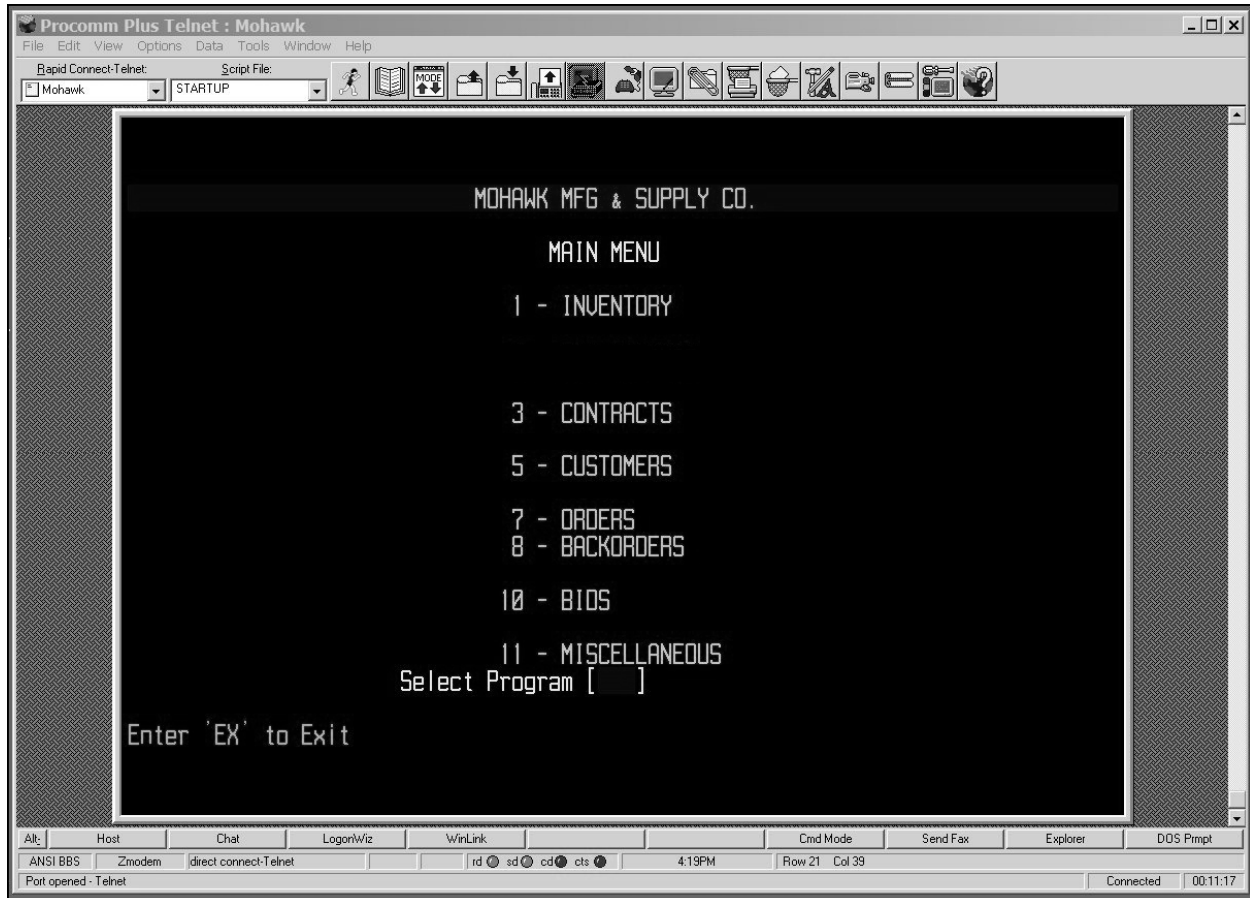


Getting Started

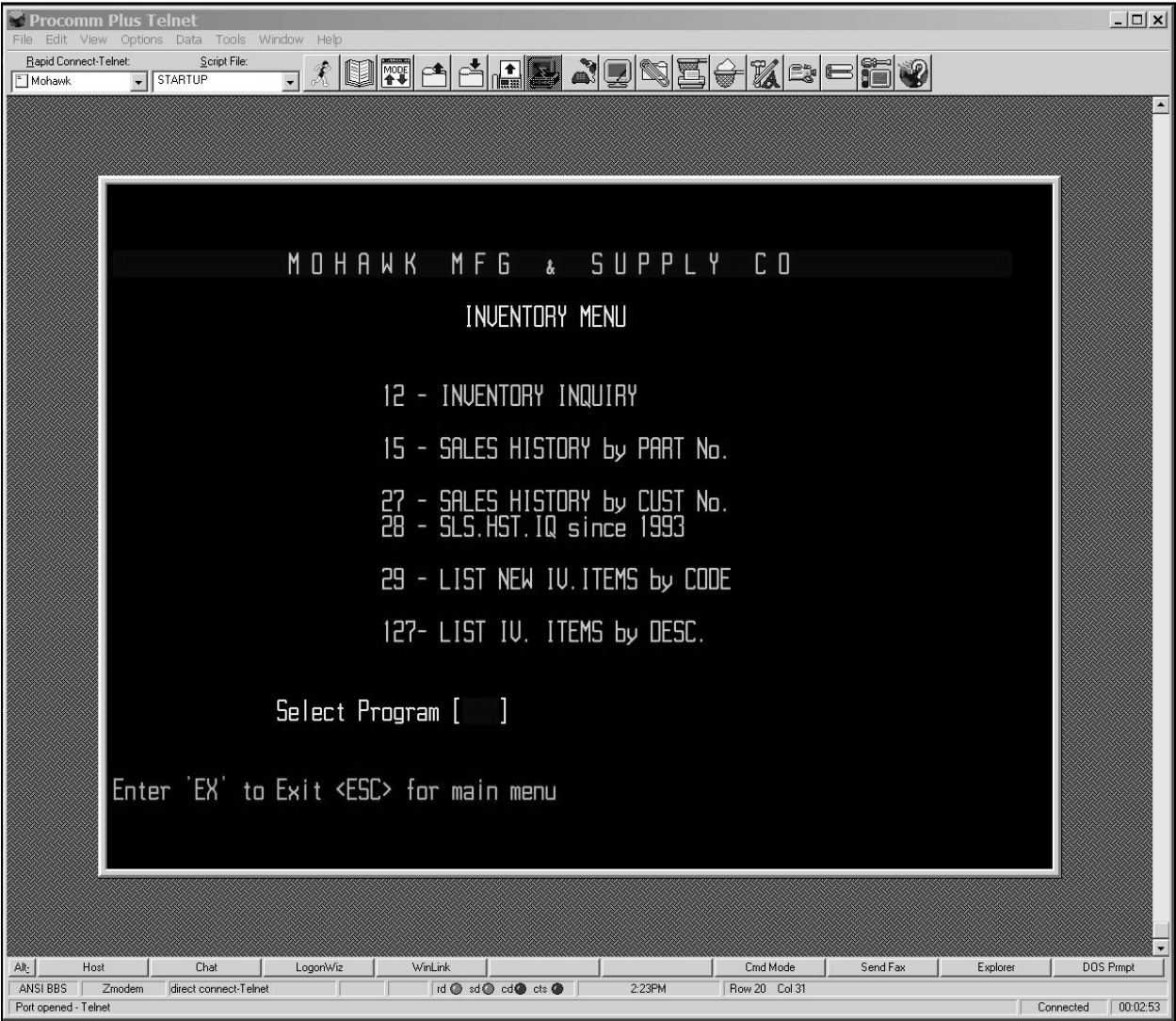
Once you log in, you will see the familiar menu screen as shown below. Almost every function can be separated into seven categories: inventory, interchange, contracts, customers, orders, backorders and bids.



If you type in a number from the above list, you will see a sub-menu of functions related to the category. Don't worry; some functions that fit into more than one category are listed more than once.

The Inventory Menu

The inventory menu lists a number of functions related to parts information.



Option.....	Program	Page
12.....	Inventory Inquiry	3-10
15.....	Sales History by Part No.....	8
27.....	Sales History by CUST No.	11
28.....	Sales History Inquiry since 1993	11
29.....	List New Inventory Items by Code	12
127	List Inventory Items by Description.....	12

Inventory Inquiry

The program you probably use most is the inventory inquiry, which is program 12.

- Type 12 from any menu screen to access inventory inquiry
- To pull up a part record, type in the part number and press F10.

Procomm Plus Telnet - Mohawk

Part 2023171 Code: GMC New: N Price US 13.300
 Desc: WIPER(HARD CHAM) Prd Cd: 10 NuPr US 11.970
 Use No.: PNU: OOE: 2 PriceCAN 20.620
 Intrchg: Stock: Y Kit: 2 NuPr CAN 18.560
 Locat: WF15B Surp: CZESIU WLock: X Avg. Pr: 18.560
 P.I.S.: Y Wght: .790 Origin: 5A BsrCst: 18.560
 P.O.No On Ord Order Dt Est Deliv Inventory Quantity On Hand

Cmts: RWL#1244Q1473 RR WHEEL BAG INNER OIL SEAL TOT=> 10480

PURCHASE INFORMATION Latest

Vendor: D.M.: L.T.Wks: 25 Sch. B/D.:
 Cost: Revis: C Confirm: 0 Tot. B/D.:
 S/D: P.Lock: N Inspect: Y Tot. Ord.:
 Instr.: U S A G E Min. Qty.: 2577
 Remarks: Year TOT: 5524
 UdrPart Pckgd: ICN Pru. Year: 8326
 P.P. Year: 5811

Inventory

or Leave Press <F1> for Next Item or <ESC> to Exit r HELP

'X' indicates an inventory lock

Origin Code. 5A means domestic.

