



WHAT'S NEW.....AT PILOT ERP?

At Pilot ERP, we listen to our customers and work hard every day to improve our software and provide the features that our users need.

Release Notes – Version 1.7.7 8/26/2011

- Changed the tax code field on items to a single setting of taxable or non-taxable.
- Added Order Number and Customer PO Number to the Customer/Invoice screen.
- Added Item Number filter to the Sales by Customer report.
- Corrected JV Type filter problem on the Journal Report.
- Corrected decimal rounding issue on the Balance Sheet and Income statement.

Release Notes – Version 1.7.5 8/11/2011

Email

Documents attached to Customers, Inventory Items and Suppliers will now be attached to emails if the “Print Document” setting is checked.

New SMTP email feature included in the Company Setup screen which will provide an alternate method of emailing through Pilot.

Inventory

Lot Control

New lot control setting and features added to inventory items in Pilot. If you wish to track units on hand by lot, you can assign lot control to individual items or bulk update through the System Setup/Your Company/Utilities tab.

New functionality includes:

- Showing Units on hand by Lot and Location.
- New Inventory Quantity on Hand by Lot report
- New Lot History report
- Inventory Location and Lot transfer screen

Inventory Transfer

Transfer inventory items from one location to another using the new Inventory Transfer screen.

The screenshot shows a window titled "New Inventory Adjustment". It contains the following fields and controls:

- Date: 27 Jul 2011 (with a calendar icon)
- Period: 7 2011
- Description: (empty text box)
- A table with the following data:

Quantity	Item no.	Description	From Location	To Location	
*	5	1001	Creamy Caesar - case 24 x 250	Our Warehouse	United Storage
- Total Tfr Qty: 0
- Buttons: OK, Cancel

Dimensions

New Dimensions tab in the Inventory stock items screen allows you to specify the Length Width and Height dimensions for inventory items.

New - Stock Status lookup added to inventory item screen which shows the current demand and supply as well as the net available quantity.

- Summary of current Qty on Hand, SO, PO, WO, JOB, and Quantity Available (MRP).
- Item Inquiry grid showing details of all open demand and supply.
- Ability to open and edit any SO, PO, WO or JOB directly from the Item Inquiry grid.

Item no.: 1001 Item Type: Dressing for Salad Edit Item Types

Description: Creamy Caesar - case 24 x 250 ml Suspended

General **Stock Status** Pricing/Discounts Bill Of Materials Routing GL Accounts Vendor Customer Documents

(+) On-Hand: 44

(-) On Sales Order: 1227

(+) On Purchase Order: 0

(+) On WO Receipt: 2000

(-) On WO Issue: 3

(-) On Service Job: 0

(=) Qty Available: 814

Type	Order/Job No	Order/Job Date	Qty Remaining	Customer/Vendor Name	Qty Ordered	Qty Shipped
SO	10002		15	Quality Foods Inc.	15	
WOI	10002	4/2/2011	2		2	
SO	10006	4/6/2011	1	Better Foods Corp.	1	
SO	10008	4/12/2011	2	Better Foods Corp.	2	
SO	10010	4/12/2011	1000	Better Foods Corp.	1000	
SO	10010	4/12/2011	1	Better Foods Corp.	1	
SO	10011	4/14/2011	200	Better Foods Corp.	200	
SO	10015	4/27/2011	1	Better Foods Corp.	1	
SO	10007	4/28/2011	1	Better Foods Corp.	1	
WOR	10004	4/28/2011	2000		2000	
SO	10017	5/4/2011	1	Better Foods Corp.	1	
SO	10019	5/4/2011	4	Quality Foods Inc.	4	
WOI	10005	5/26/2011	1		1	

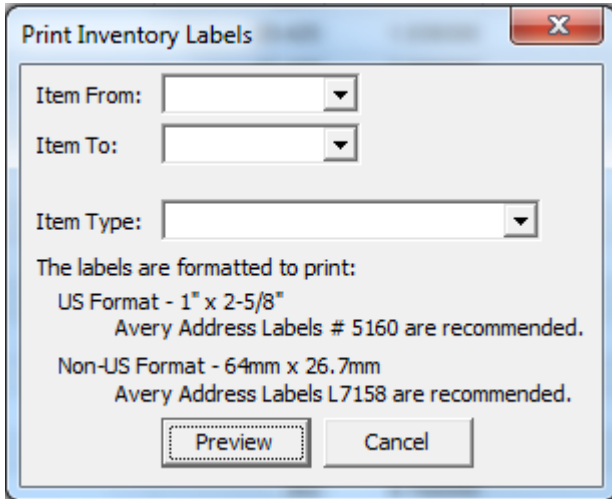
Where Used

Inventory Decimal Place Setting

New setting under the System Setup/Your Company Inventory screen which allows you to define the number of decimal places to be displayed on inventory costs and prices.

Inventory Labels

- New Avery label format added Non-US based users. Setting under System Setup/Your Company/Inventory.
- New selection filters added for item range and type when printing inventory labels.

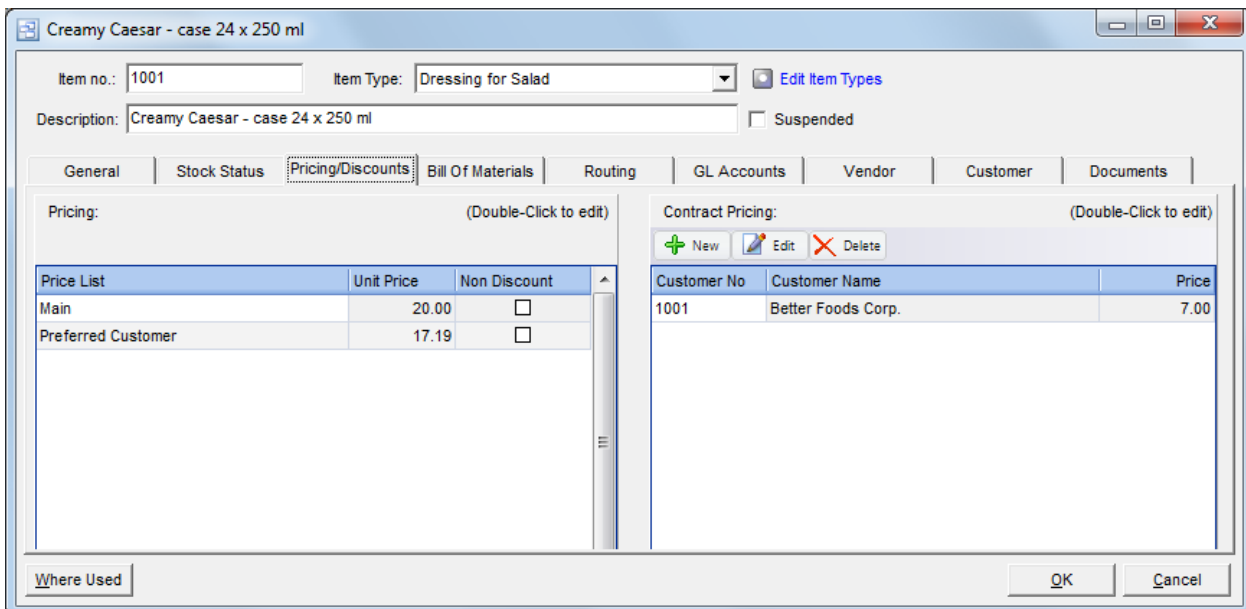


The dialog box titled "Print Inventory Labels" contains the following fields and text:

- Item From: [Dropdown]
- Item To: [Dropdown]
- Item Type: [Dropdown]
- The labels are formatted to print:
 - US Format - 1" x 2-5/8"
Avery Address Labels # 5160 are recommended.
 - Non-US Format - 64mm x 26.7mm
Avery Address Labels L7158 are recommended.
- Buttons: Preview, Cancel

Pricing

A Pricing/Discounts tab has been added to Inventory Items and Customers. All inventory pricing features can be entered and viewed from these new screens.



The screenshot shows the "Pricing/Discounts" tab for item "Creamy Caesar - case 24 x 250 ml".

Item no.: 1001 Item Type: Dressing for Salad Edit Item Types

Description: Creamy Caesar - case 24 x 250 ml Suspended

General | Stock Status | **Pricing/Discounts** | Bill Of Materials | Routing | GL Accounts | Vendor | Customer | Documents

Pricing: (Double-Click to edit)

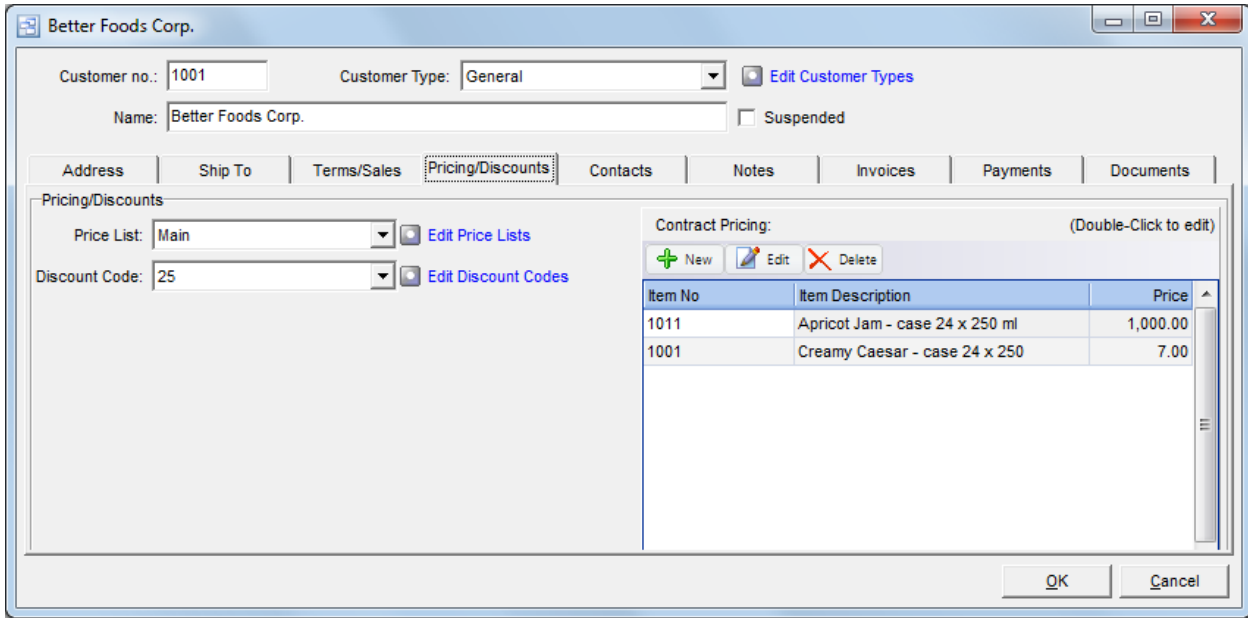
Price List	Unit Price	Non Discount
Main	20.00	<input type="checkbox"/>
Preferred Customer	17.19	<input type="checkbox"/>

