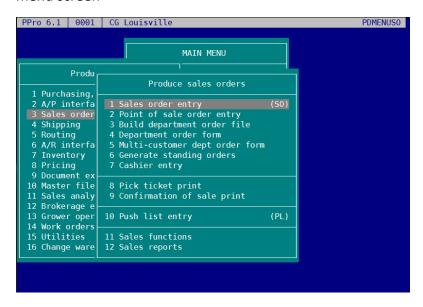
How to place an order using a Profile

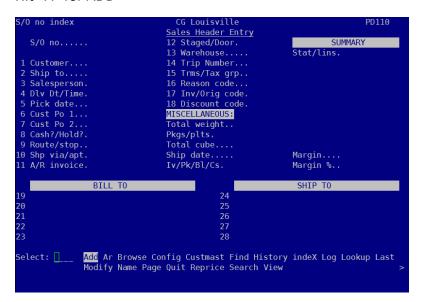
<u>ALWAYS</u> use this method first as this will have the pack size/type of products a customer prefers.

Follow this path to get to the order placement screen:

1 Produce Pro \rightarrow 3 Sales Orders \rightarrow 1 Sales Order Entry or use the speed key .11 when on any menu screen

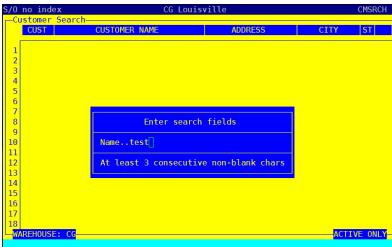


Hit "A" for ADD



Next hit "S" enter to search for the customer. Enter at least 3 characters to find the customer.





And select your customer by hitting enter.

```
Customer Search

CUST CUSTOMER NAME ADDRESS CITY ST

1 TEST Itest (1234567890) 1235 JEFFERSON ST. Louisville KY
2 3PROTE EVANSVILLE PROTESTANT HOME INC 3701 WASHINGTON AV EVANSVILLE IN
3 IPAD IPAD TEST CUSTOMER 1234 JEFFERSON ST. Louisville KY
4 TESTEC test ecom (1234567890) 1234 JEFFERSON ST. Louisville KY
5 2SPEAD Test Customer Lexington Hayden's
6 TEST3 RACHEL TEST 1
7 TEST4 RACHEL TEST 2
8 TEST6 DENNY TEST 1
9 TEST7 JIM B TEST 2
11 TEST9 Charlie Test
12 TEST9 Charlie Test
12 TEST10 Murray's Test Customer
13 CI-DEM CI DEMATIC TEST CUSTOMER

CDS CONTACT: CHEF NAME AND CALL TIME ZIP CODE: 40202
PHONE: PRIMARY PHONE FX: STORE ID:
Select: ____ Chg_layout Colors Config Contact Prospect Quit Search Select
Showall View : STORE ID:
```

Today's date is automatically populated. Select the delivery date. You can do this one of four ways.

- 1. Use the + and keys to change the date.
- 2. Enter in the 6 digit date. For example, October 10, 2017 would be 101017. No spaces, dashes or slashes.

```
S/O no.....

3:6305551212 S:PRIMARYPHONE

1 Customer....TEST

2 Ship to.....

3 Salesperson.CDS

4 Dlv Dt/Time.101017

5 Pick date...

6 Cust Po 1...

7 Cust Po 2...

8 Cash?/Hold?.N N

9 Route/stop..TEST1 1

10 Shp via/apt.D
```

3. Hit "C" enter and be taken to a calendar to select the date by using the arrow keys. If you need to advance to the next month, use the "Page Up" key.



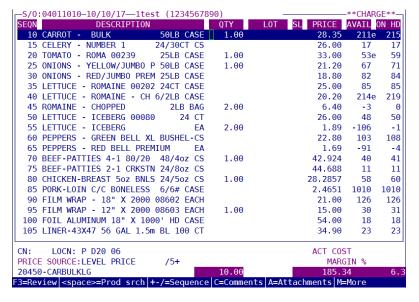
4. You can also hit "S" to search for available delivery days. This is helpful for customers who are restricted to certain delivery days.

Once you have selected the date, press enter. Hit enter again to get through the Pick Date (line 5). **Never change the pick date**.

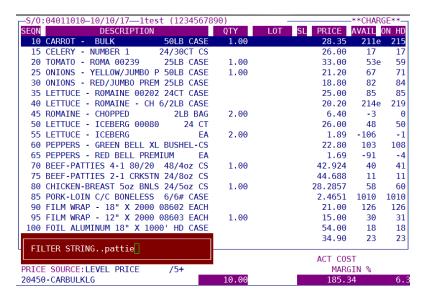
Along the bottom of the page is the list of commands. PPro defaults to **Order** as the next selection. *This is the preferred method of entering an order and uses the customer's Profile. Using a customer's profile minimizes errors and is the default method to enter an order*. Hit enter to select Order.

```
Sales Header Entry
                    04011476
                                           12 Staged/Door.
                                                                                         SUMMARY
                                           13 Warehouse....LE
 :6305551212 S:PRIMARYPHONE
    Customer....TEST
                                          14 Trip Number...
15 Trms/Tax grp.. 0 KE
                                                                                                       .00
    Ship to....
    Salesperson.CDS
                                           16 Reason code...
    Dlv Dt/Time.10/05/17
                                           17 Inv/Orig code.I
                                            l8 Discount code.
    Pick date...10/04/17
    Cust Po 1...
                                           MISCELLANEOUS:
    Cust Po 2.
                                                                        .000
                                           Pkgs/plts.
    Cash?/Hold?.N N
                                                                . 00
    Route/stop..TEST1
Shp via/apt.D
A/R invoice.
                                           Total cube....
                                                                       .000
                                                                       Margin....
0 0 Margin %..
                                           Ship date....
                                           Iv/Pk/Bl/Cs. 0
                     BILL TO
                                                                                SHIP TO
    Test User
                                                              1test (1234567890)
    1235 JEFFERSON ST.
                                                              1235 JEFFERSON ST.
                                                          26
    Louisville
                          KY 40202
                                              USA
                                                          28 Louisville
Select: | ___ Add Airway Allo Ar Bol Browse Charges Confsale Custmast Dept Entry
find indeX Invoice Label Lines Log Lookup Last Map Mistakes Modify Name Notes
Order Palletize Pick Quit Reprice Search Ship Stamp Trip View Void Print >>
```

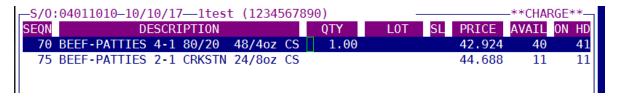
This will take you to the customer's order guide (profile). Here is our TEST customer's profile. From here, you can use the arrow keys to select the items the customer needs. In this example, the customer ordered 1 case of carrots, 1 case of roma tomatoes, 1 case of yellow onions, 2 bags of chopped romaine, 2 each heads of iceberg lettuce, 1 case of 4 oz. beef patties, 1 case of 5 oz. chicken breasts and 1 box of 12" film wrap.