Stocking Item

Product Code

Kit Code
1 = It is a kit or assembly
2 = It is part of a kit

Product Information Sheet is available for this part

Additional information on this part, especially adding to description or application

Minimum Qty

Lead time in weeks

Units per package

This indicates this part is made off of a Mohawk drawing. (It's on Revision C.)

Supercessions

When a part has been superceded, you will see a screen like this. It is easy to get to the newer part

- Press F9 whenever a “Use No.” is associated with a part record
- When a part is no longer available but has been superceded, “USE” appears in the “PNU” field. This means any orders or bid requests for this part number are automatically referred to the new part number.

Part 2449224 Code: GMC New... N Price US
 Desc... BUSHING Prd Cd: 20 100C... NuPr US
 Use No.: 723330 GMC PNU... USE 100C... Prc 2 US
 Intrchg: Stock: N Kit... PriceCAN
 Locat... Surp: IvLock: N Avg Pr: NuPr CAN
 P.I.S... Wght: Origin: 18syrCst Prc 2CAN
 P.O.No On Ord Order Dt Est Deliv Inventory Quantity On Hand

Cmts: PURCHASE INFORMATION Latest TOT=>
 Vendor: D.M... L.T.Wks: Sch B/O.:
 Cost... Revis: Confirm: 0 Tot B/O.:
 S/O... P.Lock: N Inspect: Tot Ord:
 Instr: U S A G E Min Qty:
 Remarks: Year TOT:
 UdrPart Pckgd: Prv Year:
 P.P. Year:

or Leave Press <F1> for Next Item or <ESC> to Exit r HELP

- In the case of the screen on the bottom right, the original part number is still available, but an alternative part is available. Usually, this means that the original part will be sold out and discontinued, but check the notes in the inventory lock and the comments. Again, you can look at that part record by pressing F9. However, a customer ordering the original part number will only receive the original part number.

Part 8929878 Code: GMC New... N Price US 16.740
 Desc... THERMOSTAT Prd Cd: 1 100C... NuPr US
 Use No.: 23532436 GMC PNU... USE 8/13/96 Prc 2 US 15.870
 Intrchg: Stock: Y Kit... PriceCAN 25.950
 Locat... F15A Surp: IvLock: X Avg Pr: NuPr CAN
 P.I.S... Wght: 502 Origin: SA 18syrCst Prc 2CAN 23.360
 P.O.No On Ord Order Dt Est Deliv Inventory Quantity On Hand

Cmts: FP 190' PURCHASE INFORMATION Latest TOT=> 96
 Vendor: D.M... L.T.Wks: 8 Sch B/O.:
 Cost... Revis: Confirm: 0 Tot B/O.: 9
 S/O... P.Lock: N Inspect: Y Tot Ord:
 Instr: U S A G E Min Qty: 91
 Remarks: Year TOT:
 UdrPart Pckgd: Prv Year: 547
 P.P. Year: 540

or Leave Press <F1> for Next Item or <ESC> to Exit r HELP

Items on Order

When an active item is on order, you will see information in the middle left of your screen. In the case of this item, 69 pieces are still open on a purchase order Mo-hawk issued on Oct. 18. The order was due Dec. 27.

[illegible]

- Bring up part record.
- Press “P” to display product code key
- Note what the product code tells you about a part.



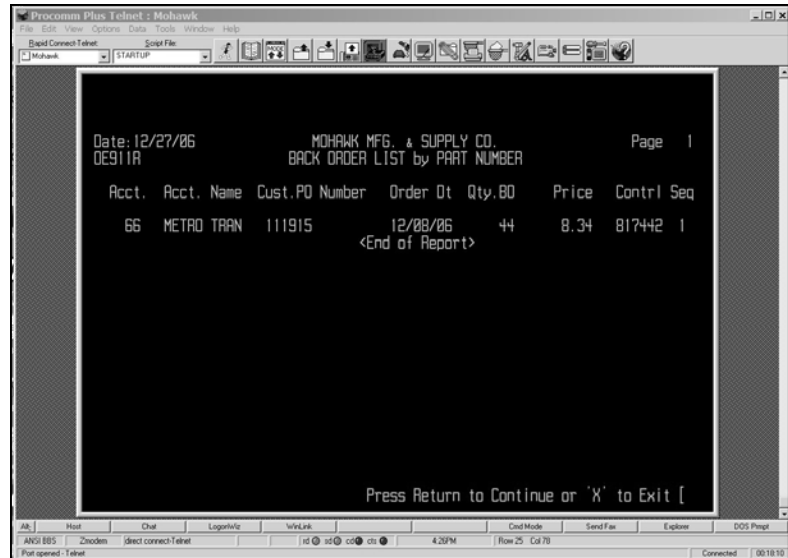
When an “X” is in the inventory lock field (lvLock), it means that customer-specific information needs to be considered prior to completing the sale.

- Press F7 when you are looking at any part that has an “X” in the inventory lock field.



Backorders

- Press F12 if a parts record indicates backorders.
- Press “S” if you want to see scheduled backorders (time-release backorders) only. Press “R” for regular backorders.
- Note the PO number and the control number, as both numbers will be very useful when making other inquiries.
- **Note:** Items on contract are not included in the backorder list.



Pending Orders

- Press F5 with a part record on the screen.
- If you have any pending orders that involve this part, you will see it appear on the screen. A “pending” order is an order that has a printed packing slip and is awaiting shipment.



In this case, C&J Bus has ordered 2 pieces of the 8G-28-8, but it has not invoiced or shipped yet. This function works with program 89, which would list the pending orders by customer number.

Sales Inquiry By Part Number

This is also the same program as program 15. The only difference is that in program 15, you need to type in the part number on which you want history.

- Press F8 with a part record recalled.
- Choose “Y” to see detail or “N” to see no detail in the parts history. If you choose no detail, your history will appear like the screen on top. A detailed history will appear like the screen on bottom.
- Type in a month and year if you want to see history *after* a particular date. (Example: sales of a part since the start of 2007).
- Type in a customer account number to see just that particular customer’s sales.

You can access all sales history as far back as Jan. 1, 2002 by using this function. You will be able to see older history by going into other programs, which we will discuss on page 11.

Microsoft Windows [Version 4.00] Copyright (c) 1985 Microsoft Corporation

Procomm Plus Telnet: Mokuwa

Send Break Ctrl+Break Script File Startup

Modem: STARTUP

Detail Y-N: N PARTS SALES HISTORY

Part No....: G1005934-A

Code.....: GMC Mo/Yr....: 00/00 Customer.: Report? Y/N.: N

Date	Ref.No	Cust Nm	Qty	Bal	Date	Ref.No	Cust Nm	Qty	Bal
1/03/82	1336	LCS COACH	4		10/06/03	626	KEYLINE	2	
2/06/82	413	SOUTHWEST	1		10/31/03	233	LORENZ BU	1	
2/22/82	1421	BURLINGTO	1		3/05/04	1071	C & J BUS	1	
4/18/82	519	U1GT S B	4		3/16/04	1101	COACH CRA	8	
11/13/82	663	ROBINSON	2		5/18/04	626	KEYLINE	2	
11/27/82	233	LORENZ BU	2		8/25/04	1101	COACH CRA	2	
12/10/82	201	HUFFMAN T	2		9/20/04	626	KEYLINE	1	
12/20/82	626	KEYLINE	2		9/30/04	626	KEYLINE	1	
1/09/03	1101	COACH CRA	1		10/06/04	626	KEYLINE	1	
1/21/03	442	ST CLOUD	2		12/13/04	626	KEYLINE	8	
6/06/03	663	ROBINSON	1		5/19/05	1071	C & J BUS	1	
7/30/03	602	LAKEVILLE	2		5/27/05	1071	C & J BUS	2	
8/26/03	663	ROBINSON	1		5/31/05	1071	C & J BUS	1	
8/27/03	663	ROBINSON	1		6/03/05	218	FIVE SEAS	3	
9/16/03	233	LORENZ BU	4		6/06/05	218	FIVE SEAS	1	

Select Previous or Next Page P/N []

HISTND PAGE 01

Microcom Plus Technical Support
 File Edit View Options Tools System Help
 Rapid Connect Tablet Script File
 Mchawk STARTUP

Detail Y-N: Y PARTS SALES HISTORY
 Part No...: G1085934-A
 Code.....: GMC Mo/Yr...: 06/06 Customer.: 1071 Report? Y/N.: N

Date	Ref.	No	Cust	Nm	Qty	Bal	Control	Inv #	Cust P.O. No.	Price
5/16/06	1071	C & J	BUS		2		800546	753271	MC8989	59.470
7/11/06	1071	C & J	BUS				802900	755097	MC12359	59.470
7/13/06	1071	C & J	BUS				803178	755369	MC12642	59.470
8/02/06	1071	C & J	BUS				805072	756081	MC15730	59.470
8/10/06	1071	C & J	BUS				805004	757527	MC16943	59.470
9/25/06	1071	C & J	BUS				807265	758735	MC19169	59.470
9/26/06	1071	C & J	BUS				807352	759035	MC19350	59.470
10/06/06	1071	C & J	BUS				811272	761647	MC26124	59.470
10/13/06	1071	C & J	BUS				811936	762489	MC27940	59.470
11/03/06	1071	C & J	BUS				814089	763283	MC30712	59.470
11/10/06	1071	C & J	BUS				814754	764738	MC32163	59.470
11/21/06	1071	C & J	BUS				815636	765481	MC33367	59.470
12/27/06	1071	C & J	BUS				818772	767957	MC37950	59.470

Select Previous or Next Page P/N []
 HST1NQ PAGE 01

ABE Host Chat Logutilty VxLink Cmd Menu Send File Explorer DOS Prompt
 AKG BBS Zmodem (direct connect Tablet) [x] @ [x] cd [x] [x] 4:38PM [Row 23 Col 4] [x] [x]

Bid Inquiry By Part No.