Contract Pricing: (Double-Click to edit)

+ New Edit Delete

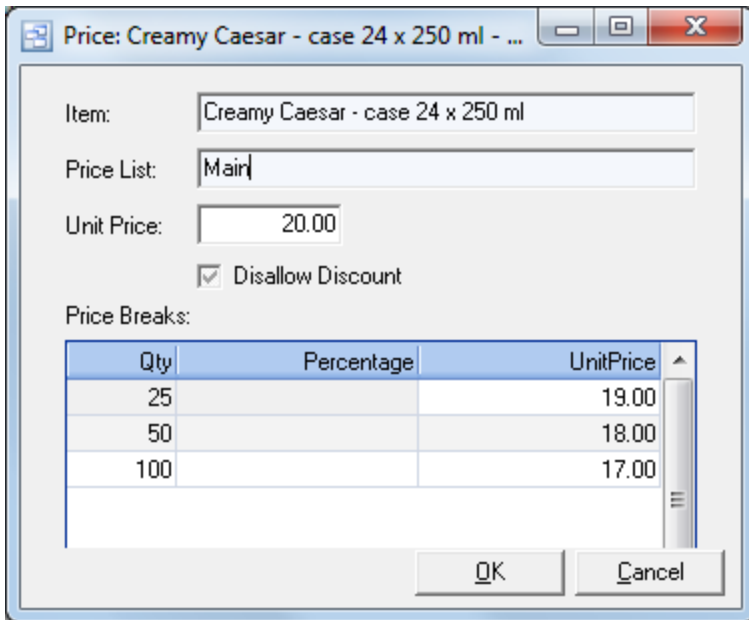
Customer No	Customer Name	Price
1001	Better Foods Corp.	7.00

Where Used OK Cancel



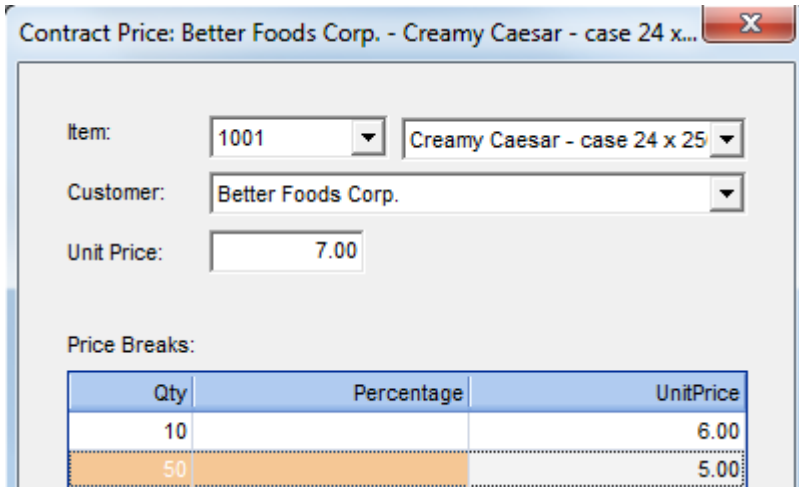
Quantity Price Breaks

A new Quantity Price Break feature has been added to customer Price Lists and Contract Pricing which allows you define unit price breaks. When entering an item into a sales order, Pilot will check the customer's price list to determine if the item has a price break at any quantity and automatically assign the new price based on that quantity break. If there are no quantity price breaks then it will use the base price on the price list. There is also an option to "Disallow Discount" which would prevent any customer Discounts Codes from being applied to the items price in the current price list.



Contract Pricing

Contract Pricing has been added for Inventory Items and Customers. Any contract price set up for a specific customer and item will override the prices on the price lists. Quantity price breaks are also available on each contract price that you set up. The contract pricing is also available under a new Pricing/Discounts tab for each customer.



Contract Price: Better Foods Corp. - Creamy Caesar - case 24 x 25

Item: 1001 Creamy Caesar - case 24 x 25

Customer: Better Foods Corp.

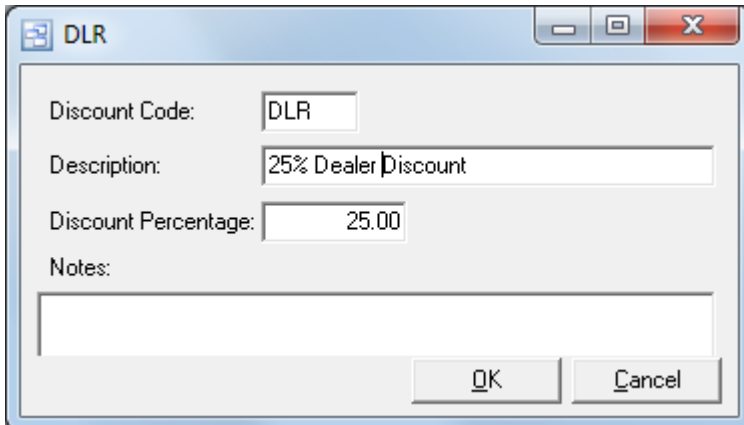
Unit Price: 7.00

Price Breaks:

Qty	Percentage	UnitPrice
10		6.00
50		5.00

Customers

Discount Codes can now be set up and assigned to any customer. Customers with a discount code assigned will receive that percentage discount on item prices in their price lists or contract pricing.



DLR

Discount Code: DLR

Description: 25% Dealer Discount

Discount Percentage: 25.00

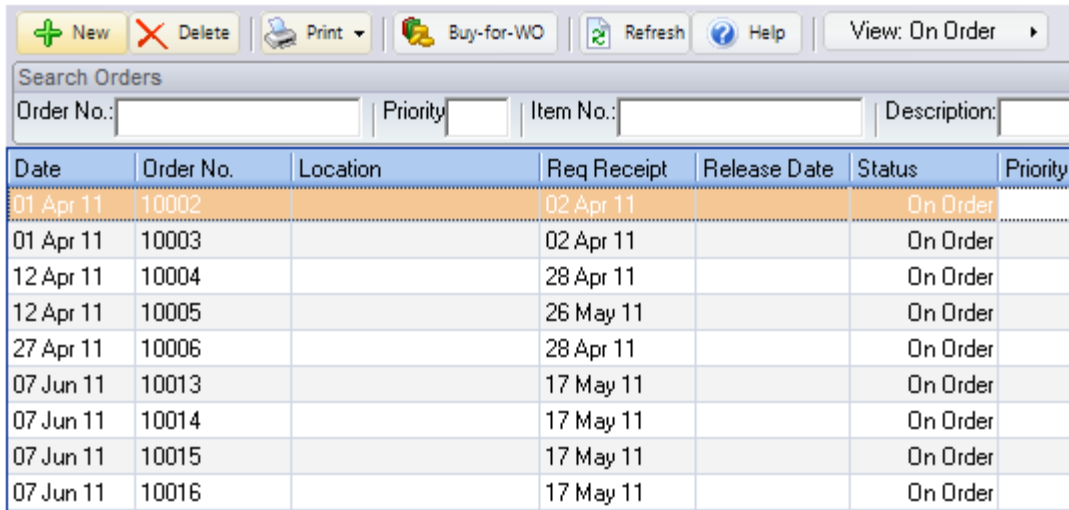
Notes:

OK Cancel

Work Orders

Buy for Work Order

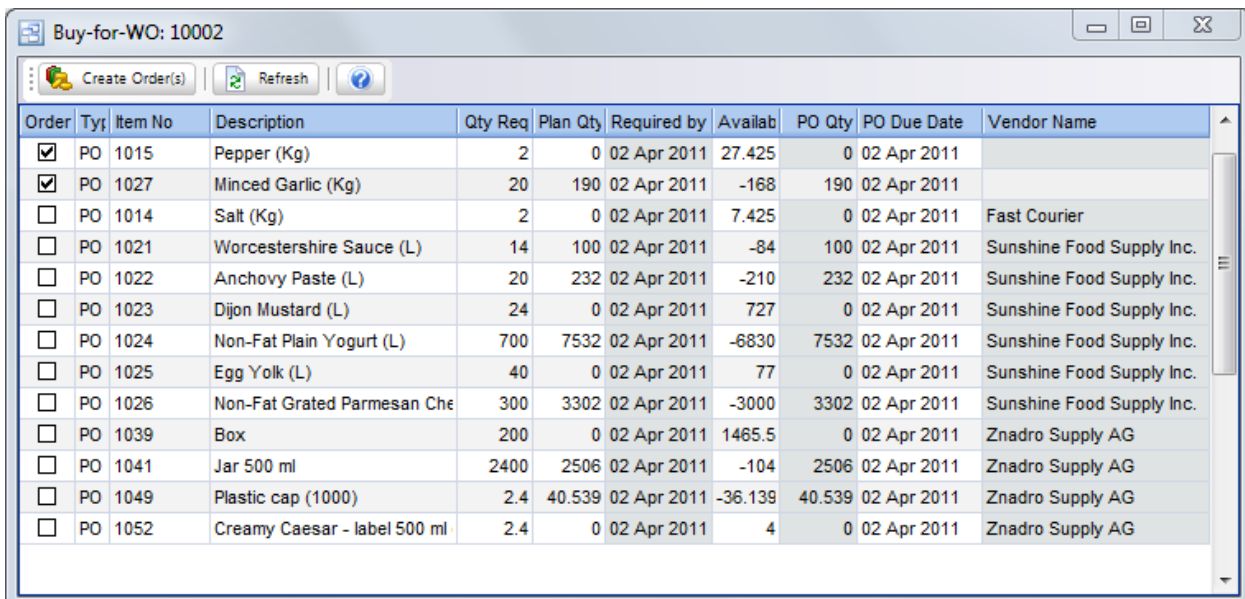
The new Buy for Work Order feature will allow you to automatically generate purchase orders for materials directly from the work order.