Some order guides are quite long. You can filter the order guide by hitting the space bar. In this instance I wanted to find all the patties on the profile, so I typed in "pattie".



Which brings you to this screen.

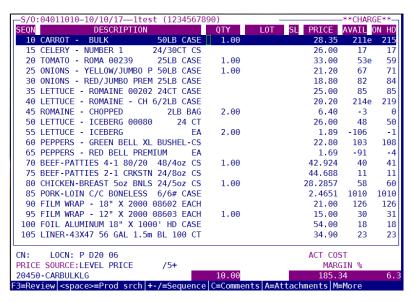


Enter the quantity needed, then escape.

Here is a useful tool while on the customer profile.

The 2 columns on the right tell you how much of a product is available (AVAIL) and how much is on hand (ON HD). In this instance, we have 211 cases of carrots available and 215 on hand meaning 4 cases are committed to customers already. On occasion, you will see some negative numbers in the Available and/or On Hand columns. In this example we see negatives in the eaches of chopped romaine, iceberg each and red bell pepper each. In most instances, PPro repacks these items from cases to eaches, however, it's a good practice to check the master case to be sure we have stock. If a case is showing 0 on hand or negative inventory, it's likely that item is out of stock.

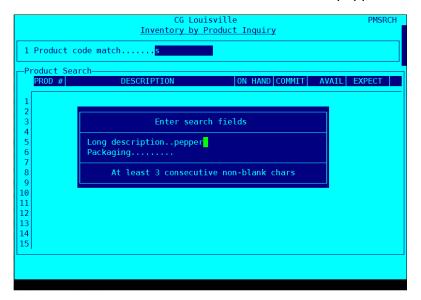
You can hit "D" to see the last date any item was ordered. This is helpful if a customer has 2 like items and you are trying to determine which they usually get.



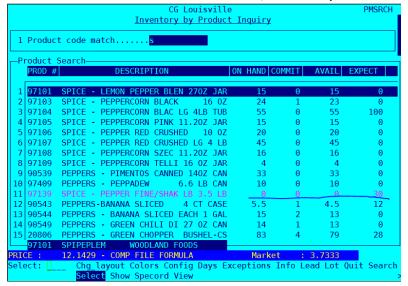
F10 is a very useful tool.

F10 will take you to the inventory screen when you are anywhere in Ppro and is very helpful for finding out if we have stock on an item and when the item is expected to be back in stock if we are out.

In this example, a customer is inquiring when we will get fine ground black pepper back in stock. Hit F10 and then "S" enter and search for "pepper".

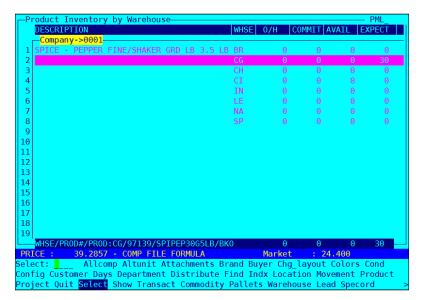


After hitting page down a couple of times, I found the fine/shaker ground black pepper and see that we have 0 on hand and 0 available, but 30 expected.

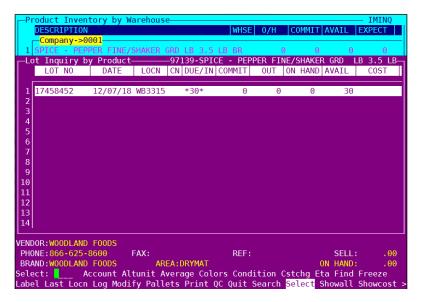


Arrow down to that item and hit enter to select it.

You will see the available inventory in all warehouses.



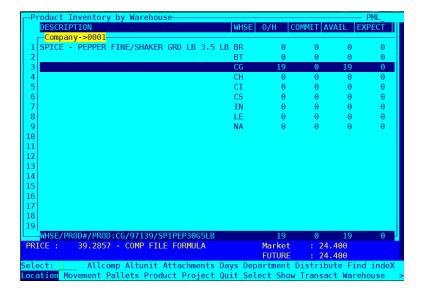
Arrow down to the warehouse that shows a value in the Expect column, then press Enter.



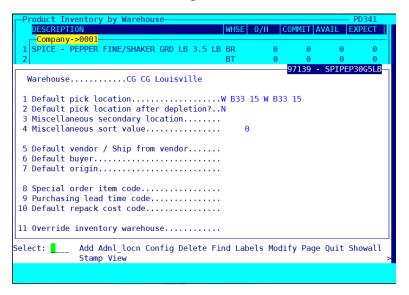
Here you will see that we expect to receive 30 of this item on 12/07/18 meaning it would be available to the customer on 12/08/17.

To find the location of the product:

- Arrow down to the warehouse
- Hit "L" for Location



• Hit Enter to be brought to this screen



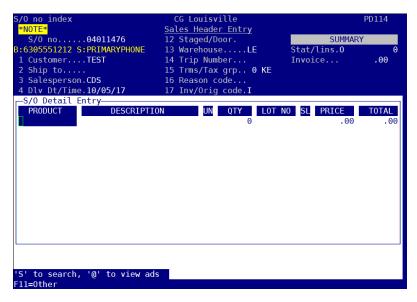
The Default pick location is where the item is located. Pick locations that start with W are in the dry warehouse and are shelf stable. Pick locations that start with F are in the freezer. All other pick locations are refrigerated.