- Press F4 with a part number up.
- Limit results to after a certain date or to a certain customer.
- At the top right is the tally of bids that we won versus the bids we lost in your territory.
- If bid results are available, you can see the low bidder and the low bidder's price to the right of our bid price.

Procomm Plus Telnet - Mohawk

File Edit View Options Data Tools Window Help

Rapid Connect-Telnet Script File

Mohawk STARTUP

B I D H I S T O R Y										Sold YTD:
Part #...:	2023171	Cust #:		Mo/Yr.: 00/00	Apt ? Y/N:N	Bids YES:	12	Bids NO:	266	
Code....:	GMC									
Cust	Open Dt	Qty	Price Acvd	LowBidr	BdrPrice	Comments				
20 D	8/06/2003 C	12	7.170	Y						
20 D	1/18/2005 B	36	6.720	N						
20 D	10/24/2005 B	36	5.380M	N						
20 D	2/13/2006 B	60	5.160M	N						
20 D	5/15/2006 B	80	5.160	N						
66 D	2/18/2005 B	30	8.680M	N						
193 D	10/09/2006 B	6	8.300M	N						
446 E	10/05/2005 B	5	7.180M	N	NEO	2.60				
446 E	12/28/2005 B	5	6.930	N	MC1	3.990				
446 E	3/02/2006 B	4	5.160	N	MUN	2.590				
446 E	6/14/2006 B	4	7.300M	N						

=====

Select Previous or Next Page P/N []

BIDING

PAGE 01

Kit Information

- If a part record has a “1” in the Kit field, it means it is an assembly.
- Press “K” to view the components in the kit.
- This screen will show you the components, the ratio of each component to one kit, and the number of pieces of each component on hand.

```

Date: 01/04/07      MOHAWK MFG. & SUPPLY CO.      Page 1
KIT1955             KIT MASTER FILE LIST

CD Kit Number      Code Component      Code Seq Desc.      Ratio  OH  Loc.  AR#

1  G1005934-A      GMC                               LINK (4")           WF10A 116
2  G1005934-A-1    MOH 1  STUD/WASHER           2  7473  PR3A
3  G1005934-A-2    MOH 2  NUT/WASHER             2  5222  PR3A
4  G1005934-A-12   MOH 3  HOUSING                     1  238  PR80
5  453714          GMC 4  COTTER PIN                 2  2647  4LT
6  5316702-A       GMC 5  BUSHING/UR                 1  1906  F11B
7  G1005934-A-7    MOH 6  INSTRUCTION                 2  2395  1846
8  G1005934-A-6    MOH 7  ASSY. LABEL                1

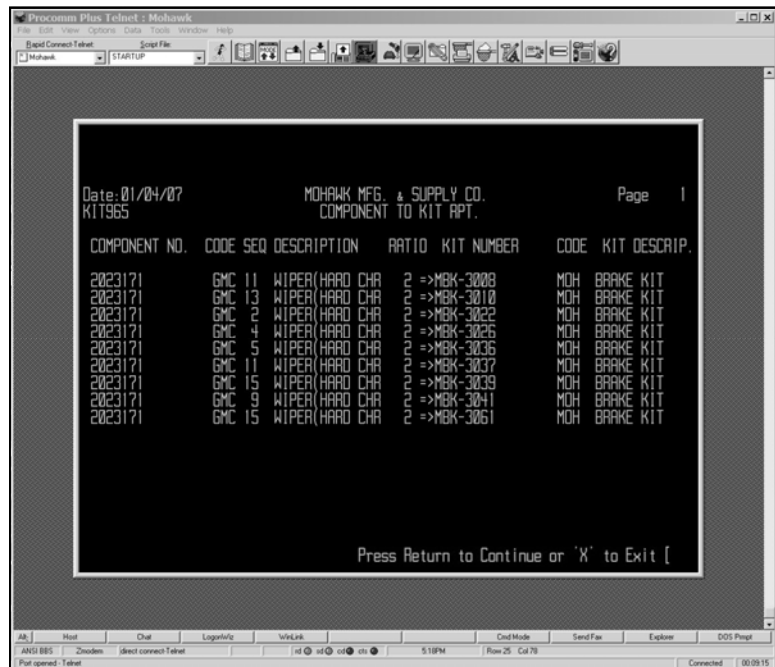
<End of Report>

Press Return to Continue or 'H' to Exit [

```

Kit Information (Continued)

- When a part record has a “2” in the Kit field, it is part of a kit.
- Press “K” to see all the kits that this part goes into. You will also see how many of this particular part (ratio) goes into each kit displayed.



Forget a Function?

- Press “?” while you have a part record up, and a whole list of functions will appear.



Sales History by Customer Number

- Type in 27 from a menu screen.
- Type in a customer number (mandatory).
- Choose other options: part number, date and detail.
- Leave part number and part number code blank to get complete history of all parts customer has bought between certain date range.

Sales History Inquiry Since 1993

- Type “28” from a menu screen.
- Type “93” for history between 1993 and 1997, “98” for history between 1998 and 2000 and “01” for history in 2001.
- Choose part number, customer number and date.
- Detail is unavailable for history prior to 1997.

SALES HISTORY - 1993 - 1997

Part No.: 2023169
Code: GMC Mo/Yr: 00/00 Customer: Report? Y/N: N

Date	Ref.No	Cust Nm	Qty	Date	Ref.No	Cust Nm	Qty
1/26/93	1434	SUN COACH	5	5/10/95	1302	PACESETTER	2
4/22/93	1331	DIAMOND BU	2	6/28/95	755	CITY OF AM	2
5/28/93	755	CITY OF AM	4	8/04/95	35	CENTRAL AR	2
8/12/93	1165	JEFFERSON	2	10/03/95	1302	PACESETTER	2
8/24/93	734	SIERRA STA	4	10/06/95	1331	DIAMOND BU	2
2/21/94	734	SIERRA STA	6	10/30/95	1522	DIESEL TEC	2
4/22/94	339	CRUSADER C	2	5/30/96	755	CITY OF AM	2
7/07/94	35	CENTRAL AR	4	7/02/96	755	CITY OF AM	2
7/14/94	1550	LONE STAR	1	7/31/96	35	CENTRAL AR	2
8/18/94	35	CENTRAL AR	2	7/31/96	35	CENTRAL AR	2
9/02/94	1165	JEFFERSON	2	8/02/96	755	CITY OF AM	2
10/14/94	35	CENTRAL AR	2	9/27/96	1550	LONE STAR	2
11/22/94	1302	PACESETTER	2	10/25/96	755	CITY OF AM	2
12/02/94	1550	LONE STAR	2	10/31/96	1625	SALINA CHA	2
1/18/95	281	ARROW COAC	2	11/25/96	1625	SALINA CHA	2

Select Previous or Next Page P/N []

HST930 PAGE 01

List New Inventory Items By Code

- Type in “29” from any menu screen.
- Choose a category of part, either by vehicle or commodity.
- You will get a listing of all parts numbers added since the last price book.



List Part Numbers By Description

- Type in “127” from any menu screen.
- Type in part or all of a part’s description.
- You will get a list of all part numbers with that description.
- Another way to do this: In “12,” press “F10” before bringing up a part number.



This will move the cursor down to the Description field. Type in part or all of the description and press “F1.” This will take you one-by-one through part records with that description. When you find the part number you want, press “Enter.”