Date	Order No.	Location	Req Receipt	Release Date	Status	Priority
01 Apr 11	10002		02 Apr 11		On Order	
01 Apr 11	10003		02 Apr 11		On Order	
12 Apr 11	10004		28 Apr 11		On Order	
12 Apr 11	10005		26 May 11		On Order	
27 Apr 11	10006		28 Apr 11		On Order	
07 Jun 11	10013		17 May 11		On Order	
07 Jun 11	10014		17 May 11		On Order	
07 Jun 11	10015		17 May 11		On Order	
07 Jun 11	10016		17 May 11		On Order	

Features:

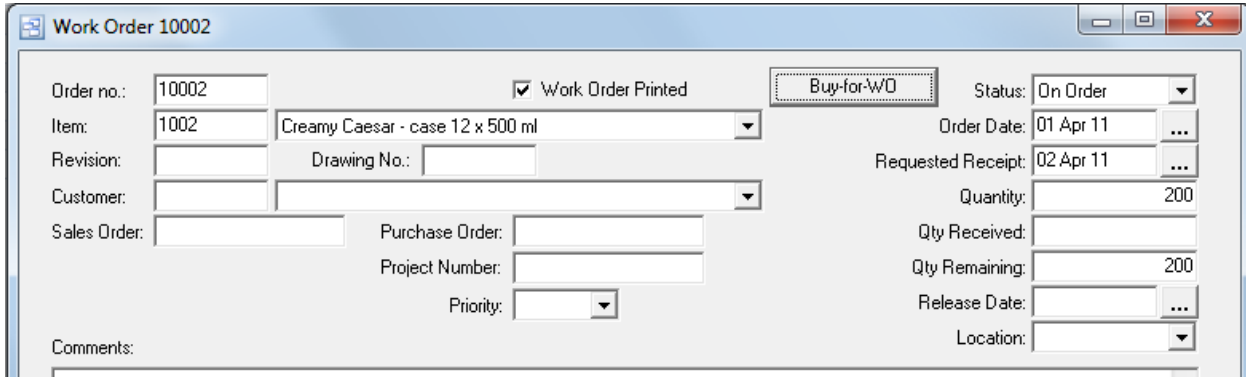
- Quick link from the work order screen
- View current on hand quantities and MRP Available quantities for each material item.
- Drill down to the stock status screen for each item to view open PO's or other work orders requiring the item.
- Automatically links the work order with the PO so you know which PO's were generated from the work order and can view the work order number on the purchase order.



Order	Typ	Item No	Description	Qty Req	Plan Qty	Required by	Availab	PO Qty	PO Due Date	Vendor Name
<input checked="" type="checkbox"/>	PO	1015	Pepper (Kg)	2	0	02 Apr 2011	27.425	0	02 Apr 2011	
<input checked="" type="checkbox"/>	PO	1027	Minced Garlic (Kg)	20	190	02 Apr 2011	-168	190	02 Apr 2011	
<input type="checkbox"/>	PO	1014	Salt (Kg)	2	0	02 Apr 2011	7.425	0	02 Apr 2011	Fast Courier
<input type="checkbox"/>	PO	1021	Worcestershire Sauce (L)	14	100	02 Apr 2011	-84	100	02 Apr 2011	Sunshine Food Supply Inc.
<input type="checkbox"/>	PO	1022	Anchovy Paste (L)	20	232	02 Apr 2011	-210	232	02 Apr 2011	Sunshine Food Supply Inc.
<input type="checkbox"/>	PO	1023	Dijon Mustard (L)	24	0	02 Apr 2011	727	0	02 Apr 2011	Sunshine Food Supply Inc.
<input type="checkbox"/>	PO	1024	Non-Fat Plain Yogurt (L)	700	7532	02 Apr 2011	-6830	7532	02 Apr 2011	Sunshine Food Supply Inc.
<input type="checkbox"/>	PO	1025	Egg Yolk (L)	40	0	02 Apr 2011	77	0	02 Apr 2011	Sunshine Food Supply Inc.
<input type="checkbox"/>	PO	1026	Non-Fat Grated Parmesan Che	300	3302	02 Apr 2011	-3000	3302	02 Apr 2011	Sunshine Food Supply Inc.
<input type="checkbox"/>	PO	1039	Box	200	0	02 Apr 2011	1465.5	0	02 Apr 2011	Znadro Supply AG
<input type="checkbox"/>	PO	1041	Jar 500 ml	2400	2506	02 Apr 2011	-104	2506	02 Apr 2011	Znadro Supply AG
<input type="checkbox"/>	PO	1049	Plastic cap (1000)	2.4	40.539	02 Apr 2011	-36.139	40.539	02 Apr 2011	Znadro Supply AG
<input type="checkbox"/>	PO	1052	Creamy Caesar - label 500 ml	2.4	0	02 Apr 2011	4	0	02 Apr 2011	Znadro Supply AG

Priority Field setting

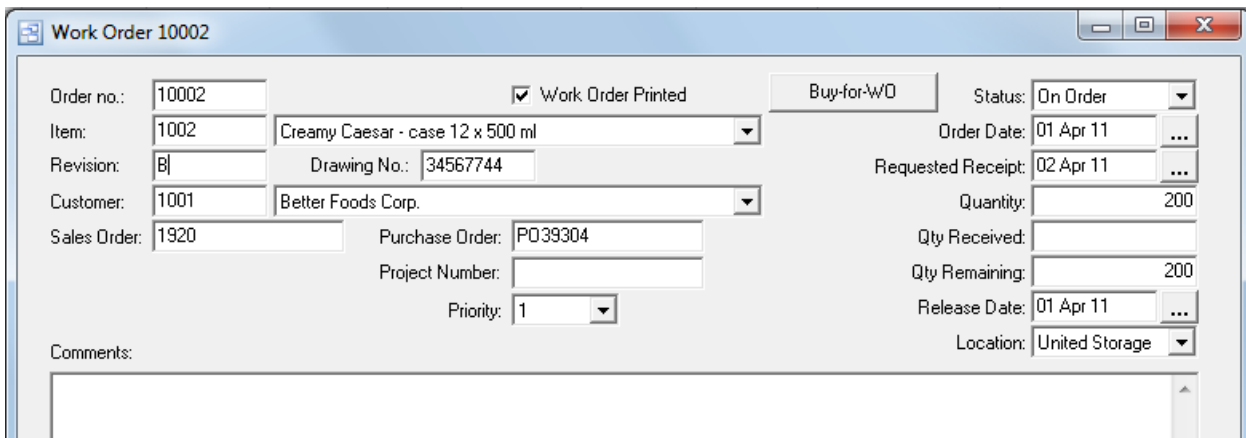
A new Priority field setting has been added to the Work Orders to help in scheduling. The priority codes can be set up through the System Setup and then selected during work order entry or updated as needed.



The screenshot shows the 'Work Order 10002' entry screen. The 'Priority' field is a dropdown menu located below the 'Project Number' field. Other fields include 'Order no.: 10002', 'Item: 1002 Creamy Caesar - case 12 x 500 ml', 'Status: On Order', 'Order Date: 01 Apr 11', 'Requested Receipt: 02 Apr 11', 'Quantity: 200', 'Qty Remaining: 200', and 'Release Date: ...'. A 'Buy-for-WO' button is also visible.

Release Date Field

Optionally set a release date to help schedule your work orders.



The screenshot shows the 'Work Order 10002' entry screen with the 'Release Date' field populated. The 'Release Date' is set to '01 Apr 11'. Other fields include 'Order no.: 10002', 'Item: 1002 Creamy Caesar - case 12 x 500 ml', 'Status: On Order', 'Order Date: 01 Apr 11', 'Requested Receipt: 02 Apr 11', 'Quantity: 200', 'Qty Remaining: 200', and 'Location: United Storage'. The 'Priority' field is now set to '1'. A 'Buy-for-WO' button is also visible.

A new **Date Filter** added to the Work Order Receipts screen allowing you to select how many work order receipts you want to display in this screen. The default is 30 days.

Sales

AR Invoice Notes

Additional notes fields have been added to the Sales Order header and line items. These notes will copy from the sales order or you can enter and edit them when creating and printing the invoice.

The screenshot shows a software window titled "Invoice 10263". It contains several input fields and dropdown menus for invoice details. The "Invoice no." is 10263, and there is a "Printed" checkbox. The "Order No." is 10005. The "Customer" is 1001, "Better Foods Corp.", with address "899 Fraser Way, Richmond, ZZ, 12345". The "Ship-to" is "Better Foods International" with address "7878 Industrial Way, Round Rock, TX, 78739". The "Freight" is 10.00, "Carrier" is "Alpine Freig", and "Amount" is 178.59. The "Date" is 06 Apr 11, "Period" is 4 2011, and "Terms" are Net 30. The "Description" is "Order for Italian Herb Dressing". The "Notes" field contains "Ship separately". The "Salesperson" is "House Account".

Quantity	Item	Description	Unit Price	Amount	Lot Pric
5	1003	Italian Herb - case 12 x 500 ml	19.29	96.45	
2	1003	Italian Herb - case 12 x 500 ml	25.72	51.44	

At the bottom, there are checkboxes for "Print this items notes on Invoice" and "Do not Print this Line", both checked. There are also "Card Payment", "OK", and "Cancel" buttons.

- Optional "Ship To" address has been added to the AR Invoice screen to allow you to ship to a different address than the ship to on the order.
- The items standard Cost and Weighted Average Cost fields have also been added to the AR Invoice details to allow you to compare against the price.

Purchasing

Date Filter added to the Inventory Receipts screen which will allow you to define the length of time you wish to view inventory receipts in the screen. The default is 30 days.

The screenshot displays the 'Inventory Receipts' screen in the Pilot ERP system. The window title is 'Pilot ERP - Sample Data'. The menu bar includes 'File', 'Setup', 'Data Collection', and 'Help'. The main menu has tabs for 'Home', 'System Setup', 'Inventory', 'Sales', 'Service', 'Manufacturing', 'Purchasing' (selected), 'Accounting', and 'Report'. The left sidebar contains navigation options: 'New Receipt', 'Delete Selected Receipt', 'Email Vendor', 'Post Receipts', 'Print', 'Receipts Listing', 'Purchasing Home', 'Quotes', 'Purchase Orders', and 'Inventory Receipts' (highlighted). The main area features a toolbar with icons for 'New', 'Delete', 'Post', 'Email', 'Print', 'Refresh', and 'Help'. Below the toolbar is a 'Filter' section with a 'Start Date' dropdown set to '1/ 1/2011'. The main content is a table with the following data:

Date	Receipt No.	PO	Vendor	Location	Period	Posted	Entered By
4/1/2011	1001	10001	Sunshine Food Supply Inc.	Our Warehouse	4/2011	<input checked="" type="checkbox"/>	
4/27/2011	1002	10007	Fast Courier	Our Warehouse	4/2011	<input checked="" type="checkbox"/>	admin
4/27/2011	1003	10009	Building Management Inc.	Our Warehouse	4/2011	<input checked="" type="checkbox"/>	admin
4/27/2011	1004	10005	Sunshine Food Supply Inc.	Our Warehouse	4/2011	<input checked="" type="checkbox"/>	admin
5/4/2011	1005	10013	Building Management Inc.	Our Warehouse	5/2011	<input checked="" type="checkbox"/>	admin

Previous Versions

Release Notes – Version 1.5.0 10/22/10

Service Module

- The highlight of this version in the new Service Module. Perform scheduled service, maintenance and repairs through the new service module. This will allow you to record customer service agreements, set up assets, enter service quotes, schedule and create service jobs, charge parts and labor and invoice the customer.