How to enter items using Entry mode

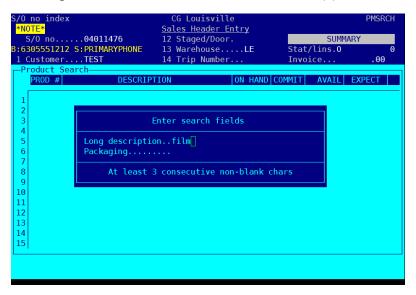
You can also enter items via "Entry" mode. By default, always look for items on a profile first. There will be times when a customer requests an item not on their profile. If that is the case, you may search for the item in Entry mode. On the Sales Header Entry page, select "Entry" by hitting "E" or using your arrows to highlight and then press enter. You can go between "Order" and "Entry" modes while on the same order.

```
<u>Sales Header Entry</u>
                                                                                        SUMMARY
   S/O no.
                   .04011476
                                          12 Staged/Door.
3:6305551212 S:PRIMARYPHONE
                                          13 Warehouse....LE
                                                                              Stat/lins.0
 1 Customer....TEST
                                          14 Trip Number...
15 Trms/Tax grp.. θ KE
                                                                                                     .00
                                                                              Invoice...
 2 Ship to....
3 Salesperson.CDS
                                          16 Reason code.
 4 Dlv Dt/Time.10/05/17
5 Pick date...10/04/17
                                          17 Inv/Orig code.I
18 Discount code.
 6 Cust Po 1...
                                          MISCELLANEOUS:
 7 Cust Po 2.
                                           Total weight..
                                                                       .000
 8 Cash?/Hold?.N N
                                          Pkgs/plts.
Total cube....
9 Route/stop..TEST1
10 Shp via/apt.D
11 A/R invoice.
                                                                      .000
                                                                      Margin....
0 0 Margin %..
                                          Ship date.....
Iv/Pk/Bl/Cs. 0 0
                     BILL TO
19 <mark>Test Use</mark>r
                                                         24 Itest (1234567890)
21 1235 JEFFERSON ST.
                                                         26 1235 JEFFERSON ST.
                                                         28 Louisville
23 Louisville
                         KY 40202
                                             USA
Select: Add Airway Allo Ar Bol Browse Charges Confsale Custmast Dept Entry ind index Invoice Label Lines Log Lookup Last Map Mistakes Modify Name Notes
 rder Palletize Pick Quit Reprice Search Ship Stamp Trip View Void Print
```

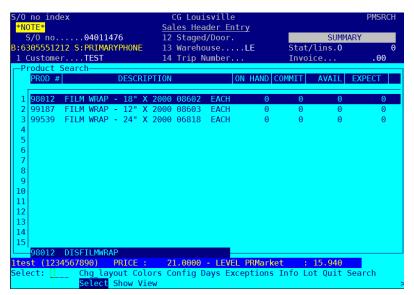
This brings you to a blank order screen or, if you have entered items in "Order" mode, those items will show up as well.



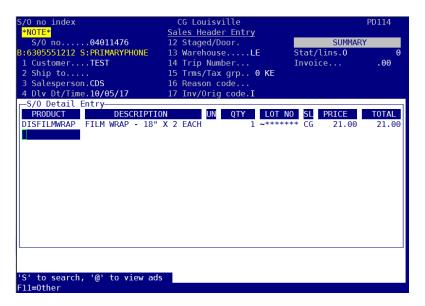
Next, search for the item(s) you would like to add to the order by pressing "S" enter and entering in at least 3 characters to find the item(s). Let's look for film wrap.



Here are the 3 types of film wrap we carry



We'll select the 18" by pressing enter and then enter the quantity needed; in this instance 1 box. Be sure to press enter until you get to a new line or the item you entered will not be saved.



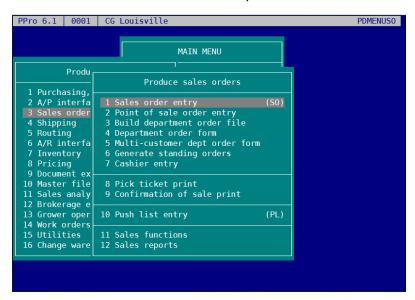
Now hit escape until you get out of the Sales Header Entry page. The order is now in the system and will be processed.

What if the customer has now decided to order 2 boxes of film wrap? To get back to a previous line, hit Escape. Now you can modify the quantity and use the arrow keys to move to another item, if needed.

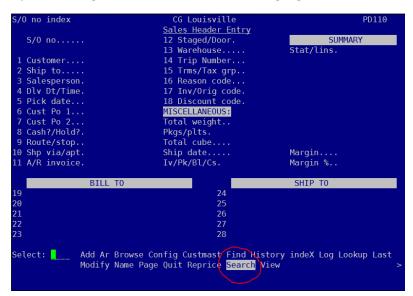
How to Search for an order

Go to the Sales Order Entry screen.

3 – Sales Orders → 1 – Sales order entry



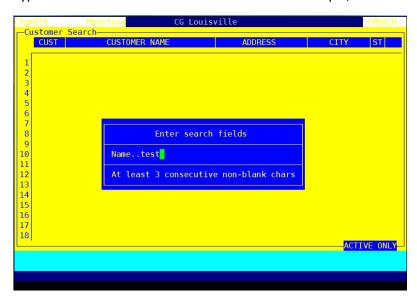
Upon entering that screen, then hit "S" to highlight Search on the bottom menu.



Hit Enter to bring you to this screen. Then hit "s" enter to search for the customer.

```
CG Louisville
<u>Sales Header Entry</u>
12 Staged/Door.
                                             SUMMARY
-Sales Order Search Options—
2 Customer category.....
3 Order status.....
4 Salesperson.....
5 Include crew of salesperson....N
6 Override crew.....
7 Warehouses.....
8 Include/exclude warehouses.....I
9 Ship via code.....
10 Origination code.....
11 Ship-to customer.....
12 Customer credit codes.....
13 Inc./excl. credits codes......I
14 Date range.....06/13/18
15 Date type?.....S
```

Type in at least 3 characters to search. For this example, I am searching for the Test customer.