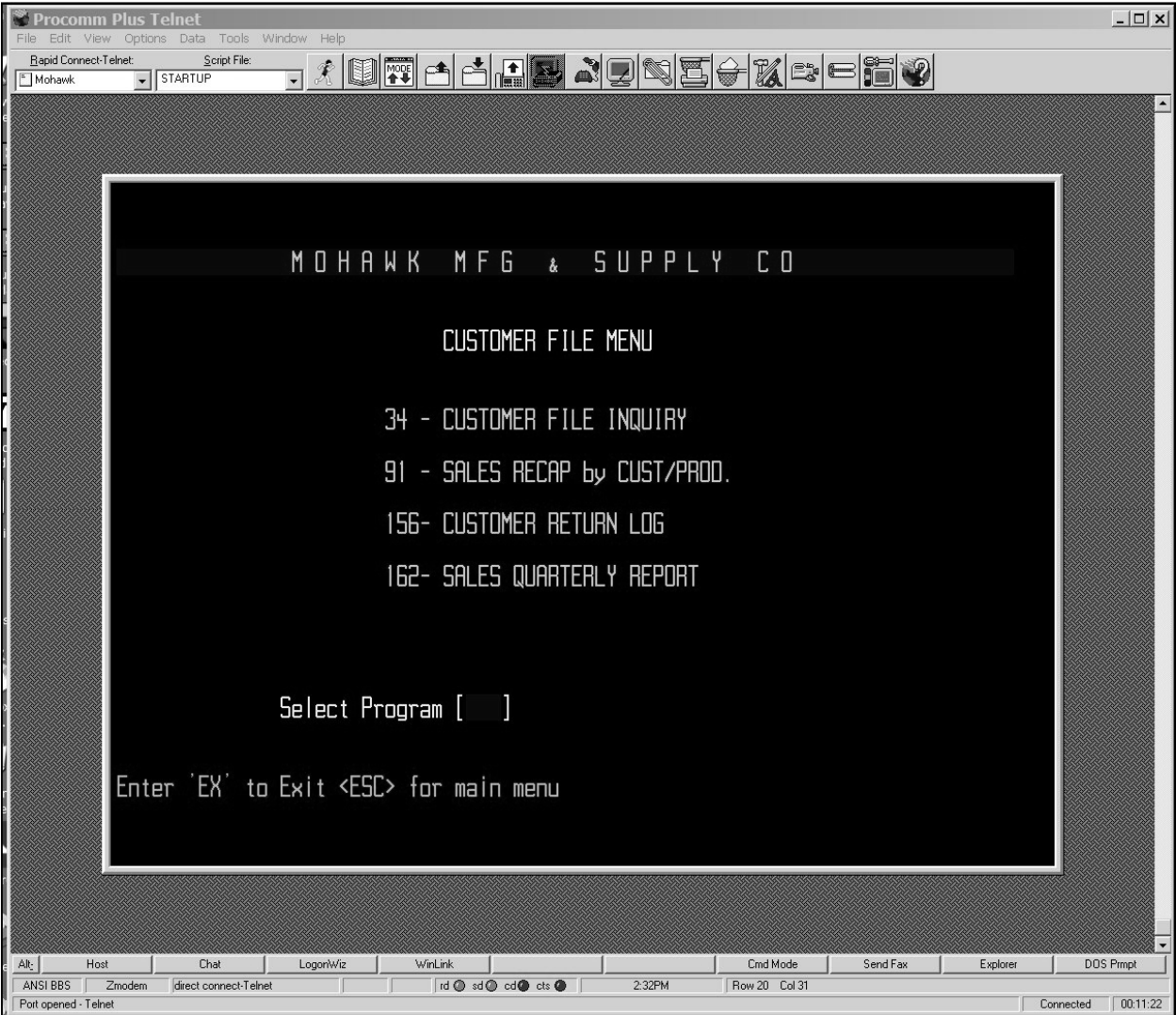
Contracts Menu

There is only one function in the Contracts Menu.

Contract File List

- Type in 26 from a menu screen
- Choose the customer number for which you want to view contract pricing.
- You will see a listing of all parts under contract, with contract price, contract expiration date, and quantity sold.

Customer Menu



Option.....	Program	Page
34.....	Customer Inquiry	15
91.....	Sales Recap	16
156	Customer Return Log.....	17
162	Sales Quarterly Report	16

Customer Inquiry

- From a menu screen, type “34” to get to the customer inquiry.
- To look at a customer by account number, type in the account number and press “F1.” To search by property name, press F10 and type in the first few letters of the customer name (ex. “MILW” followed by F1 will bring you to Milwaukee Transport Services).
- The “A” Address will be the first to come up. In many cases, this is only the billing information. Press F1 for additional addresses (such as the B address depicted in the middle screen).
- Once you find the location you want more info on, press “N,” followed by F9 to see a list of all contacts associated with that location. The bottom screen is an example of what a contacts page will look like.

CUSTOMER INQUIRY

Customer #...: 66 B
 Name.....: METRO TRANSIT
 Address.....: 568 SIXTH AVE N
 Address 2.....
 City.....: MINNEAPOLIS
 State.....: MN Zip Code...: 55411 Country.....
 Web Address...
 Email.....
 BackOrders Allowed...: Y
 Bid Class.....: 0
 Sis Terr.....: Y
 Statement.....: Y/N...: Y
 Price code.....: 2
 Taxable.....: Y/N...: N
 GST/HST.....: Y/N...: N
 Origin papers...: Y/N...: N
 Label Code.....: GT3
 Freight Collect Y/N...: Y
 Balance.....: 72,589.99
 Sis. YTD.....: 469,222.23
 Sis. Last Yr...: 421,937.14
 Sis. 2Yrs ago...: 149,155.62
 St/Cty.TxAmt...: Z
 Fax Invoices Y/N...: Y
 Acctg Fax No...: 612.349.7754
 Credit Status...: OPEN
 Credit Limit...: 98
 Credit Days...: 98
 Blankt Disc. Rt...: 0
 Bid Fax No...: 612.349.5869
 Date Acct.open...:
 Subsidiary of...:
 Office Phone No.: 612.349.5868

Cnts...:
 Cnts...:

Is this record now complete. Enter Y/N [N]

CUSTOMER INQUIRY

Customer #...: 66 B
 Name.....: METRO TRANSIT
 Address.....: 515 N CLEVELAND
 Address 2.....
 City.....: ST PAUL
 State.....: MN Zip Code...: 55114 Country.....
 Web Address...
 Email.....
 BackOrders Allowed...: Y
 Bid Class.....: 4
 Sis Terr.....: Y
 Statement.....: Y/N...: Y
 Price code.....: 2
 Taxable.....: Y/N...: N
 GST/HST.....: Y/N...: N
 Origin papers...: Y/N...: N
 Label Code.....: GT1
 Freight Collect Y/N...: Y
 Balance.....: 612,349.5864
 Sis. YTD.....: 0
 Sis. Last Yr...: 0
 Sis. 2Yrs ago...: 0
 St/Cty.TxAmt...: Z
 Fax Invoices Y/N...: Y
 Acctg Fax No...: 612.349.5864
 Credit Status...: OPEN
 Credit Limit...: 98
 Credit Days...: 98
 Blankt Disc. Rt...: 0
 Bid Fax No...: 612.349.5864
 Date Acct.open...:
 Subsidiary of...:
 Office Phone No.: 612.349.5864

Cnts...:
 Cnts...:

Is this record now complete. Enter Y/N [N]

CUSTOMER CONTACTS FILE INQUIRY

Cust #...: 66 B METRO TRANSIT Seq.#...: 1

Contact Name	Title	Phone	Char
OON PLEAU	BUYER	612.349.5864	
ALYSON CHANDLER	BUYER	612.349.5863	

Is this record now complete. Enter Y/N [Y]

Monthly Sales Recap

- From a menu screen type “91.”
- The next screen will ask for your territory number, customer number and whether you want a breakdown of sales by product code. You must enter your territory number. Type in a customer number if you want a recap for only one customer. Leave it blank if you want a recap for all customers, broken down by customer number. Type in “9999” if you only want to know what sales were in your territory without listing each customer.
- Type in “Y” if you want to see a breakdown of sales by product code.

Quarterly Sales Recap

This function is similar, but it gives totals by quarter.

- From a menu screen type “162.”
- The next screen will ask for the quarter, your territory number, customer number and whether you want a breakdown of sales by product code. You must enter your territory number. Type in a customer number if you want a recap for only one customer. Leave it blank if you want a recap for all customers, broken down by customer number. Type in “9999” if you only want to know what sales were in your territory without listing each customer.
- Type in “Y” if you want to see a breakdown of sales by product code.

Customer Return Log

- Type 156 from a menu screen.
- Type “Y” for additional comments if you want to see the reason for the return.
- Type in the part number if you want to limit results only to one part number (must enter Mo-hawk's stock number).