Service Agreements

2000002

Agreement no.: 2000002 Active Agreement

Description: test Agreement

General | Asset | Service Schedule | Bill of Materials | Routing | Special Instructions | Documents

Customer: Better Foods Corp.

Primary Contact:

Alternate Contact:

Start Date: 07 Sep 2010

End Date: 04 Dec 2010

Contract Approval Date: 07 Sep 2010

Salesman: House Account

Total Amount: \$100.00

custom field 1

custom field 2

Notes:

OK Cancel

- Enter service agreements against customers
- Set the effective dates for the service agreement
- Assign Assets to the agreement
- Set the frequency of the service
- Enter Bill of Material and Labor Routing for service job
- Add special instructions for the service job
- Attach related documents

Assets

Generator

Asset no.: 1000001 Asset Type: Equipment

Description: Generator

General Documents

Serial no.: 983-2X28394

Customer: Lucky Foodmart Inc.

Acquisition Date: 01 Sep 2009 ...

Acquisition Value: 1000

Disposal Date: ...

Department/Location:

Memo:
Generator located at customer site.

OK Cancel

- Enter internal or customer assets
- Assign serial numbers
- Acquisition Date and Value as well as record disposal date
- Attach documents to Asset

Service Jobs

Service Job 10001

Job no.: 10001 Job Date: 27 Sep 10 Status: Open Pk Slip Printed

Customer: 1001 Better Foods Corp. Location: Same
 899 Fraser Way, Richmond, ZZ, 12345

Primary Contact: John Smith Alternate Contact:

Description: Service Job Salesperson: House Account

Agreement No: 2000002 custom field 1 Custom Field Entry Service Notes:

Asset Name: custom field 2 Agreement Notes:

Requested Service Date: 30 Dec 99 Expected Service Date: 30 Dec 99 Special Instructions:

PO Number: PO647548 Project Number:

Items Routing Documents

Up Down

Line	Qty Req	Qty Used	Item	Description	Unit Price	Amount	Lot Price	Req Svc Date	Exp Svc Date	Override
1	1	1	1022	Anchovy Paste (L)	10.00	10.00	0.00	30 Dec 99	30 Dec 99	
2	2	2	1026	Non-Fat Grated Parmesan Cheese (Kg)	5.00	10.00	0.00	30 Dec 99	30 Dec 99	

Notes for item 1022 Print this items notes on order/quote Do not Print this Line

Currency: Domestic Currency Job Total: 20.00

Tax Group: Total Invoiced: 20.00

- Schedule service jobs from the service agreements, convert from a quote or go directly to enter the service job.
- Attach Service Agreement and Asset
- Enter items used and labor
- Print Service Job Agreement, Service Pick List for materials and Service Job Traveler (Work Order) for instructions.
- Convert directly to an invoice or issue parts and labor as needed

Parts and Labor

Service Job Parts & Labor 20005

Job no.: 10001 Parts & Labor no.: 20005 Date: 24 Oct 2010

Customer: Better Foods Corp.

Description: Service Job

Items Routing

Up Down

Line	Qty Req	Qty Used	Qty Remaining	Item	Description	Unit Price	Amount	Lot Price	Override Description
1	0	1	-1	1022	Anchovy Paste (L)	\$10.00	10.00	0.00	
2	0	2	-2	1026	Non-Fat Grated Parmesan Cheese (Kg)	\$5.00	10.00	0.00	

Notes for item 1026 Print this items notes on order/quote Do not Print this Line

Save and close Cancel

- Charge parts and labor to the service job. This will be totaled on the service job and added to the next invoice generated for the Service Job.

Service Invoice

Invoice 10274

Invoice no.: 10274 Printed

Job No.: 10001

Customer: 1001 Better Foods Corp.

899 Fraser Way, Richmond, ZZ, 12345

Customer Loc: Better Foods Corp. - SD Amount: 20.00

12345 Long Way, Rapid City, SD, 83748 Paid:

Agreement No: 2000002 Domestic Currency Owng: 20.00

Date: 24 Oct 10 ... Period: 10 2010 Terms: Net 30 PO: P0647548

Description: Service Job Location: Our Warehouse

Service Notes: Project Number: Salesperson: House Account

Items Routing

Quantity	Item	Description	Unit Price	Amount	Lot Price
1	1022	Anchovy Paste (L)	10.00	10.00	
2	1026	Non-Fat Grated Parmesan Cheese (5.00	10.00	

Do not Print this Line

Card Payment OK Cancel

Bank Reconciliation

- Bank Reconciliation screen has been improved to allow entry of previous balance and show the new balance as well as a new report to show the summary of the bank reconciliation.

Match	Date	Period	Source	Check/Deposit	Description	Amount
<input type="checkbox"/>	31 May 2010	5/2010	GL JV		To record setup of company	\$20,000.00
<input type="checkbox"/>	30 Jun 2010	6/2010	GL JV		To record AR payments entered to old system	\$51,500.00
<input type="checkbox"/>	30 Jun 2010	6/2010	GL JV		To record salary	(\$20,250.00)
<input type="checkbox"/>	30 Jun 2010	6/2010	GL JV		To reconcile Domestic bank to 6/2010	(\$15.00)

Customer Contacts

- New Custom User Defined “Additional Fields” have been added to customer contacts. To activate these new fields, go to the System Setup/Your Company/Customers tab, enter a description for the new field and select whether it is a Text or Date field.
- Contact Address fields added.

Data Import

- New “Customer Price List” import added. You can now import your pricing to existing or new price lists.

Release Notes – Version 1.4.19 8/21/10

Inventory

- New Last Cost field added to inventory. This cost will be updated from the unit cost on all PO Inventory receipts and Work Order Receipts.

Reports

Following reports have had updates and fixes applied:

Open Receivables
Open Payables
Aged Payables

Manufacturing

- Manufacturing Receipts will now update the Weighted Average cost of your manufactured items. The Last cost will also be updated from the Manufacturing receipt.
- The following fields have now been added to the Manufacturing Receipts screen:
 - Material Unit Cost
 - Material Total Cost
 - Routing Unit Cost
 - Routing Total Cost
 - Receipt Total Cost

The screenshot shows a window titled "Receipt 1001" with the following fields and values:

- Order no.: 10001
- Receipt no.: 1001
- Total Receipt: 1,706.42
- Item: 1001 Creamy Caesar - case 24 x 250 ml
- Total per Item: 16.90
- Quantity: 101
- Lot No: (empty)
- Location: Our Warehouse
- Date: 01 Aug 10
- Period: 8 2010

The "Materials" tab is active, showing a table with the following data:

Item no.	Description	Quantity Used	Lot No	Unit Cost	Total Cost
1026	Non-Fat Grated Parmesan Cheese (Kg)	162		\$4.70	\$761.40
1024	Non-Fat Plain Yogurt (L)	370		\$0.90	\$333.00
1025	Egg Yolk (L)	22		\$2.36	\$51.92
1021	Worcestershire Sauce (L)	8		\$3.67	\$29.36
1023	Dijon Mustard (L)	12		\$6.45	\$77.40
1027	Minced Garlic (Kg)	11		\$1.15	\$12.65
1022	Anchovy Paste (L)	10		\$8.33	\$83.30
1014	Salt (Kg)	1		\$0.90	\$0.90

Total Materials: 1,585.16

Bank Reconciliation

- Corrected issues with the Bank screen when switching between bank accounts.
- Added sorting and searching capabilities to the grid.
- Added an export button to export the Bank Rec screen to Excel.

Purchase Orders

- The required date on the detail lines in Purchase Orders will now default to the required date on the order header.
- The required date on the detail lines can now be removed.

General

- The grids on the following screens can now be sorted:
 1. Purchasing – Inventory Receipts
 2. Purchasing – Vendors
 3. Purchasing – Vendor Items
 4. Accounting – GL Accounts
 5. Accounting – Journal Vouchers
 6. Accounting – GL Budget
 7. Accounting – Customer Payments
 8. Accounting – Checks

Release Notes – Version 1.4.18 6/14/10

Inventory

- New default Location and Bin fields added to inventory master. Users can now specify the default warehouse location and bin location for each item and this information will display on the item card and main grid list.

Manufacturing

- New “Total Quantity” field has been added to the Work Order components which is the total of the required BOM quantities plus any waste.
- Remaining Quantity on Work Order components will now include any waste for each component.
-
- Work Order number can now be updated after work order has been created and printed.
- Updating the assembly item to be produced on the work order will now update the BOM components and routings correctly for the new item.

Accounting

Bank Reconciliation

- Previously reconciled payments and transactions can now be un-reconciled. Use the “Un-Reconcile” option to show all previously reconciled transactions. Un-check the records you wish to remove from the previously reconciled balance and then click on the “Reconcile” button to save the remaining reconciled transactions that make up the correct balance.
- Sorting has now been turned on in the Bank Reconciliation screen to allow for easier searching of transactions.
- New Search and Date selection fields added to provide a quick and easy method to locate specific checks and payments.



Search

Search: Date Filter Start Date: 1/14/2010 End Date: 6/14/2010

Purchasing

- New Drop Ship feature in Purchase Orders and Purchase Order Quotes allows you to now select the “Ship To” address on the PO from your existing Customer and Customer Ship To addresses, other Vendors, Warehouse Locations or previously entered drop ship addresses.

The screenshot shows a 'Purchase Order 10002' window. The main form contains the following information:

- Order no.: 10002
- Order Date: 25 Oct 09
- Status: On Order
- Vendor: 1006 Znadro Supply AG
- Amount: 497.24
- Ordered by: Greg
- Location: Our Warehouse
- Drop Ship: Lucky Foodmart Inc.

