution (ECS)						
Document Set (ECS)						
End Use						
Freight (ECS)						
Grade & Potency						
Inventory Commitment						
Invoice Cycle						
Line of Business						
Load/Promise Date (ECS)						
Next Order Status (ECS)						
Payment Terms (ECS)						
Price Adjustment Schedule						
Pricing Unit of Measure (ECS)						
Print Message (ECS)						
Product Allocation (ECS)‡	DEF	DEF	DEF	DEF	DEF	DEF
Quality (ECS)						
Revenue Cost Center (ECS)						
Sales Commission (ECS)						
User Defined Price Codes 1, 2, and 3						
Shaded cells indicate fields that are used in only one preference.						
‡ Also refer to the previous Common Group table for additional search and definition fields for this preference.						

Appendix B — Functional Servers

About Functional Servers

Several JD Edwards World programs access functional servers. The purpose of functional servers is to provide a central location for standard business rules about entering documents, such as vouchers, invoices, and journal entries. These business rules establish the following:

- Data dictionary default values
- Field edits and valid values
- Error processing
- Relationships between fields or applications

The advantages of a functional server are:

- It reduces maintenance of entry programs because edit rules reside in one central location.
- You can standardize documents across all applications because you create them using the same business rules.
- Generally, the user interface (appearance and interaction) of a form is now separate from how a program works.

To set up business rules for an entry program

The steps for setting up business rules for an entry program are:

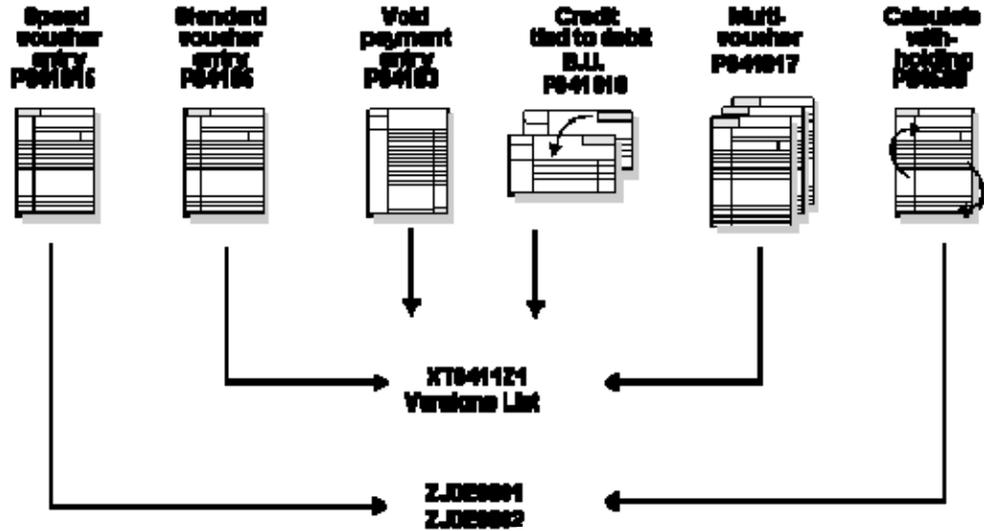
1. Create a DREAM Writer version for a specific functional server program (for example, XT0411Z1 for voucher entry).
2. Set the processing options within the version according to your company requirements.
3. Specify the version you want the entry program to use in the processing options for that entry program.

You can have all your entry programs use the same DREAM Writer version (and thus, use the same rules) or you can set up different DREAM Writer versions. JD Edwards World provides DREAM Writer version ZJDE0001 as the default functional server version for your entry programs.

Caution: Only the person responsible for system-wide setup should make changes to the functional server version. For more information about how to set up DREAM Writer versions, see the *Technical Foundation Guide*.

Example: Voucher Processing Functional Server

The following graphic shows the programs that use the voucher processing functional server. JD Edwards World provides two demo versions of the functional server, ZJDE0001 and ZJDE0002.



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