Procomm Plus Msknet : Mahank

File Edit View Options: Serial Tools Window Help

Rapid Connect Table: Script File:

Mahank STARTUP

CUSTOMER RETURN LOG

Addit.Cmts?:Y AGA #: Dispos.: 0
Part No.: Date.:00/00/00 Cust.: 66 Reason.: 0 Rpt? Y/N:N

AGA#	Seq	Date	Part Number	Desc.	Qty.	Cust	Additional	Comments	urch.	01
50617	3	6/17/05	01-37629-000	PULLEY	3	66	10	SHAFT BROKEN IN SHIP		
60404	1	4/14/06	0240022	LINK A	25	66	1	? CUST. ORDERED # 0122		
21106	1	11/06/02	15586711	CHAMBE	97	66	1	AD IS TO LONG		
60300	2	3/15/06	1956315	ROTOR	30	66	1	2 WANTS KIRKS ONLY		
60123	2	1/23/06	3178670	LINK	1	66	2	12 SAMPLE		
432	10	5/01/02	51-10055-001	FAN	40	66	1	Can't Use		
60502	2	5/09/06	51-10055-001	FAN	33	66	1	1 MOUNTING HOLES DIFFE		
60502	3	5/09/06	51-10055-001	FAN	5	66	1	1 MOUNTING HOLES DIFFE		
50413	3	4/13/05	51-27530-001	LAMP A	1	66	1	11 SAMPLE		
21212	4	12/12/02	51-29474-000	SWITCH	6	66	3	4 RECEIVED 51-34477-00		
30124	7	1/24/03	51-34003-001	LAMP	38	66	1	12		
61103	5	11/03/06	53-15022-002	VALVE	30	66	1	?		
470	4	5/02/02	53-23119-000	MIRAROR	2	66	1	Defective Part		
41209	5	12/09/04	55-29477-001	SHACKL	100	66	9	1 TO OF BUSHING IS UND		
41110	4	11/10/04	55-29477-004	ISOLAT	1	66	2	12 N/C SAMPLE		

Select Previous or Next Page P/N [] or R=Reasons Table, 0=Dispos. Table

AGA LOG PAGE 01

Abt Host Chat LogWin WinLink Cmd Mod Send Fax Explore DOS Print

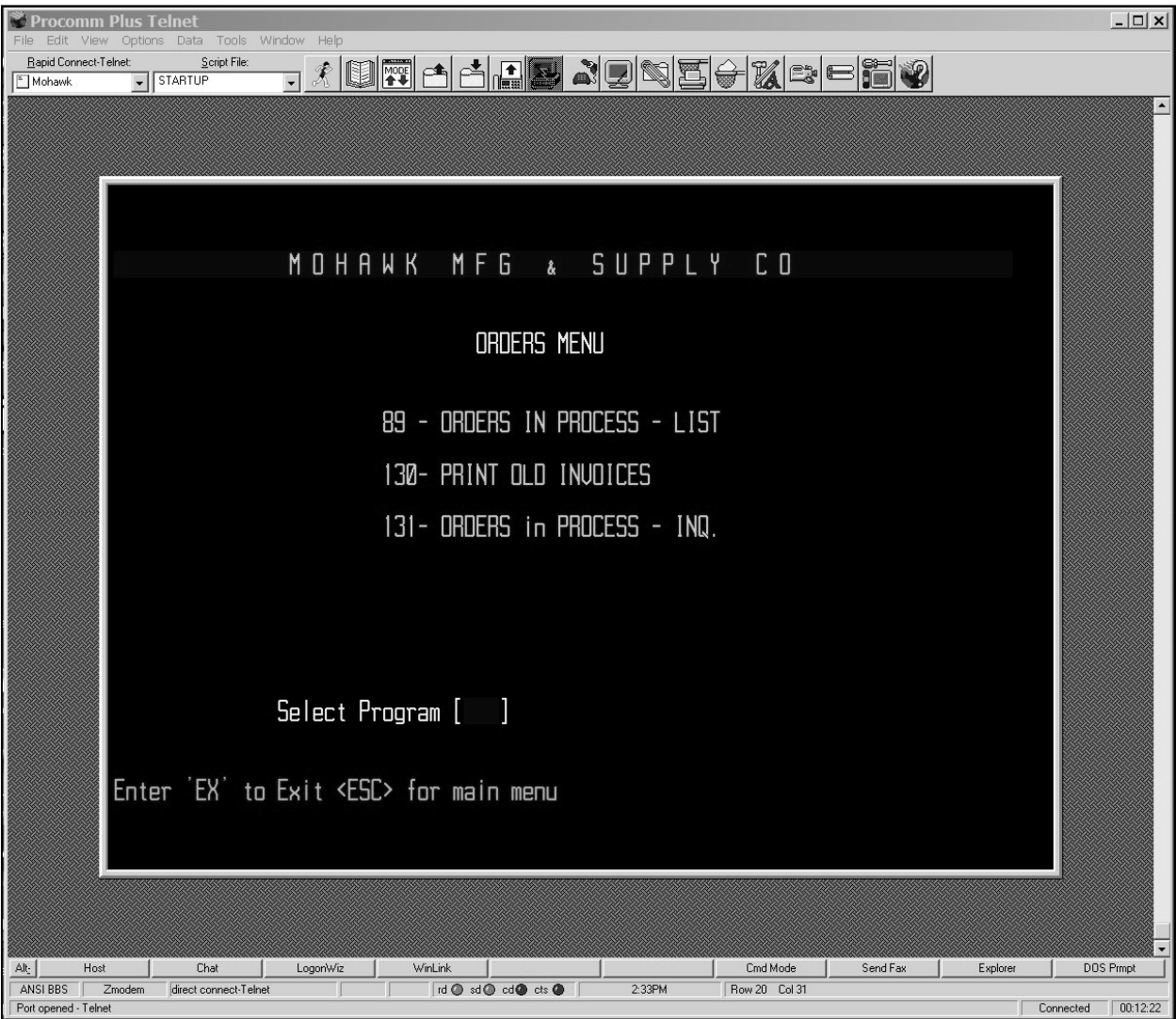
ANSI EBS Zenmod direct connect Telnet

1st 2nd 3rd 4th 5th 5.00PM Flow 23 Col 37

Connected 00:13

- Type in RGA number if you want to look only at a particular return.
- Type date if you want to look only at returns in your territory on a particular date.
- Type in customer number to limit the list of returns to one customer.
- Type in disposition code if you want to look only at returns that had the same disposition (ex.: you want to see what returns were scrapped). To get the list of disposition codes, type “D.”
- Type in reason code if you want to look at returns because of the same reason (ex.: you want to see how many times a customer needed to return something because of a picking error). To get a list of reason codes, type “R.”
- Press F10 once you have filled in the options as needed.

Orders Menu



Option.....	Program	Page
43 (not listed).....	Open Item Inquiry.....	19
89.....	Orders in Process List	19
130	Print Old Invoices.....	20
131	Order in Process Inquiry	21

Open Invoice Inquiry

- Type “43” from a menu screen
- Type in the customer account number. To find the customer by name, type “F10” and the first few letters of the customer’s name, followed by F1 (ex., type “IND” if you want to find Indianapolis Public Transportation).
- This screen shows you the customer’s open balance and an itemized list of open invoices and credits.

OPEN ITEM INQUIRY

Acct.No.: 41 Name: INDIANAPOLIS PUBLIC TR CORP
 Balance: 1,676.38 Contact: 317.614.9218
 Dt. Open: 08/08/08 Ph./Fx.:
 Cr. Status: OPEN Disc. Rt.: 0.00 Statement: Y
 Cr. Limit: Cr. Days: 90 Territory: 3

Date	Contrl	Inv. No	Inv. Amt.	Type	Balance	Customer P.O. No.
12/04/2006	US	816568	766244	56.16	I	56.16
12/04/2006	US	816611	766245	67.50	I	67.50
12/04/2006	US	816612	766246	342.82	I	342.82
12/05/2006	US	816734	766345	38.61	I	38.61
12/11/2006	US	817258	766796	758.64	I	758.64
12/19/2006	US	818233	767487	489.65	I	489.65
12/21/2006	US	818444	767697	3.00	I	3.00

Select Next Page N []

Orders In Process

- Type “89” from a menu screen.
- Type in a customer account number, or leave blank to see your whole territory.
- You will get a list of all orders in process with each order’s status.

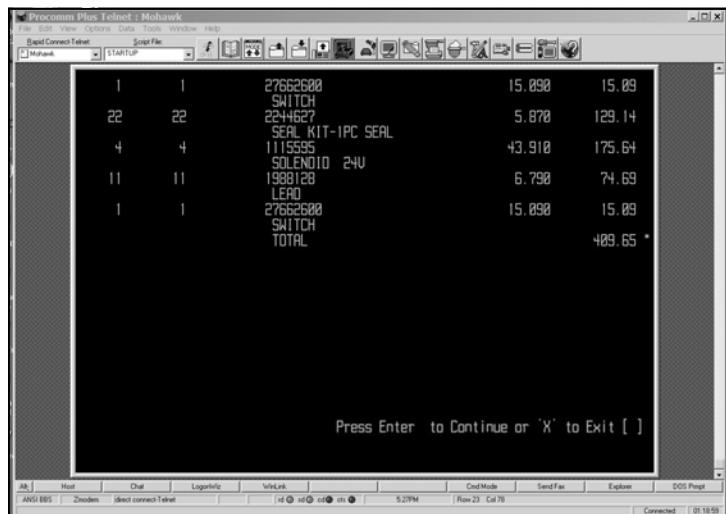
MOHAWK MFG. & SUPPLY CO.
OPEN ORDERS REPORT Page 1

Contrl	Date	Acct Name	Cust. P.O. No.	Order Status
818638	12/22/06	164 PIERCE CTY PUB	23834	ORDER BEING PICKED
818682	12/26/06	1584 SASKATOON TRANS	10091	ORDER BEING PICKED
818838	12/27/06	474 CITIFARE	22631	ORDER BEING PICKED
818868	12/27/06	1748 THE INGMIRE COM	DPPT87882771	ORDER BEING PICKED
818870	12/27/06	338 VALLEY REGIONAL	444543-800	ORDER BEING PICKED
818873	12/27/06	341 DIVERSIFIED TR/	WHT3757	ORDER BEING PICKED

Press Enter to Continue or 'X' to Exit []

Print Invoices

- Type 130 from a menu screen.
- Select “C” to retrieve an invoice by its control number. Choose “I” to retrieve by its invoice number.
- If you do not know the control number or invoice number, choose “P,” then type in customer number and the first couple digits of the PO number. You will get a listing of invoice and control numbers for purchase orders that begin with those digits.
- After selecting the invoice/control number, press F10.
- The first page of the invoice will list the customer information. Press Enter to see an itemized list of parts shipped and the invoice total.