A 'Drop Ship' dialog box is open, displaying a table of available drop ship addresses:

CU	Vendor Name	Address	City
CU	Better Foods Corp.	899 Fraser Way	
CU	Cool Foods (1867) Ltd.	555 Marketplace	
CU	Foreign Food Stores Ltd.	1235 Kings Road	Seachel
CU	Lucky Foodmart Inc.	545 Clearwater Way	
CU	Quality Foods Inc.	567 South Western Road	
CU	Znadro Superstoret AG	21 - 789 Znadrostrasse	
LO	Our Warehouse	12345 Sample Street	Samplecity, ZZ 12345
LO	United Storage	Sandcastle 200	Portrush
PO	Better Foods Corp.	899 Fraser Way	

The main form also includes an 'Items' table with the following data:

Line	Qty	Item No	Description	Unit Price	Total Price
4	10	97-5501-2P	Plastic cap (1000)	1.24	12.40
5	10	97-5321-3M	Metal lid (1000)	1.568	15.68
6	2	1065-250C	Creamy Caesar - label 250 ml (1000)	5.09	10.18
7	2	1065-500C	Creamy Caesar - label 500 ml (1000)	5.09	10.18

At the bottom of the form, there is a checkbox for 'Print this items notes on Purchase Order' and buttons for 'OK', 'Print', and 'Cancel'.

- When emailing PO Quotes, the attached PDF will correctly display “Purchase Quote” instead of Purchase Order.
- All Vendor table fields as well as the following Item fields (ItemNo, ItemDescription, UserDescription and Notes) are now available in the PO and PO Quote forms when customizing.

Accounts Payable

- Added the ability to reverse (Void) AP Check Payments. This will automatically create the reversing journal entries and open the AP invoice(s) for re-payment.
- *Aged Payables* report will now allow you to backdate the report to display open invoices and age of invoices "as of" a prior date.
-

Accounts Receivable

- Added the ability to reverse AR Customer Payments. This will automatically create the reversing journal entries and open the AR invoice(s) for re-payment.
- *Open Receivables* report will now allow you to backdate the report to display open invoices and age of invoices "as of" a prior date.
- Open Receivables report will now export to Excel with the correct formatting.

Reports

- Corrections made to the Shipping Performance and Backorder Summary reports.
- Date Range added to the Accounting/GL Report.
- Open Receivables - Added a Due Date field for the invoice.
- Open Payables- PO # field added from AP Invoices.
- Purchase Order/Quote - ALL "Vendor" table fields added to the PO Header field section in the form.
- AP History - PO Number for AP Invoices added.

Accounts Payable

- New Reference field added to AP Checks screen for recording method of payment and payment reference numbers for wire transfers and manual payments. The new field is also displayed on the main AP Checks grid for quick lookup and searching.

Invoice no.	Date	Due	Amount	Owing	Discount	Payment
▶ 1126001	08 Oct 09	28 Oct 09	1,027.20	1,027.20		1,027.20

- New search fields added to the AP Invoice listing for Vendor Number, Vendor Name, Invoice Number and Invoice Description. All other fields on the invoice listing screen can still be searched by clicking on the column header of the field you want to search and typing into the grid.

Accounts Receivable

- New search fields added to the AR Invoice listing for Customer Number, Customer Name, Customer PO and Invoice Number. All other fields on the invoice listing screen can still be searched by clicking on the column header of the field you want to search and typing into the grid.

Credit Card Payments

You can now safely store customer credit card information and authorize and process credit card sales directly from Pilot. The new "Card Payments" option within the AR Invoices screen will allow you to link directly to PayLink credit card processing hosted by MerchantWarehouse¹

Reports

- **Backorder Summary** - New report added to the Sales Order reports. This new report will show open items on sales orders with quantities remaining to ship summarized by month.

Backorder Summary

Cust no.	Customer	Description	Item No	Average Price	Past Due	Feb	Mar	Apr	May	Future	Total
1001	Better Foods Corp.	Creamy Caesar - case	1001	\$20.220000	100	0	0	0	0	0	100
		Creamy Caesar - case	1001	\$20.220000	0	45	0	0	0	0	45
		Customer Total:			100	45	0	0	0	0	0
1004	Lucky Foodmart Inc.	Creamy Caesar - case	1001	\$20.220000	67	0	0	0	0	0	67
		Creamy Caesar - case	1001	\$20.220000	99	0	0	0	0	0	99
		Raspberry Jam - case	1013	\$10.720000	40	0	0	0	0	0	40
		Customer Total:			206	0	0	0	0	0	0
Report Total:					306	45	0	0	0	0	351

- **Shipping Performance** – New report added to the Sales Order Reports. The report summarizes the customer shipping activity for a specified range of dates, customer or items showing the shipments with invoice numbers, requested and actual shipping dates, days early/late and average days.

Shipping Performance

Cust no.	Customer	Invoice No	Item No	Description	Order Amount	Qty Ordered	Ship Amount	Qty Shipped	Req Ship Date	Actual Ship Date	% Total Order	Late Days
1001	Better Foods Corp.	10266	1001	Creamy Caesar - case	101.10	5	20.22	1	12/2/2009	2/11/2010	20.0	71
		10271	1001	Creamy Caesar - case	101.10	5	80.88	4	12/2/2009	2/19/2010	80.0	79
		Total Shipments:	2	Total on time Shipments:	0	Quantity on time:	0	Shipment Amount on time:	0.00	Total Days late:	150	
		Total late Shipments:	2	Quantity late:	10	Shipment Amount late:	101.10	Average Days late:	75			
		Average Days off:	2									

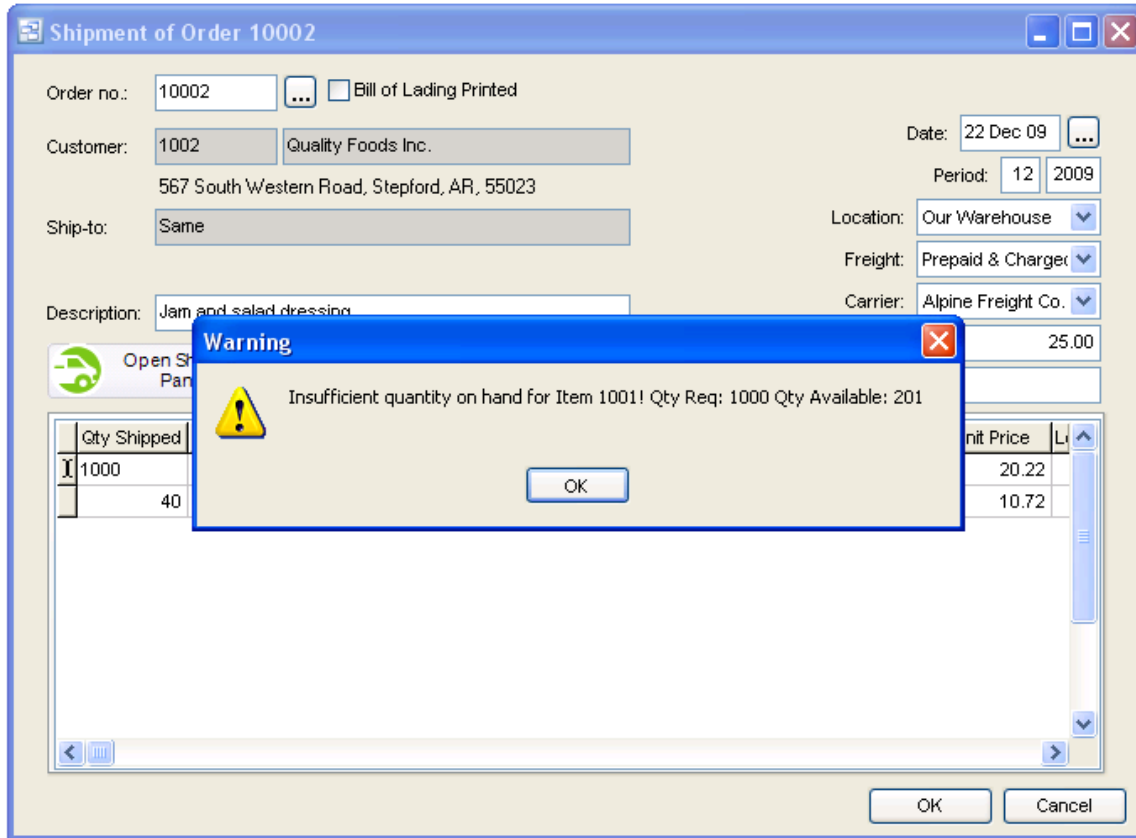
General Programming Changes

- Posted Check numbering issue corrected for printing of multiple checks.
- Problem with Sales Order detail grid corrected when viewing sales order in full screen.

1 – [MerchantWarehouse](#) is a separate company and you must be subscribed to their merchant account solution in order to process credit cards.

General

- New warning messages added to all inventory transaction screens when “Dis-allow Negative Inventory” setting is turned on.



Reports and Forms

- AP Checks have now been added to the Report Designer. You can modify either check form to fit your pre-printed check stock.
- Report filters will automatically close after opening a report.
- Work Order # selection added to the Material and Resource Usage Per Order
- Added the item's lead time to the Quantity Available (MRP) reports. You can now run MRP by Work Order # and optionally display “shortages only”.
- Added a Date Range search to the General Ledger and GL Journal reports.
- The Internet Sales Order form can now be edited through the Report Designer.
- PO Item's unit of measure will now display on the purchase quote.

- Customer terms label on the orders and invoices will now display correctly.

Work orders

- Added the "Hours to Date" and "Hours Remaining" fields to the Routing Tab on the Work Order.
- A new "Release Date" field has been added to the Work Order screen. This will allow you to set the date of release for a work order and will display on the main work order grid.
- An optional Warehouse Location field has now been added to the work order. This will flow through to the inventory Receipts as the default location pull raw materials and receive finished production.
- Location, Qty Received, Qty Remaining, Drawing #, SO Number, Customer Name and other fields added to the main Work Order grid.