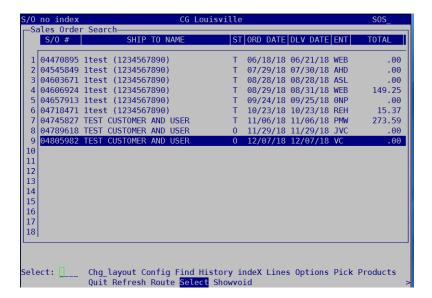
Arrow down to the customer.

```
CG Louisville
    TEST TEST CUSTOMER AND USER
3PROTE EVANSVILLE PROTESTANT H
            TEST CUSTOMER AND USER 1235 JEFFERSON ST. LOUISVILLE EVANSVILLE PROTESTANT HOME INC 3701 WASHINGTON AV EVANSVILLE
    000007 PPRO TESTING CUSTOMER
                                                                         testing city IL
                                                  testing address
          IPAD TEST CUSTOMER
                                                  1234 JEFFERSON ST. LOUISVILLE
                                                 2981 SIDCO DR NASHVILLE
1234 JEFFERSON ST. LOUISVILLE
  5 4LOG16 LOGANS TEST KITCHEN
  6 TESTEC TESTING ECOM ACCT
    2SPEAD Lexington test customers
                                                 Palomar Center Dri
 8 TEST3 RACHEL TEST 1
9 TEST4 RACHEL TEST 2
 10 TEST6 DENNY TEST 1
11 TEST7 JIM B TEST 1
    TEST8 JIM B TEST 2
 13 TEST9 Charlie Test
 14 TEST10 Murray's Test Customer
 15 TEST11 TESTTONY
 16 4JALTE J. ALEX TEST KITCHEN
                                                  2609 WEST END AVE NASHVILLE
 17 SLAURE LAUREN'S TEST CUST
                                                  1000 TEST DRIVE CINCINNATI
 18 CI-DEM CI DEMATIC TEST CUSTOMER
                                                                                 ACTIVE ONLY
Select: ____ Chg_Layout Colors Config Contact Prospect Quit Search Select
Showall View
```

Then hit Enter.

```
Sales Header Entry
                      12 Staged/Door
                                                SUMMARY
   -Sales Order Search Options—
   1 Customer.....TEST
                                 TEST CUSTOMER AND USER
   2 Customer category.....
   4 Salesperson.....
   5 Include crew of salesperson....N
   6 Override crew.....
   8 Include/exclude warehouses.....I
   9 Ship via code.....
  10 Origination code.....
  11 Ship-to customer.....
  12 Customer credit codes.....
  13 Inc./excl. credits codes......I
  14 Date range......06/13/18
  15 Date type?.....S
(U)nshipped (S)hipped or transferred (O)nly shipped (A)ll
```

Hit Enter 3 more times. Now you will see this screen with all the orders placed for this account.

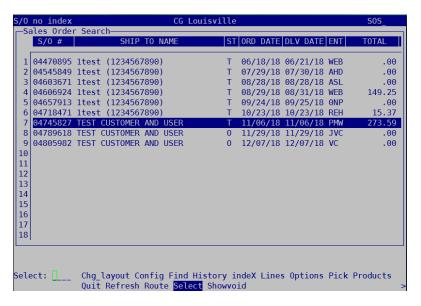


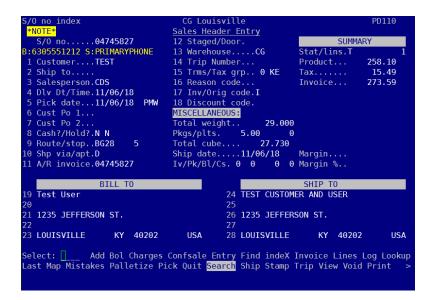
Here you can see the S/O # (invoice number), ST – Status. Here's the different Status types:

T – Transferred to AR, O – Open, has not been shipped, or S – Shipped

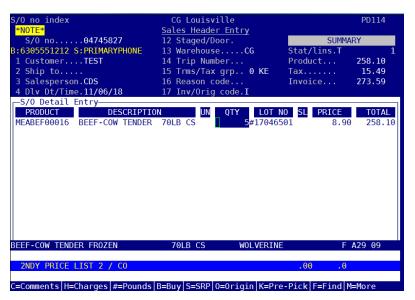
You can make changes to a Shipped or Open order, but no changes can be made to a Transferred order.

You can choose a sales order, click enter and then open that sales order. Or you can hit "L" for Lines to see the items on the order.



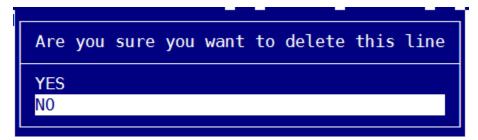


You can hit "E" for Entry to bring you to this screen to see what is on this sales order.



If you need to add an item to this order, hit INSERT and then "s" enter to search for the item.

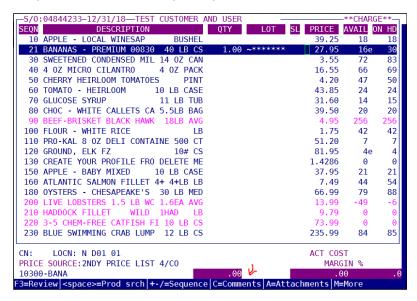
If you need to delete an item, hit DELETE. You will get a pop up that looks like this:



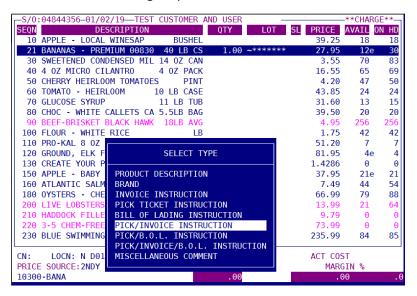
The default is no. You will need to arrow up to Yes to delete the item.

How to add Pick instructions or comments

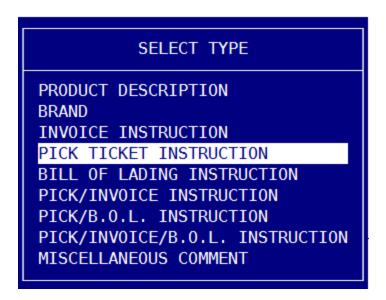
There may be instances where you need to add a special instruction for the pickers to hear when they pick an item. For instance, a customer wants green tip bananas. When you are entering the order on the profile, first enter the quantity, then hit enter twice. Next hit "c" for Comments



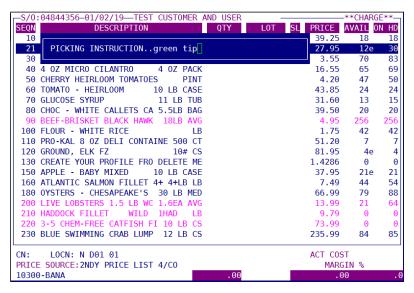
This menu will be brought up.