Order In Process Inquiry

- Type “131” from any menu screen.
- Type in the control number of an order in process (has not yet invoiced).
- Press F10.
- The first screen will have the order total (*Beware: the shipping charges usually have not been calculated at this point*), the customer information, shipping information and any other instructions.
- Press “D” to see the list items ordered.

ORDER INQUIRY

Control #: 818830 Order Type : 0

S #: 474 B CITIFARE S #: 474 B CITIFARE

O T PD BOX 30002 H T 2050 ULLANOUR DR

L O RENO NU 89520 P RENO NU 89520

Cr Card Py: N Order Date : 12/27/86 Cust P.O. #: 22631

Ship Via: 4 GROUND Intrnl Use: N Disc Rate: .

Quote No.: BackOrder: Y

Cmts:

G/L	Acct.	Amount	Description	Prod. Cd.
Frht. Chgs.:				
Misc. Chgs.:				

Cred. Status: OPEN Cr.Limit: Days: 90 Bal.: 5966.20

DE1011

Is Inquiry complete? Y/N [Y] or D for DETAIL ITEMS

ORDER INQUIRY

CONTROL #: 818830 Customer #: 474 CITIFARE

Page: 1

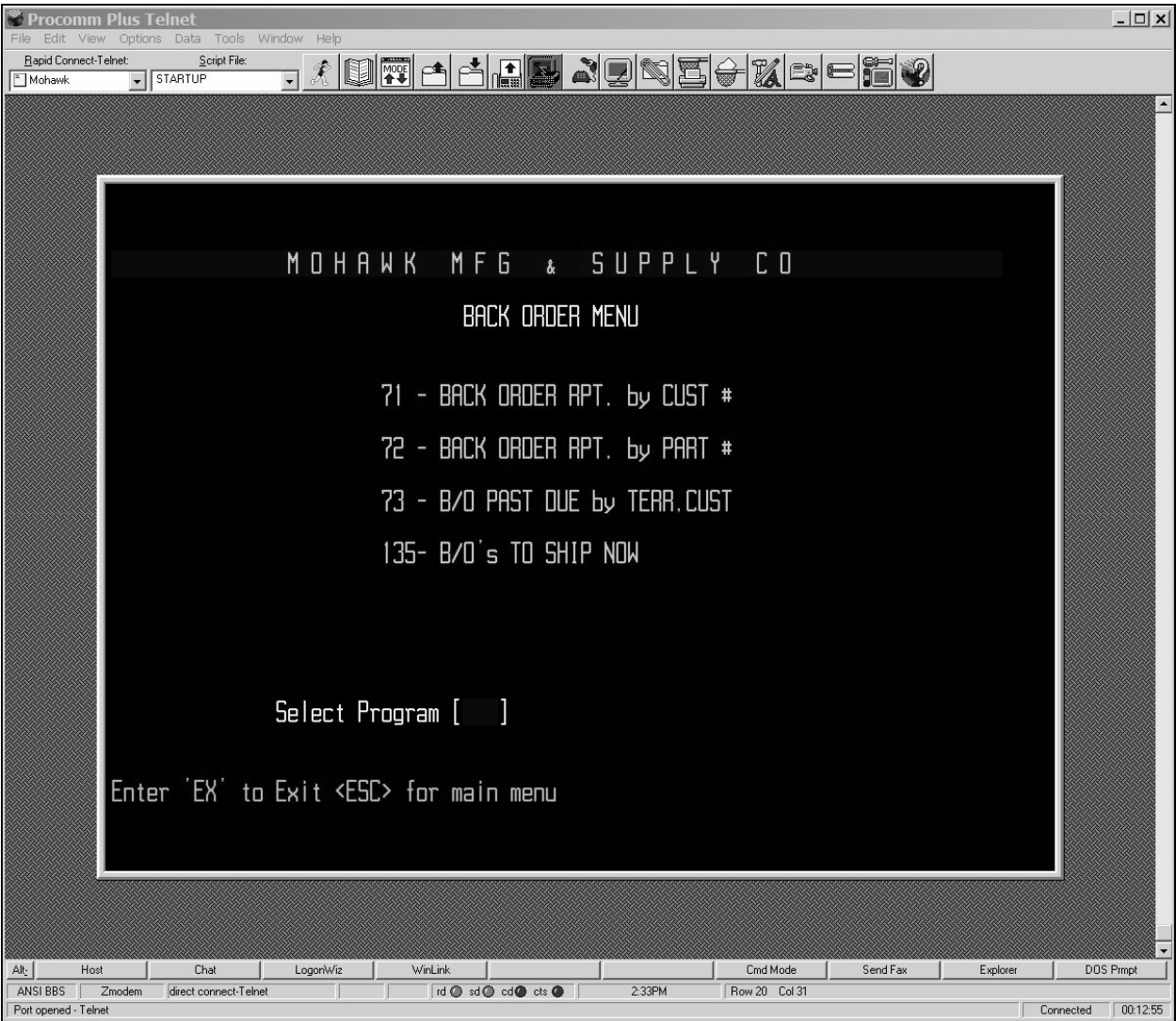
Typ	S	Code	Part Number	Lock	Qty	Min	Unit	Price	Lock	B/O
SA	0	N	GMC 1957037		3	3		1.460		
SA	0	N	GMC 2047344		10	10		11.570		
SA	0	N	GMC 2301349		2	2		156.720		
SA	0	N	GMC 2304145		10	10		23.040		
SA	0	N	GMC 5836047		14	14		3.020		
SA	0	N	GMC 6100950		4	4		33.520		

Type: SA=Sale BO=BackOrder TY=Type NR=Not Recognizable UN=Unable to Furn

DE1011

Is this record now complete. Enter Y/N [Y]

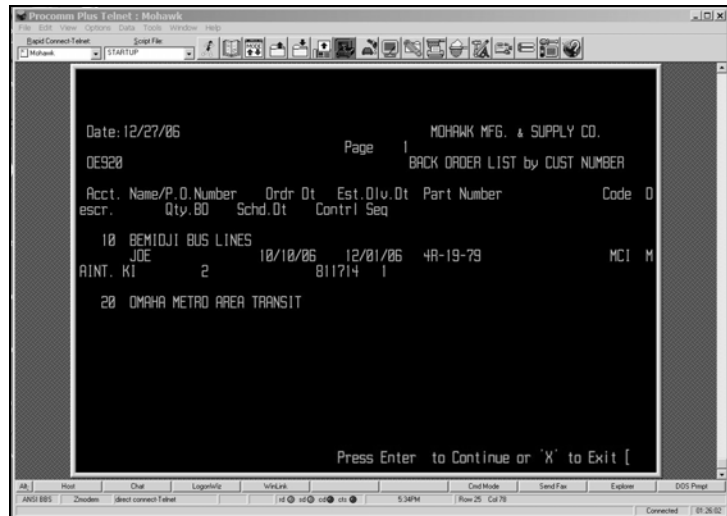
Backorders Menu



Option.....	Program	Page
71.....	Backorder by Customer.....	25
72.....	Backorder by Part.....	7
73.....	Backorders Past Due	25
135	Backorders to Ship Now	26

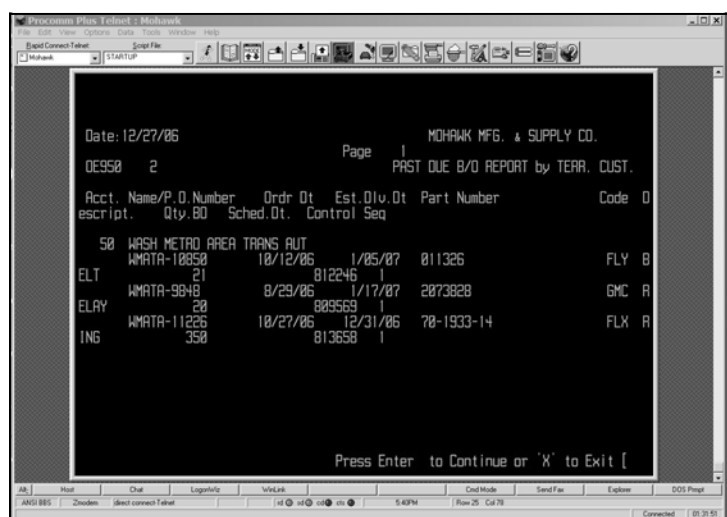
Backorders by Customer

- Type “71” from a menu screen.
- Type the customer account number for whom you want to see backorders (if you want to see your whole territory, leave this blank).