Work Order 10002

Order no.: 10002 Work Order Printed Status: On Order

Item: 1002 Creamy Caesar - case 12 x 500 ml Order Date: 01 Nov 09

Revision: B Drawing No.: dwg83940 Requested Receipt: 09 Nov 09

Customer: 1001 Better Foods Corp. Quantity: 200

Sales Order: SO2839 Purchase Order: PO67838 Qty Received:

Project Number: Qty Remaining: 200

Release Date: 31 Dec 09

Location: United Storage

Comments:

Materials Routing Documents

Line	Item no.	Description	Quantity	Waste %	Qty to Date	Qty Remaining
1	1026	Non-Fat Grated Parmesan Cheese (Kg)	300	5		300
2	1024	Non-Fat Plain Yogurt (L)	700	5		700
3	1025	Egg Yolk (L)	40	5		40
4	1021	Worcestershire Sauce (L)	14	5		14
5	1023	Dijon Mustard (L)	24	5		24
6	1027	Minced Garlic (Kg)	20	5		20
7	1022	Anchovy Paste (L)	20	5		20

Notes for item 1026 Print this items notes on work order

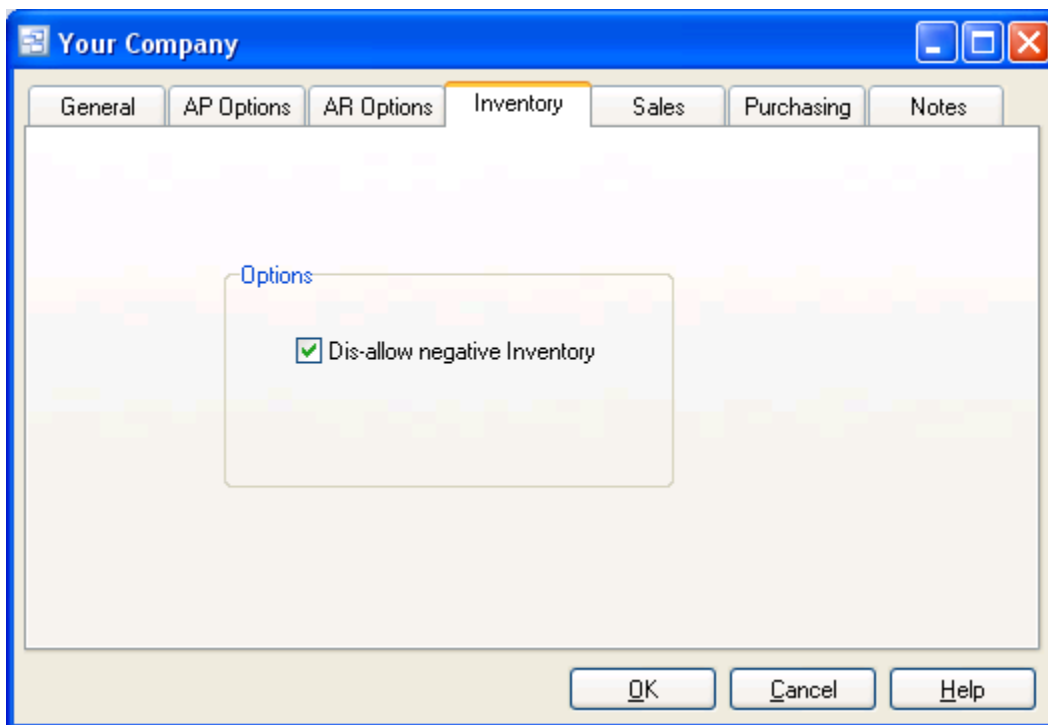
OK Cancel

General

- Item Wildcard search has been moved to accommodate screen resolution below 1280 x 800.
- Refresh button will now work on the wildcard search.
- Report Generation filters will no longer stay open after generating the report.

Inventory

- A new setting “Dis-allow Negative Inventory” under the System Setup | Your Company menu will now allow companies to prevent their inventory from going negative within Pilot ERP. The user will receive a warning message if the quantities they are using or shipping are not available.



MRP

- The Inventory Item's "Lead Time" has now been added to the Available Quantity (MRP) reports.
- New filters will allow you to run the report to show only those items with Shortages and by Work Order to determine shortages for specific jobs.

Work Orders

- Work Order Routings will now show the time charged against the work order to date as well as the remaining time scheduled on the order.
- A new "Release Date" field has been added to the work order to show when the order was released for production.

Work Order 10003

Order no.: Work Order Printed Status: ▾

Item: Italian Herb - case 12 x 500 ml ▾ Order Date: ...

Revision: Drawing No.: Requested Receipt: ...

Customer: ▾ Quantity:

Sales Order: Purchase Order: Qty Received:

Project Number: Qty On Order:

Comments: Release Date: ...

Materials Routing Documents

Seq	Description	Hours	Work Center	Hours to Date	Hours Remaining
1		0.75	Mixing machine	0.375	0.375
2	Mixing	0.75	Junior technician	0.375	0.375
3		1.25	Packaging Machine	0.625	0.625
4	Packaging	1.25	Junior technician	0.625	0.625
5	Supervision	0.25	Senior technician	0.125	0.125

Notes for resource Mixing machine Print this routings notes on work order

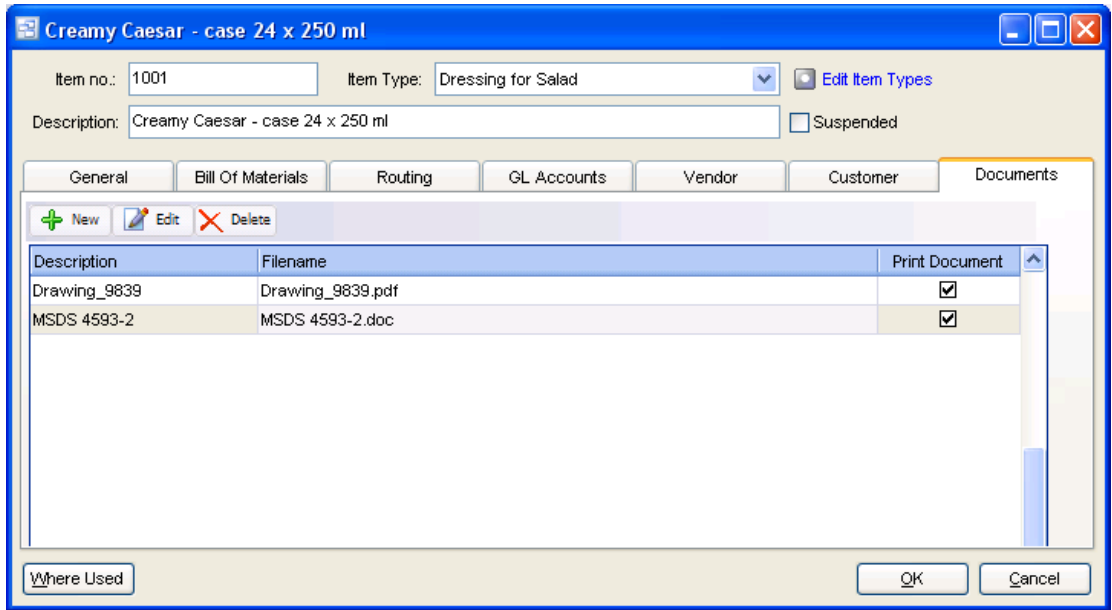
OK Cancel

Sales Orders

- Sales Orders printed from the Internet Orders screen can now be edited.

Linked Documents

- You can now link documents and images to your Inventory Items, Customers and Vendors. The linked documents will optionally print when the Sales Order, Shop Traveler or Purchase Order forms are printed. Users will be able to view the linked documents on screen directly from within the SO, WO or PO. This will save time locating documents, images or drawings associated with the item, customer or vendor.



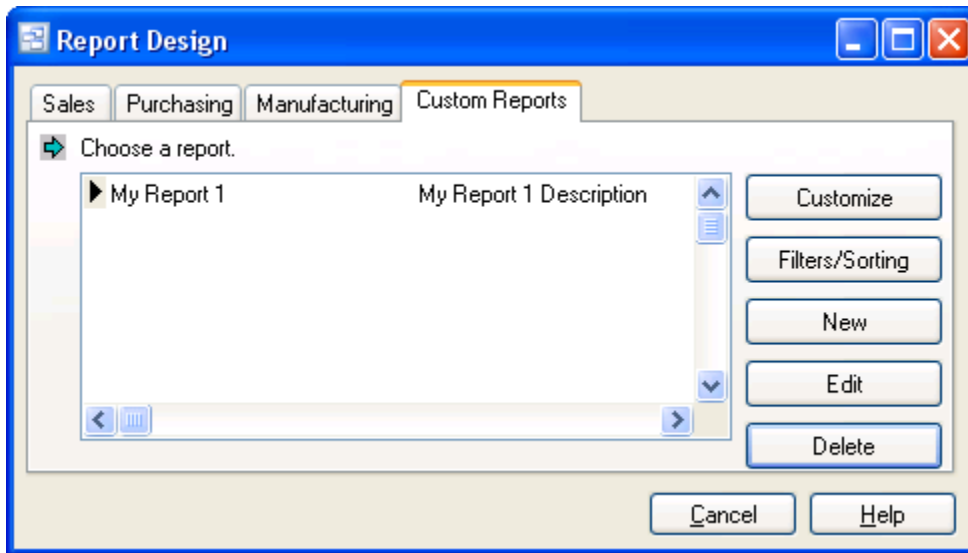
Accounting

- The Invoice Date, Due Date, Original Amount and Amount Remaining will now show on the drop down menu for selecting invoices when entering AP and AR Payments.
- New GL Journal Report under the Accounting – Reports section. This report will allow users to view a full listing of all posted GL transactions for a specific date range. You can also filter the report by journal type. For example, you could print a listing of all transactions from AP Checks on a certain day by selecting Cash Disbursements and the date. The Journal types available in this report are:

Journal Type	Source	Description
Cash Receipts	AR	Customer Payment
Cash Disbursements	AP	AP Checks
Sales	AR	AR Invoices
Purchases	AP	AP Invoices
General Journal	GL	Journal Vouchers

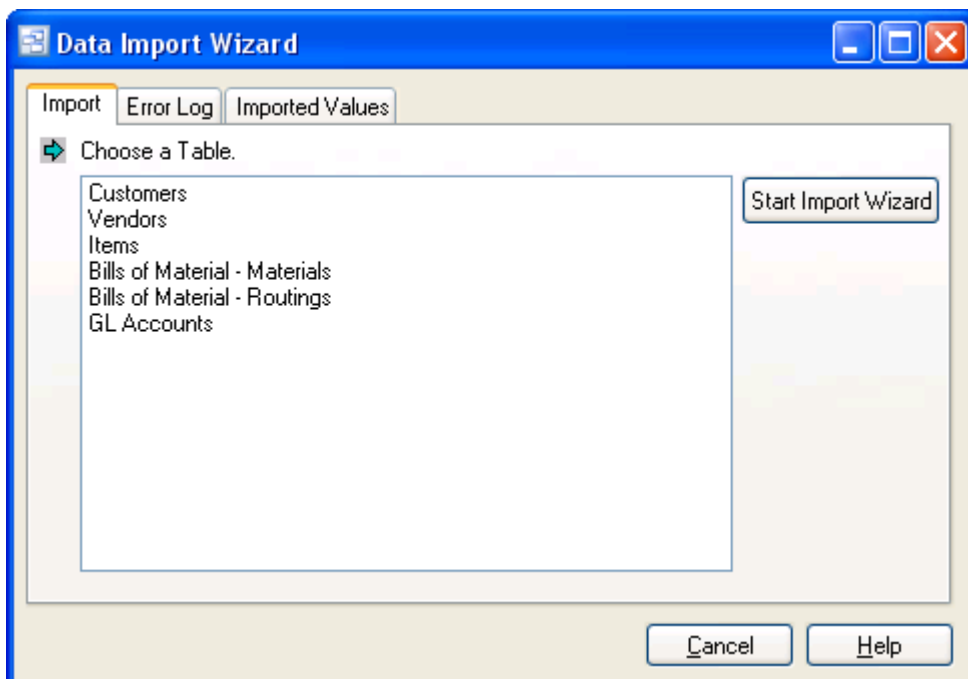
Custom Reporting

- A new custom reporting feature has been added to the Setup – Report Designer which will allow you to quickly generate your own custom reports. These reports can be run by any user through the Reports – Custom Reports menu.