Use the arrow key to go to "Pick Ticket Instruction" and hit enter.

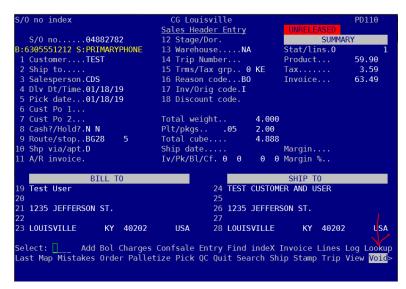


Enter the comment. Please refrain from using any special characters (! & #, etc) as they are not recognized by our picking system, Dematic.



How to Void an Order

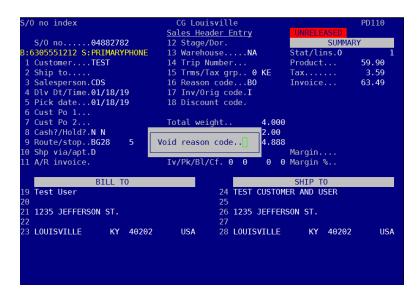
After you have found the order you wish to void, use the arrow keys or hit "v" twice to highlight Void. You can void any orders in Open status.



Then arrow up to Void this sales order.



Next input a reason code. Hit "s" enter to search for available codes.



Pick the reason code that applies.

```
CG Louisville
<u>Sales Header Entry</u>
12 Stage/Dor.
  /O no index
 S/O no.....04882782
B:6305551212 S:PRIMARYPHONE
1 Customer....TEST
                                                                                                                 SUMMARY
                                                       13 Warehouse....NA
                                                                                                    Stat/lins.0
                                                                                                                             59.90
                                                      14 Trip Number..
1 Customer...TEST
2 Ship to....
3 Salesperson.CDS
4 Dlv Dt/Time.01/1
5 Pick date...01/1
6 Cust Po 1...
7 Cust Po 2...
8 Cash7/Hold?.N N
9 Route/stop..BG28
10 Shp via/apt.D
11 A/R invoice.
                                                                                                   Product.
                                    -Void Reason Codes
                                          CODE DESCRIPTION
                                                    Customer Cancelled
                                           0T
                                                    OTHER:
                                                   Quality Discovered
Short Product
Sales Order Testing
                                           QU
                                    4
                                           SH
                                           TS
                                    6
                                    8
                           BIL
                                    9
 19 Test User
                                   10
                                   11
 21 1235 JEFFERSON S
                                   12
                                   13
 23 LOUISVILLE
                                   15
                                                                                                             ACTIVE ONLY-
Select:
                        Config Find Quit Select Showall
```

Hit enter.



Enter comments if needed then hit escape.

How to find where a customer's truck is

One of the common questions you will get is, "Where's my truck?" Here's how to find this information.

Search for the customer's order using the directions outlined previously.

Once you have the order up, hit "T" for Trip

```
/O no index
                                                                                                              PD110
                                               Sales Header Entry
S/0 no.....04880955
B:502-339-2206
                                               12 Stage/Dor.
                                               13 Warehouse.....CG
 1 Customer....1JALEX *JALEX* 14 Trip Number...00469084 Invoice...
2 Ship to..... 15 Trms/Tax grp..30 KY
                                                                                                            430.37
 2 Ship to....
3 Salesperson.LOU
                                               16 Reason code...
 5 Satesperson.LOU 16 Reason Code...

4 Dlv Dt/Time.01/17/19 17 Inv/Orig code.1

5 Pick date...01/16/19 1BR 18 Discount code.

6 Cust Po 1...1807565 Total weight... 2

8 Cash?/Hold?.N N Plt/pkgs....03
                                             Total cube.... 271.870
Total cube.... 22.794
Ship date....01/17/19 M
Iv/Pk/Bl/Cf. 2 1 0
9 Route/stop..LO61 291
10 Shp via/apt.D
11 A/R invoice.
                                                                                      Margin....
                                                                             0 0 Margin %..
                      BILL TO
                                                                                       SHIP TO
 9 J. ALEXANDERS
   102 OXMOOR COURT
                                                                26 102 0XM00R COURT
 3 LOUTSVILLE
                            KY 40222
                                                                28 LOUISVILLE
                                                                                            KY 40222
 ielect: ____ Add Airway Allo Attachments Bol Browse Charges Confsale Entry
 assing Pick QC Quit Reprice Search Ship Stamp Standing Trip View Void
```

This brings up the Trip Entry screen. Line 1 shows the route number. Line 7 shows the driver. Enter "U" for Update.

```
Trip Entry
       Trip...00469084 S Issue date...01/16/19
                                                                                         Pallets out/in...
  1 Route code......L061
2 Description..11 HURSTONE 502.744.3588
3 Warehouse......CG CG Louisville
4 Dispatch date/time...01/17/19 07:12AM
                                                                                         Total packages... 181.0
Total/Max Wght...1598.54
                                                                                                                               181.00
                                                                                         Total/Max Cube...101.04
                                                                                         5 Dispatch status / category.... Total/down hrs...
6 Transport type / lane Id..... Total gallons....
7 Driver/Phone..1BT Brian T 502-298-9785 5020-298-9785
8 Dispatcher...CLB Lamar Blake Total sal.
                                                                                                                                .00
                                                                                                                                                 .00
                                                                                                                                 .000
                                                                                                                                        4712.45
   9 Carrier/name..
                                                                                                        Other charges
                                                                                                                                                 .00
 10 Reference #...
 13 Refrig code/unit/setting...
 14 Staging area / Door #.....
15 Comments.
                                                                                                        Net margin...
                                                                                                        Net %..
Select: _____ Add Asn Attachments Batchdoc Bol B<mark>uil</mark>d Charges Config Correspond
Directions Distance Equip Find indeX Invoice Log Lookup Map Modify Palletize
Picktrp Print QC Quit Route Search Ship Stops <mark>Update</mark> View Void Weight
```

This screen shows the stops this driver has made and how the stops are ordered.