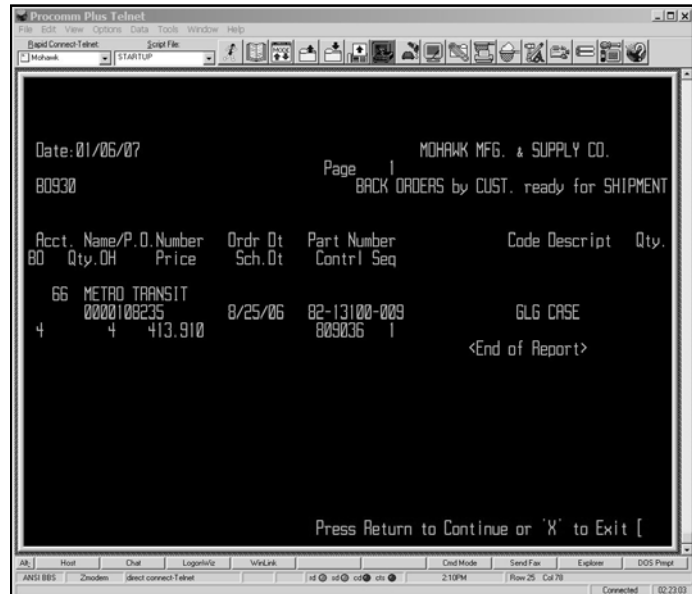
Past Due Backorders

- **Type 73 from a menu screen.**
- **Select your territory, the customer account number (leave blank for your whole territory), and the number of weeks ago the order was made (ex.: if you type in 3, you will see a list of all backorders three weeks old and older).**

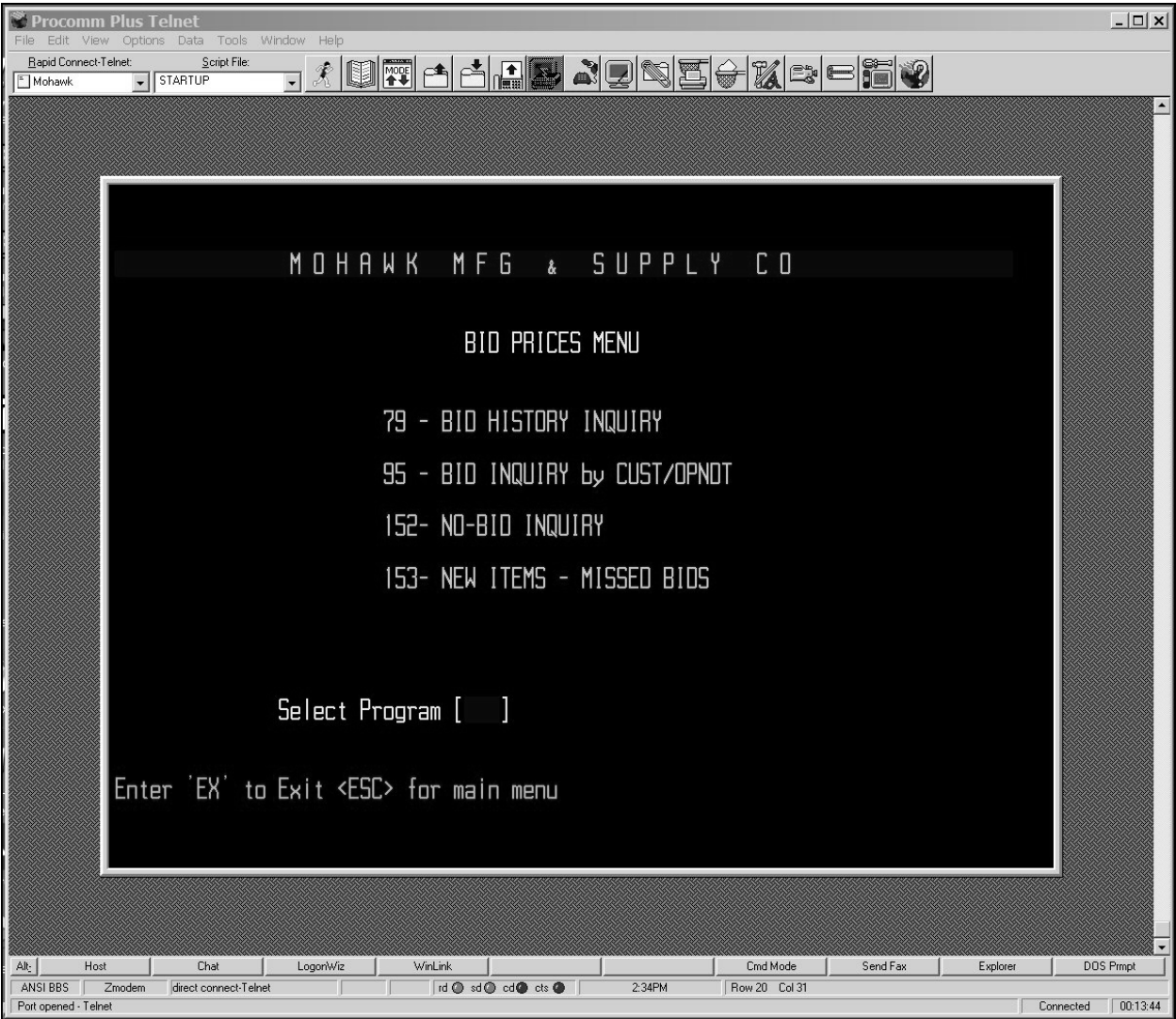


Backorders Ready to Ship

- Type “135” from a menu screen.
- Enter customer account number, or leave blank to view your entire territory,
- You will get a list of backorders for which we have stock and can now ship.



Bids Menu



Option.....	Program	Page
79.....	Bid History Inquiry	9
95.....	Bid Inquiry by Bid Open Date.....	28
152	No Bid Inquiry (Item In Inventory).....	29
153	New Items Missed Bids	29

Bid Inquiry by Bid Open Date

- Type “95” from a menu screen.
- Type the customer account number, then the date that the bid was due. If a customer has more than one bid due that day, type a letter in between the customer information and the date. (Ex.: Los Angeles sends out six RFQ on January 15. The first RFQ has no letter tagged next to it. The second RFQ has the letter “A” tagged to it, and so on.)

Procomm Plus Telnet

File Edit View Options Data Tools Window Help

Rapid Connect Telnet Script File

Mohawk STARTUP

CUSTOMER BID INQUIRY

CUST #...: 900 IPACE - AAL HTS HEADQUARTS OPEN BID DATE: 01/04/07

Quote No.: 130459 Min : Contract Exp Dt: 00/00/0000

Seq	Mohawk's Code/Part Number	Descr.	Qty	Mohawk's Price	Awar ded	Competitor's Name	Price	Cmnts.
1	GMC 23526039	W/PUMP	1	736.460	N			
2	OPN 060804004	CAP	15	18.300	N			
3	GMC 2393252	TUBE	24	5.690	N			
4	GMC 2393252	TUBE	24	5.690	N			
5	MFR PS1050/3LB		2		N			
6	GMC 2018987	INVERTE	2	14.560	N			
7	MFR 591-8116		1		N			
8	GMC 10457148	KIT	2	11.880	N			
9	GMC 23518219	PULLEY	2		N			
10	MFR 211-12-341		1		N			

===== More Y/N [N]

Is this record now complete. Enter Y/N [] or M for more items

810310

Alt Host Chat Logoff WinLink Cmd Mode Send Fax Explore DOS Print

ARC3 BBS Zmodem direct connect Telnet 1st 2nd 3rd 4th 5th 223PM Row 23 Col 43 Connected 05:36:34

- Press F10, and the RFQ will appear.
- You will see the part number, quantity, bidded price, and bid results when available.
- Press “M” to see additional items.