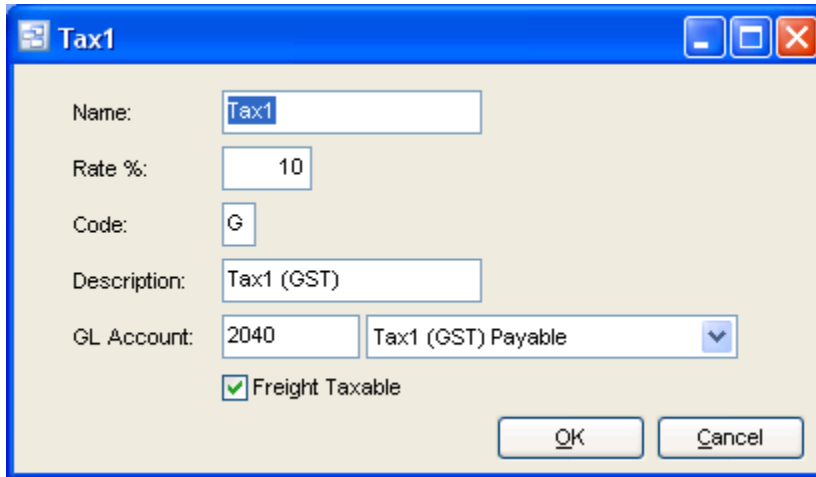
Data Import

- A new Data Import Wizard is available under the Setup menu which will allow you to easily import your Inventory Items, Customers, Vendors, Bills of Material and GL Chart of Accounts. Detailed information on importing your data can be found in the Help under System Setup.



Taxes

- A new option has been added to tax codes within Pilot ERP which will allow you to specify whether the tax should apply to freight charges on the AR Invoice. Check this option if you would like the tax to calculate on freight.



The screenshot shows a dialog box titled "Tax1" with the following fields and options:

- Name: Tax1
- Rate %: 10
- Code: G
- Description: Tax1 (GST)
- GL Account: 2040 (with a dropdown menu showing "Tax1 (GST) Payable")
- Freight Taxable
- Buttons: OK, Cancel

Pricing

- A new "Lot Charge" pricing field has been added to the sales order line items which will allow you to override the unit price calculation on the sales order and enter a fixed price for the line.

Bills of Material (BOM)

- A new report was added to the Inventory Reports section which prints a consolidated inventory listing showing the total quantity of each material item in your multi-level bills of material. This will allow you to see the total quantity of materials required to produce an item on one report.

Inventory

- A new "Wildcard" search has been added to the Inventory items screen. This search function will allow you to type in part of the item's description for which you are searching and the inventory grid listing will show only those items which contain the text you type. This provides a good way to search for similar items when updating or adding inventory items.

Sales

- New "Status" field added to the Sales Quote and listing. Allows you to enter a custom status for the Quote.
- A new "Item Number" search field has been added to these reports.
- Shipping address will now copy to AR Invoice.

Work Orders

- You can now enter a work order for an item that does not have a bill of materials and save it without adding materials or routings. This is useful if you are creating a new or custom item and do not have enough information to enter the BOM at the time you create the work order.

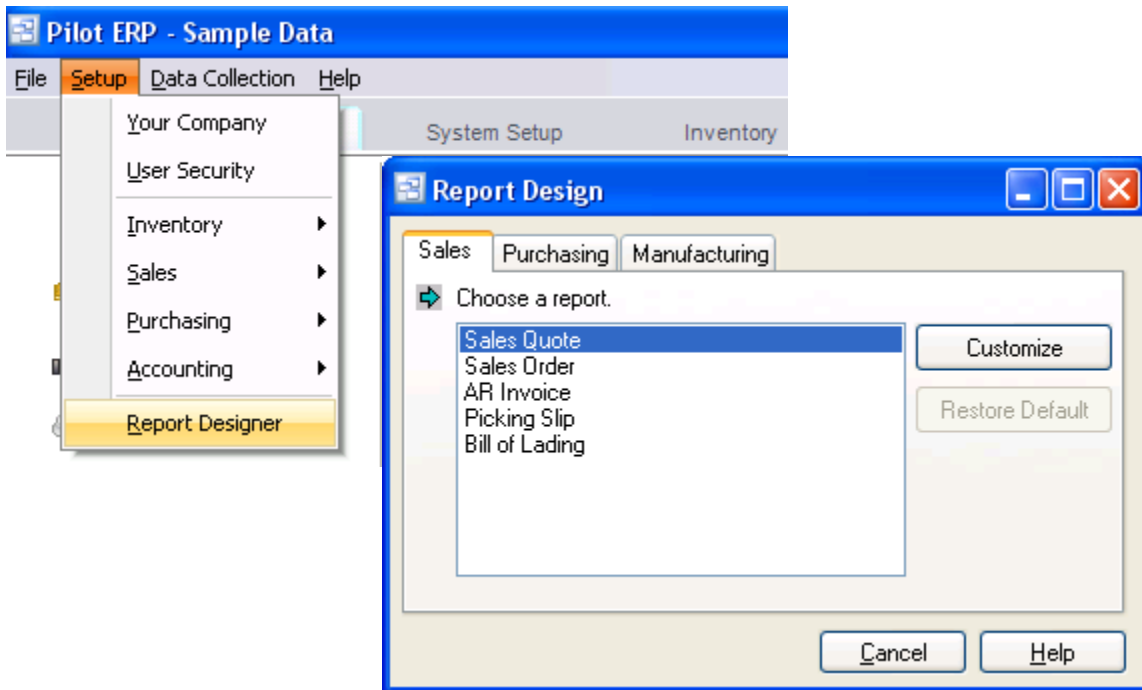
Purchase Orders

- A new PO Validation button has been added to the AP Invoice entry screen which allows users to review the receipts against a PO when entering the AP Invoice.

Report Designer

- The main feature of this build is a new Report Designer which will allow you to edit your Sales Orders, Pick List, Bills of Lading, Invoice, Purchase Order and Shop Traveler to almost any format you need.

This new function is accessed through the **Setup – Report Designer** menu.



- Select the form you wish to edit and click on the Customize button. This will open the report editor window where you may edit existing text labels, add your own text, images or database fields.
- Make changes to the form by simply dragging the fields to where you want them to print or add fields with the easy to use toolbar.
- Save your customizations and they will print for every user.
- You also have the ability to revert to the default form if you decide you want to abandon any changes you have made.

Report Designer Preview

C:\Program Files\Pilot ERP\Forms\QuoteReport.qr 2

File Edit View Report Help

10 B / U

Salesperson: [Salesman]

Sold To		Ship To		Quote no.	
CustomerName	[CustomerNo]	SameName		OrderNo	
AddressLine1		ShipToAddressLine1		Quote Date	
AddressLine2P		ShiptoAddressLine2P		OrderDate	
AddressLine3P		ShiptoAddressLine3P		Req. Ship Date	
AddressLine4P		ShiptoAddressLine4P		RequestedShipDat	

Order Description		Freight	
Description		FreightName	

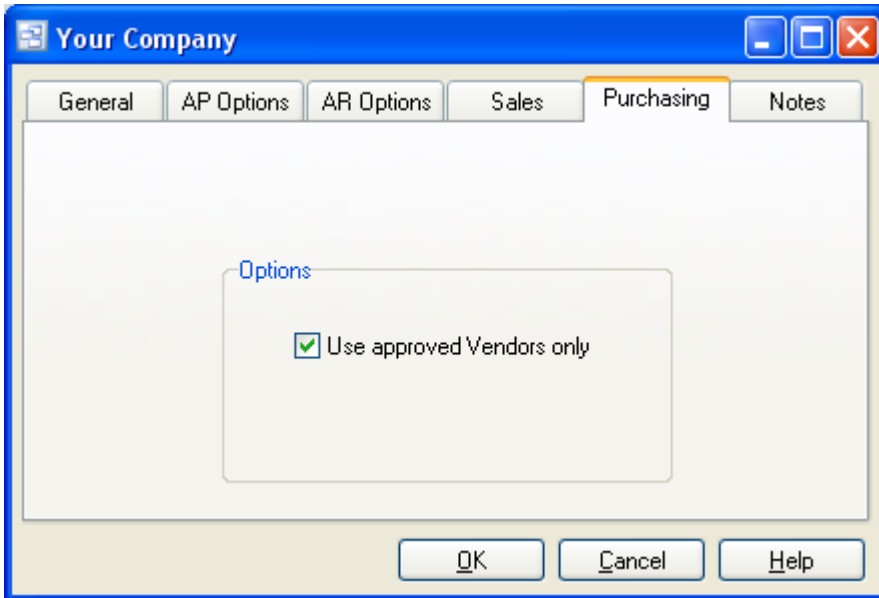
Notes

PO No.	
PurchaseOrderNo	
Project Number	
ProjectNumber	

Qty	Order	Item no. & Description	ReqShipDa	Unit Price	Tax	Extension
De	QtyOrder	ItemNo		UnitPrice	App	ExtAmount
Sub Detail						
		ItemOvDescion				
Child						
ChildBand1		UserDescription				
ChildBand2		Customer Reference: [ISOrdDet.CitemNo+ +ISOrdDet.CitemDescrip...				
ChildBand3		Item Notes				
Child						
Foot						
		Subtotal		Subtotal		
		Tax1DescriptionRate		Tax1Amount		
		Tax2DescriptionRate		Tax2Amount		
		Shipping		FreightAmount		
		Order Total		OrderAmount		
				CurrencyName		
Group Footer				Terms	Terms	
Page		CompanyNamewithTaxNo				
Page		FullAddress				

Purchasing - Approved Vendors

- We've added a new setting under the *Your Company | Purchasing* tab called "Use Approved Vendors Only" that will allow you to select whether you may choose from ALL inventory items when entering a PO or only those items assigned a vendor item number. If the option below is unchecked, a vendor item for "All Vendors" is automatically added to your new items. If it is checked, you can only purchase items which are set up with a vendor in the Vendor Items screen under Purchasing.