Stop number index					CG Louisville			PD092			
Trip00469084 S Is				Issue dat	Trip Entry Ssue date01/16/19			SUMMARY			
_	_Trip Update					, , , , , ,					
	P	REFR		[PTION					B0XS	STOP NOTES	
S				SPRINGS SR.				0	Θ		
S		04880913	J. ALEXAND	DERS	08:10A	08:10A	Θ	0	Θ		
S				DERS				0	Θ		
S				A PIZZA KIT				0	0		
S		04881202	YANG KEE N	100DLE #1 0	09:06A	09:06A	Θ	0	0		
S				IST		09:49A	0	0	0		
S		04880542	BRASSERIE	PROVENCE	09:57A		Θ	0	0		
S		04881759	BRASSERIE	PROVENCE	09:57A		Θ	0	0		
A		00717432	S0UTHEAST	CHRISTIAN			Θ	0	0		
S		04881067	SOUTHEAST	CHRISTIAN			0	0	0		
S		04882202	Z'S OYSTEF	RBAR			0	0	0		
S		04881608	GUACA MOLE	E, INC			0	0	Θ		
S		04881747	HAVANA RUN	MBA MIDDLET			Θ	0	Θ		
S		04880667	COALS MIDE	DLETOWN			Θ	0	Θ		
S		04881613	COALS MIDE	DLETOWN			Θ	0	Θ		
S		04881973	FAT JIMMY	S SHELBYVI			Θ	0	Θ		
s		04880476	MICHAELIS	EVENTS			Θ	0	Θ		
s		04880497	EL NOPALIT	O LAGRANGE			Θ	0	Θ		
Is		04881678	EL NOPALIT	O LAGRANGE			Θ	0	Θ		
LA	rr	ival-Dock	c-Departure	01/17/19	01/17/	/19 01,	/17/19	-			
Ι=	In	_out S=St	aging area	T=Tempera	ture D=D	Date & T	Times	E=9	Eal n	umber M=More	

We can see that the driver has been to Magnolia Springs, J. Alexanders, California Pizza Kitchen, Yang Kee Noodle and Bristol East. He has arrived at Brasserie Provence and is still there. If you were speaking to someone from Southeast Christian, you could tell them that the driver is coming to them next. If you are speaking to someone from Havana Rumba Middletown, you can say, "the driver has 3 stops before coming to you". It is not a good practice to give out actual times as we have no way of knowing for sure when the driver will arrive. Several factors come into play here: traffic, how big the delivery is, if there are any problems, distance between stops, etc. You can make an estimate if the customer insists but be sure to tell the customer it is just an estimate.

How to make changes to a shipped invoice

All drivers will have a company cell phone with a Produce Pro app that allows them to check in to and depart from an account, make changes to an invoice (if an item was short or rejected by the customer) and the customer will sign the invoice via the driver app.

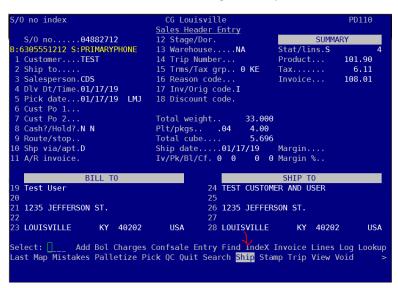
There will be times that a driver will not have a phone and will need to call in invoice changes. There are also certain accounts (most of them corporate accounts) who do not want their invoices changed and request that credits be entered for any changes.

We can only change invoices BEFORE the invoice has been signed by the customer (either the paper copy or on the app). We can NEVER make changes to signed invoices. Any changes once the invoice has been signed have to be adjusted as a credit.

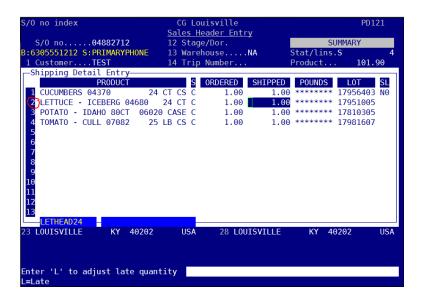
Here's how to change an invoice when a driver calls in.

First, find the order that needs to be changed using the search procedure outlined above.

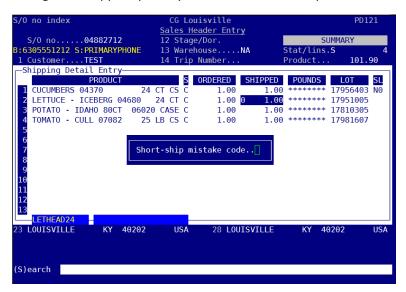
Then arrow over or hit "s" twice to get to Ship.



Let's say the Iceberg lettuce on this order was not on the truck. Once on the shipping screen, use the number keys to get to the iceberg lettuce. In this case the iceberg is line 2.



Change the shipped quantity to 0. This will come up.



You will get to know the short ship codes, but if you need to find them, hit "s" enter to search.



Here's an explanation of each mistake code you will use.

CO – Customer Order Error – Customer did not intend to order this item or they have overordered and do not want this item.

DE – Data Entry Error – Someone within our organization has entered this incorrectly. This could be quantity or item

DR – Driver Error – The driver has made an error.

NS – Not Customer Spec – this item was not what the customer was expecting. The product may not be the desired ripeness, the desired cut, etc.

PA – Price Adjustment – the product was sent at the incorrect price. More will be told about this mistake code in the Entering Credits section

PQ – Poor Quality – this product is poor quality.

SD – Short at delivery – unknown why – This product was short and not on the truck.

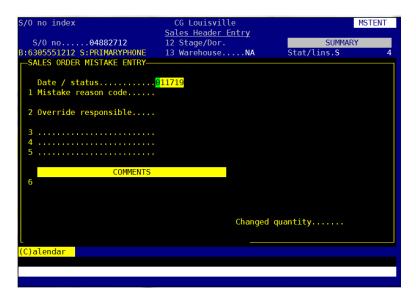
TO – Missing Tote – An entire tote of product is missing.