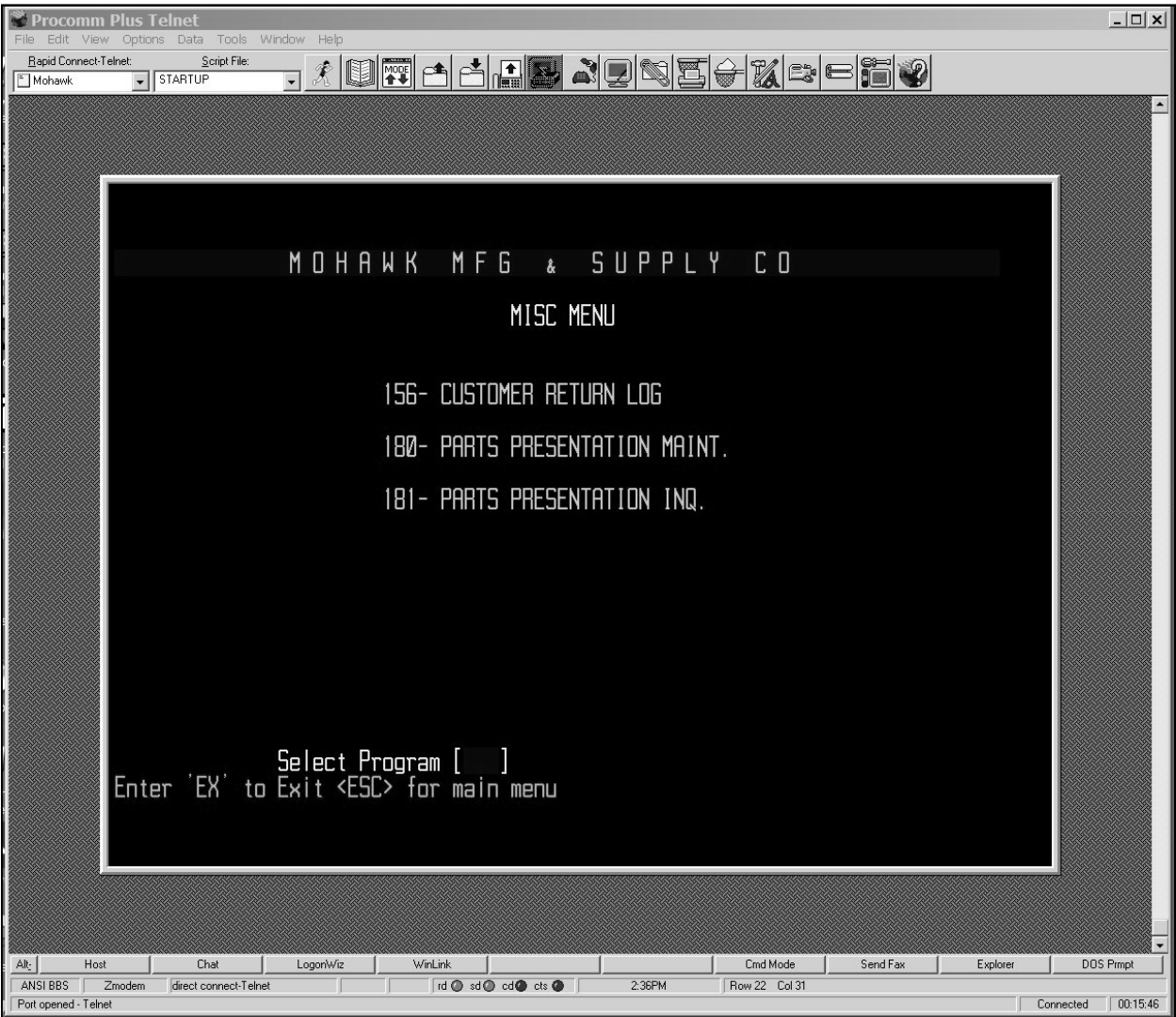
Unable to Bid Item in Inventory

- Type 152 from a menu screen
- Type in the customer account number if you want to limit results to a particular account.
- Type in the month and year if you want to limit results to those occurring after a particular date.
- You will see a list of parts for which Mohawk can supply but was unable to bid

Part Number	Cd	Prd	Desc.	Cust	Open Dt	Qty	C	A	P	Cust Part
01.0028.48	VOI	22	BEARR	66	3/24/06	4				
01.0297.22	VOI	22	FILTE	66	3/24/06	4				
01.0631.19	VOI	22	RING	66	3/24/06	8				
10457148	GMC	20	KIT	66	10/18/06	5				DELCO ONLY
10503805	GMC	20	VOLTA	66	10/18/06	30				DELCO ONLY
1115667	GMC	20	SOLE	66	9/07/06	80				DELCO ONLY
14-181-163	FLX	20	FILTE	66	12/14/05	50				DONALDSON ONLY
1958286	GMC	10	SEAL	66	4/14/05	300				DELCO ONLY
1958286	GMC	10	SEAL	66	10/31/05	300				DELCO ONLY
1988442	GMC	12	FIELD	66	8/04/04	30				DELCO ONLY
1988442	GMC	12	FIELD	66	8/30/04	30				DELCO ONLY
1988442	GMC	12	FIELD	66	6/05/06	30				DELCO ONLY
2050315	GMC	10	SWITC	66	10/31/05	20				COLE HERS ONL
207-02-037	MOH	20	INVER	66	7/05/06	6				
2257158	GMC	12	SWITC	66	8/23/04	24				COLE HERS ONLY

the customer. Usually this is because of a brand specification. Often that specification is noted in the far right column.

Miscellaneous Menu



Option.....	Program	Page
156	Customer Return Log.....	17
180	Parts Presentation Maintenance	29
181	Parts Presentation Inquiry	29

Parts Presentation Entry Screen

This tool can help you track parts you are submitting to customers for approval.

- Type 180 from a menu screen.
- Enter the part number, the customer account number, the sequence number (are you presenting multiple parts the same day?) and the presentation date.
- Other fields to enter: whether you gave the customer a sample, from which source you decided to present this part, to whom you presented the part, the customer's source and price the customer pays and whether the part was approved.

Parts Presentation Entry Screen

Keep track of the parts you have submitted to your customers.

- Type 181 from a menu screen.
- Select how you want your parts presentations to be listed: by account, by date, by part number.
- Type in the part number to limit results to presentations given only for a particular part number. Type in the customer account number to limit results to presentations given only to one customer. Type in the month and year if you want a listing of presentations given after a certain date.

Is the part a Mohawk part?

How to see if a part is a Mohawk part or if it is another brand:

- Product codes 10, 11 and 12 **are** Mohawk items.
- Check the Inventory Lock; this will shed light on customer specifications. (Sometimes, it will also talk about whether this part has been approved.)
- Does the part have a product information sheet? If yes, it's a Mohawk part.
- Does the part have a drawing revision? If yes, it's a Mohawk part.
- Does the part have an "N" next to inspection, or an "S"? If so, it's likely an OEM source.
- Does the part list the brand in the part number (ex. CR-48690) or in the comment line? It is probably OEM
- Does the part show up in the 152 report? This is an easy tip off that it is *not* OEM.

Part 29500025 Code: GMC New... N Price US 23.810
 Desc...: SEAL RING Prd Cd: 2 ILOC...: N NuPr US 21.430
 Use No.: ILOC...: 2/14/02 ILOC...: 2 PriceCAN 36.910
 Intrchg: Stock: N Kit...: N Aug Pr: NuPr CAN 33.220
 Locat...: ILoc: N ILoc: N ILoc: N ILoc: N
 P.I.S.: Ight: .020 Origin: BstrCst ILoc: N ILoc: N ILoc: N ILoc: N
 P.O.No On Ord Order Dt Est Deliv Inventory Quantity On Hand

Cmts: ALLISON Latest TOT=>

PURCHASE INFORMATION
 Vendor: D.M... L.T.Wks: 8 Sch.B/O.:
 Cost...: Revision: Confirm: 0 Tot.B/O.:
 S/D...: P.Lock: N Inspect: N Tot.Odr:
 Instr.: Min.Qty:
 Remarks: U S A G E
 Remarks: Year TOT:
 VdrPart: Pckgd: Prv Year:
 P.P. Year:

INUTNO Type Part. <F10> to Display. <F1> for Next record or Leave BLANK. <F10> = DESC Inquiry or Type ? for HELP

Part CR-48690 Code: MOH New... N Price US 35.830
 Desc...: DIL SEAL Prd Cd: 20 ILOC...: N NuPr US 32.300
 Use No.: ILOC...: 1/14/04 ILOC...: 2 PriceCAN 55.630
 Intrchg: CR-48690 MOH Stock: Y Kit...: 2 Aug Pr: NuPr CAN 50.070
 Locat...: ILoc: N ILoc: N ILoc: N ILoc: N
 P.I.S.: Ight: .710 Origin: SR BstrCst ILoc: N ILoc: N ILoc: N ILoc: N
 P.O.No On Ord Order Dt Est Deliv Inventory Quantity On Hand

Cmts: CR SERVICES Latest TOT=>

PURCHASE INFORMATION
 Vendor: D.M... L.T.Wks: 5 Sch.B/O.:
 Cost...: Revision: Confirm: 0 Tot.B/O.:
 S/D...: P.Lock: N Inspect: N Tot.Odr:
 Instr.: Min.Qty:
 Remarks: U S A G E
 Remarks: Year TOT:
 VdrPart: Pckgd: Prv Year:
 P.P. Year:

INUTNO or Leave Press <F1> for Next Item or <ESC> to Exit r HELP

Part 97-5666-213 Code: FLX New... N Price US 46.020
 Desc...: HUB Prd Cd: 15 ILOC...: N NuPr US 41.420
 Use No.: ILOC...: 1/15/90 ILOC...: 2 PriceCAN 71.330
 Intrchg: 97-5666-213 FLX Stock: Y Kit...: N Aug Pr: NuPr CAN 64.200
 Locat...: F20A ILoc: N ILoc: N ILoc: N ILoc: N
 P.I.S.: Ight: .720 Origin: SR BstrCst ILoc: N ILoc: N ILoc: N ILoc: N
 P.O.No On Ord Order Dt Est Deliv Inventory Quantity On Hand

Cmts: T/K*77-1457 CONDENSER FAN 1/PC ENGR 6/2/04 Latest TOT=>

PURCHASE INFORMATION
 Vendor: D.M... L.T.Wks: 30 Sch.B/O.:
 Cost...: Revision: C Confirm: 0 Tot.B/O.:
 S/D...: P.Lock: N Inspect: Y Tot.Odr:
 Instr.: Min.Qty:
 Remarks: U S A G E
 Remarks: Year TOT:
 VdrPart: Pckgd: Prv Year:
 P.P. Year:

INUTNO or Leave Press <F1> for Next Item or <ESC> to Exit r HELP