AR Invoices

- You may now edit the Freight amount and Description on invoices generated from shipments BEFORE they are posted.

Posting

- All posting screens have been changed to allow you to select individual Shipments, AR Invoices and AP Invoices. You may also still post all printed and un-posted invoices.

Customer and Vendor Terms

- A new "Terms Description" field has been added to the Vendors and Customers under the terms section on each. If anything is entered into that new field, it prints on the Quote, Order and Invoice for the customer and on the PO Quote and PO for the Vendor instead of the system generated terms.

AR Invoices

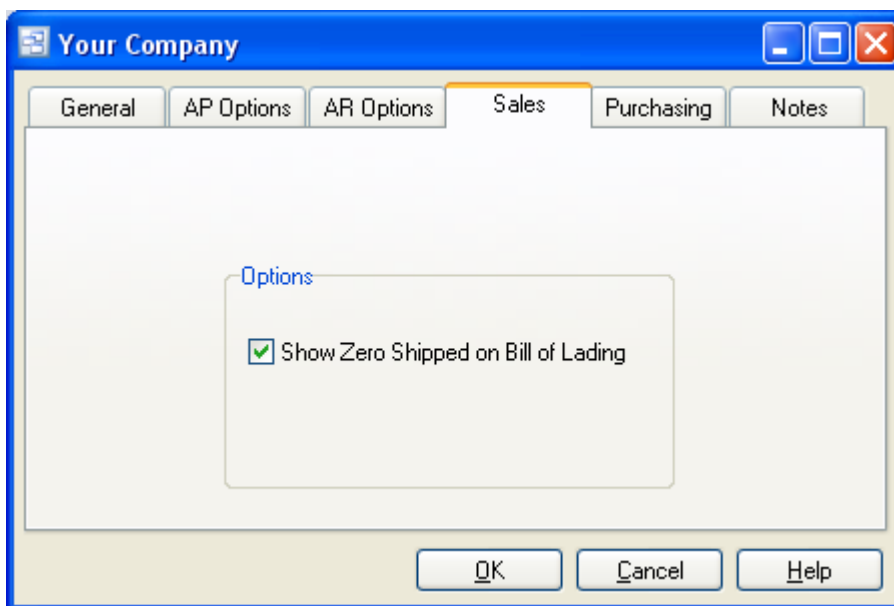
- The Sales Order Number and Customer PO Number have been added to the AR Invoice screen. The fields will automatically populate for invoices generated through sales order shipments. You can now easily look up invoices by the original SO number or Customer PO number.

Customer and Vendors

- A new DEFAULT “Carrier” selection has been added to the Customers and Vendors below the default freight method. If you assign a default carrier to the Customer or Vendor, that will automatically carry over to new Sales Orders and Purchase Orders respectively.

Bill of Lading

- We also added a new option to prevent items that did not ship (zero qty) from printing on the Bill of Lading. This new option is called “Show Zero Shipped on Bill of Lading” in *Your Company – Sales*. Un-check this option if you want to prevent those zero qty lines from showing on the Bill of Lading.



Orders

- The line number for items on Sales Orders, Quotes and PO's now displays and we have also added the ability to change the order of the lines. Two new buttons will allow you to insert lines wherever needed.

Back Orders by Item report

- We have edited *Backorders by Item* report to show a running balance of inventory for scheduled shipments - “On Hand Remaining”, the expected ship date of the item - “Exp. Ship”, and the requested shipment date by the customer - “Req. Ship” fields from sales orders. There is also a new date range search for the Required Ship and Expected ship dates.

PO Inventory Receipts

- There are three new “Additional Cost” fields on the Inventory Receipts screen which will allow you to add freight costs to the inventory receipt averaged into the each item you are receiving.

Release Notes – Version 1.3.8 7/16/09

- **Bills of Material Cost rollup** (Manufacturing – BOM screen)
This new feature will allow you to have Pilot ERP total the Standard Costs for material and labor routings up through all levels of the bill of material. The utility will then update the Standard costs for the parent item number and all its related subassemblies in inventory.

The Standard costs can be used to compare against actual work order costs and to estimate profit margins for products. The cost rollup should be run any time significant changes are made to purchased material costs, work center rates or the components and quantities on the BOM.
- **Standard Cost Update** (Manufacturing – BOM screen)
Use this utility to automatically update your purchased components Standard Cost with the current Average Cost. After running the Standard Cost update, we recommend also running the BOM Cost Rollup so that the Standard Costs of your manufactured products and assemblies reflect the changes to the component costs.

Release Notes – Version 1.3.6 7/2/09

- AR and AP invoices now have a reversal option.
- Shipment tracking number can now be edited after the shipment has been posted.
- A new “Where Used” inquiry has been added to Items and under the Inventory reports section. Right click on an item and select the where used option or open the item card and click on the where used button.
- New Project feature added which will allow the following transactions to be charged to a Project for reporting. A Project Register report has been added to the General Ledger Reports section. The Project field has been added to these screens:
 - a. Sales Quotes
 - b. Sales Orders
 - c. Work Orders
 - d. AR Invoices
 - e. AP Invoices
 - f. Purchase Quotes
 - g. Purchase Orders
- Issue with copying notes from Sales Orders has been corrected.
- Added a Date selection to the General Ledger report.

Release Notes – Version 1.3.5 6/1/09

- Added the Reference field to the Bill of Material screen of the Item. It prints on the BOM and the Shop Traveler.
- The system now asks if you want to save unbalanced journals. You can then recall them and complete it. These unbalanced journals will not post.
- Added a Date range selection to reports in addition to period.
- Added a second check format for Canadian checks. Setting under the *System Setup – Your Company – AP Options* screen.
- Changed the column label to read Item no & Description on the Quote/Invoice and Order Summary

Release Notes – Version 1.3.0 5/20/09

- Improved Shop Traveler document for Work Orders. Now has bar coded routings and has been updated to reflect changes to work centers.

Release Notes – Version 1.2.12 5/11/09

- When entering a new inventory item, prices and vendors can now immediately be entered for the item without having to save and exit first.
- Added Purchased, Sold, Manufactured and Material option checkbox to Item screen.
 - Purchased – Inventory Item can be entered on a Purchase Order.
 - Sold – Inventory Item can be entered and shipped on a Sales Order.
 - Manufactured – Work Order can be generated for the Item.
 - Material – Inventory Item is a purchase or sub-assembly item that can be entered as material on another item’s Bill of Material.
- Work Orders can now be generated directly from a Sales Order. This will present a popup with Items that are NOT marked as "Complete" and are Manufactured items.
 - 3 ways to launch, from the Sales Orders:
 - “Create WO” button on main toolbar
 - Right-click on order and select “Create Work Order”
 - From the sales order itself, there's a “Create Work Order” button
 - Item No, Quantity, Customer, Sales Order No and Purchase Order No are copied into a new Work Order
- Added the Invoice description field to the Customer details – Invoice tab to help identify the invoice when looking at history for a customer.
- Added line item notes to Purchase Order and Purchase Quote.

- New option to post un-printed invoices added to the AR Invoice posting screen.
- Lead Time field added to inventory item detail screen.
- User defined freight methods can now be entered under the System Setup menu. The default freight method can now be assigned to Customers and Vendors and will automatically be added into new Sales Order and Purchase orders respectively.
- Added a new GL account code option to the Vendor screen which will allow a user to define the default account to be used when entering AP Invoices.
- Altered the printed Sales Order form to allow for item numbers up to 20 characters.

Release Notes – Version 1.2.3 3/20/09

- Added new Work in Process (WIP) report to Manufacturing Reports which shows the remaining amount of material and labor charged to open work orders.
- Added new fields to Work Order screen:
 - Header**
 - Qty Received – shows the qty of product received on the work order to date.
 - Qty On Order – shows the qty of product remaining on the work order.
 - Materials**
 - Qty to Date – shows the qty of material issued to the work order to date.
 - Qty Remaining – shows the qty of material remaining to be issued.
- Added new Check Register report to Accounting reports.
- Added an AP Check preview function
- Enabled printing of a single AP Check
- Multiple Ship-To Addresses can now be added to customers, and a default Ship-To Address can also be specified
- Salesperson can now be specified on Quotes/Orders
 - Copies Default from Customer
 - Prints on Quote/Order
- Main grids for Quotes & Orders can now be sorted by Salesperson
- Associated modifications made to Sales by Salesperson Report
- Items Notes now copy into and print on the Quote & Order

- New company creation allows company names up to 60 characters
- Corrected an error totaling AR Invoices
- Purchase Quote now says "Quote Request"

Release Notes – Version 1.2.0 1/21/09

- Added additional search and sort capabilities to the display grids as well as increased speed on lookups.
- Second description line added to Items for additional searching and display on Quotes, Sales Order Acknowledgements, Invoices and Purchase Orders.
- Customer part reference added to Inventory Items with the ability to search by Customer part numbers. Customer part numbers will now display on Quote and Sales order Acknowledgement.

Release Notes – Version 0.3.10 11/4/08

- Changed "Packing Slip" to "Picking Slip"
- Added Expected Ship Date to Sales Orders & Quotes
- Added a Data Collection menu option
- Deployed bar codes for Items, Sales Orders and Work Orders
- Made changes to the Demo product license logic

Release Notes – Version 0.3.10 11/4/08

Manufacturing

-
- Added MRP availability drill down to Manufacturing module
 - New Bill of Materials screen added
 - Displays both Material and Resources on one screen with quantities and costing

General

- Addressed issues with units-on-hand being updated correctly from Inventory Adjustments, Shipments and WO Receipts.
- Updated and improved the DBISAM database engine.

Release Notes – Version 0.3.7 8/25/08

Sales Orders

- Sales Order Acknowledgement preview and print added.
- Subtotal corrected and now does not include Freight charge
 - AR Invoice
 - Sales Invoice Register report
 - Quote
- Convert from quote to order will now refresh Sales Orders listing.

Release Notes - Version 0.3.6 8/7/08

Bill of Materials

- Notes can now be added to Work Centers and Routings.
- We've included an option to also add notes to the Bill of Materials and Routings at the item level. Those notes now copy to Work Orders, and can also be edited at the Work Order Level.

Manufacturing & Accounting

- The Work Order Print and Item Materials and Resources List have been enhanced to display their respective notes fields.
- Edited various menu options to industry standard naming conventions, such as changing "Manufacturing Orders" to "Work Orders", "Bank Book" to "Bank Accounts", etc.