TT – Transit Damage – this product is damaged

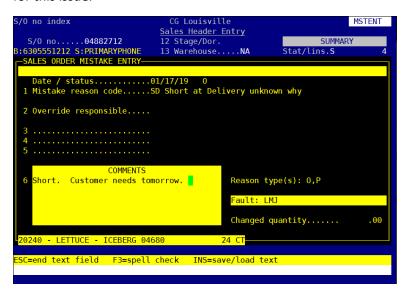
WP – Wrong Pick – We have sent the incorrect product

SD is for Short at Delivery. Because this product was not on the truck, choose this mistake code.

This is the next screen you will see.

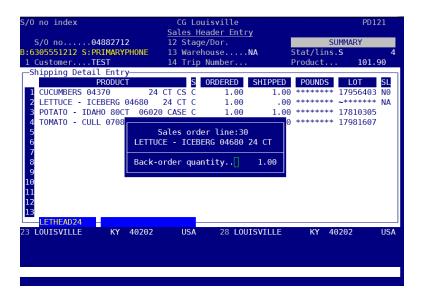


Hit enter twice to be brought to the Comments section. Enter the appropriate comment and resolution for this issue.



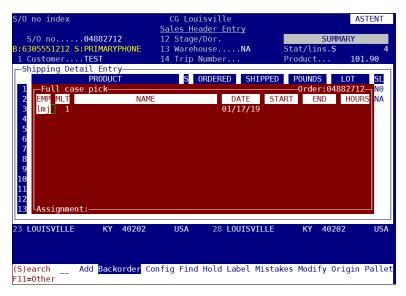
This is very important as this information can be searched in Ppro. If there is no further action required, please denote that.

Next, hit Escape twice.

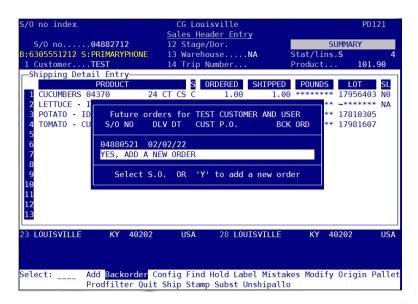


If the customer needs a backorder, hit enter.

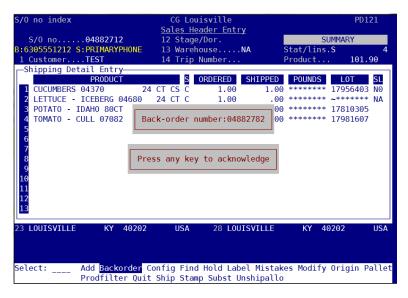
In this screen, enter your 3 digit employee code then enter.



Ppro will bring up the next order in the system. If you are going to add to this order, just hit enter. If you need to pick a different day, arrow down to Yes, add a new order.

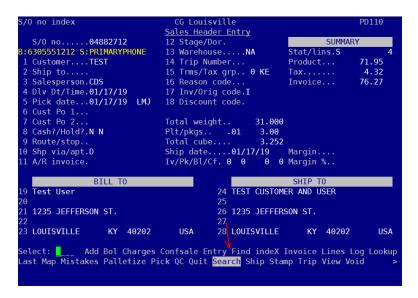


Then input the delivery date. Do not change the pick date or reason code. If you are entering the order for a future day, just hit enter through the route code. If you are entering something for second run, you may need to change the route code. See the information regarding each region as to whether to change the route for second runs.

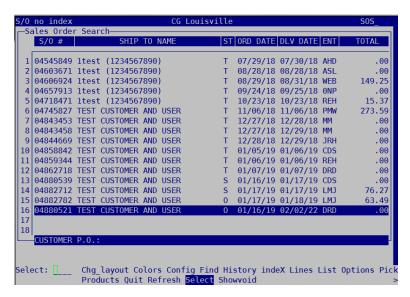


This screen shows you the backorder was entered and the invoice number associated with it. Press any key.

If you want to double check, hit "S" for Search to see all the orders entered for this account.

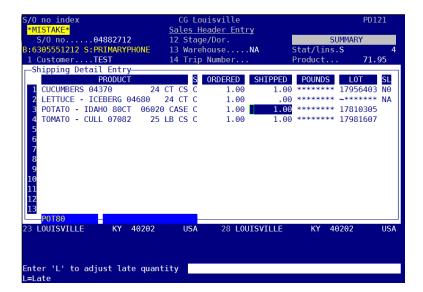


Then hit enter 4 times to come to this screen.

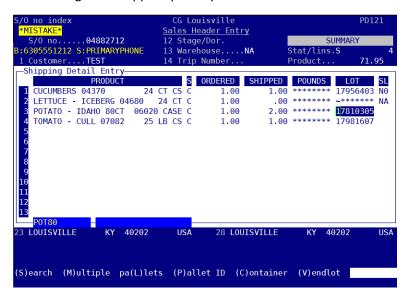


You can now see the order that has a delivery date of 01/18/19. That is the backordered iceberg lettuce. You can hit enter on that order to see it or hit "L" for lines to see what products are on the order.

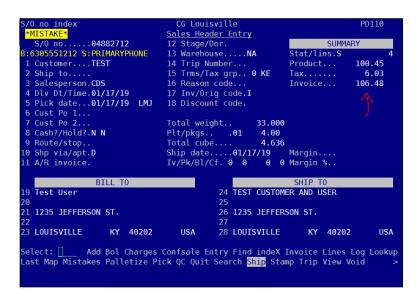
The driver may also request to change the quantity of a shipped item. For instance, the customer ordered 1 case of 80 ct potatoes, but the driver had an extra case on the truck and the customer would like to have the extra case. Once on the order, hit "s" twice for Ship to bring up this screen.



Then change the shipped quantity to 2.

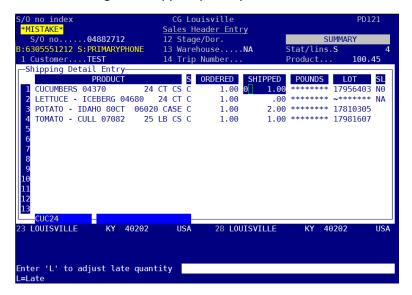


Then give the driver the new invoice total by hitting escape to go back to the order screen. The new total is in the top right corner.

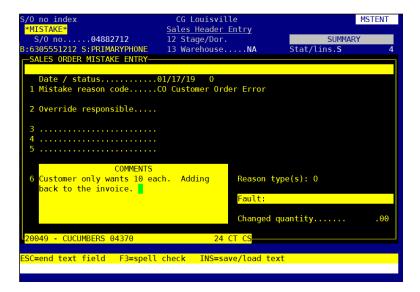


There may be times where a customer does not want a whole case of a product and only wants a partial case. Go back into the ship screen. For this example, the customer only wanted 10 cucumbers, not the whole case.

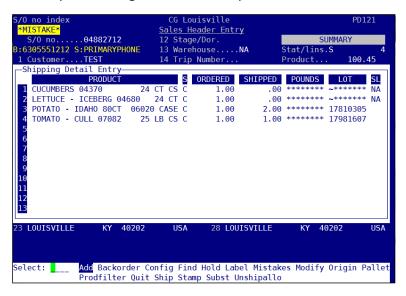
On line 1, change the shipped quantity to 0.



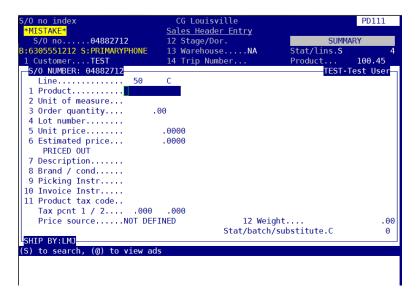
Use the CO – Customer Order Error as the mistake code and input the comment.



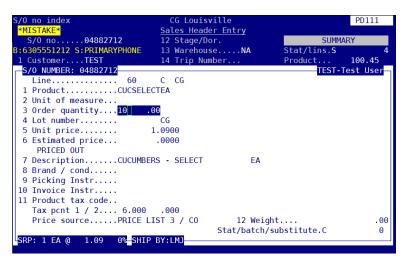
Hit escape twice to get back to the ship screen then "A" for Add



This screen comes up.

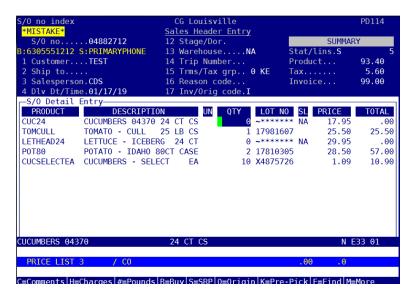


Enter the product in line 1. You can search for the product by hitting "s" enter. Enter the quantity in line 3.



Continue hitting enter until you get back to the ship screen. Then hit escape.

To see the changes, you can hit E for Entry.



You can see that the Cucumbers by the case are now at 0 and 10 of the Cucumbers – Select – EA have been added. All our products are more expensive by the "each" than by the case.

Credits

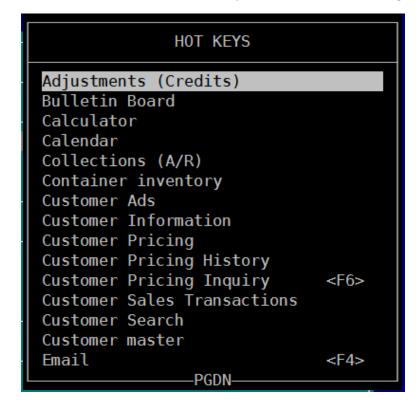
There will be times when a customer will need credit for items they have purchased. Here are some things to keep in mind about credits.

- WOW Center agents are only able to enter credits for the same day. Accounting must enter any credit from previous days
- RMA vs. Credit. An RMA (Return Merchandise Authorization) is entered if a product needs to be picked up and returned to us. A credit is issued if the product will not be picked up.
- Any frozen item that is returned must have been kept frozen. It cannot be thawed.
- Products must be returned in their original packaging and must be the full amount.
- Any previous day credits or RMA's for seafood must be approved by the seafood team.
- Any credits or RMA's for meat items must be approved by the meat team.
- Use good judgement and ask questions when necessary. Will we give credit on lettuce from a
 week ago? Probably not. Will we give credit or pick up paper cups that have not been opened
 from a week or more prior? Probably. Many things factor in to whether a credit can be given.
 Ask questions.

RMA Entry

RMA's are issued when the product will be picked up and returned to our warehouse. Credit is not given to the customer until the product has been received in our warehouse. A customer will not see an immediate credit when issued an RMA.

To enter an RMA, hit F9 while on any screen and then enter to go to Adjustments (Credits)



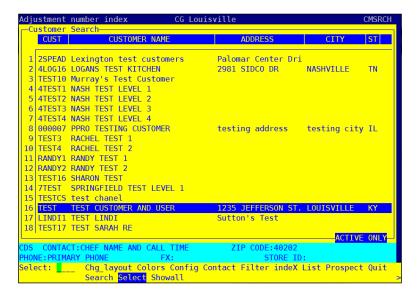
Hit "r" for RMA or use the arrow keys.



Hit "s" enter to search for the customer.



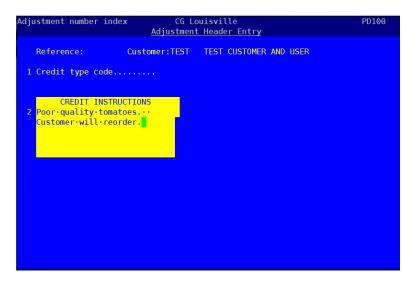
Arrow down to the customer and hit enter.



You do not need to add anything in the Cust refr field. Hit enter to go through that field.



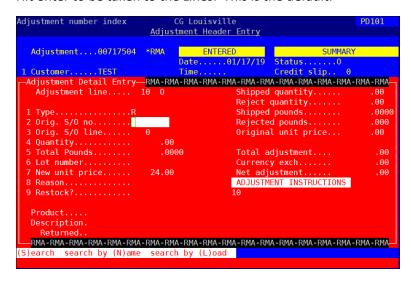
Enter the credit instructions.



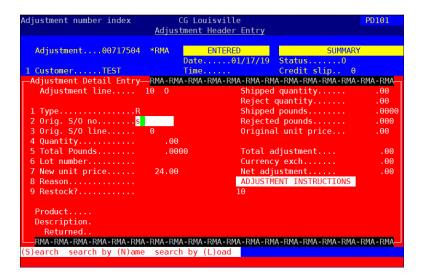
Next, hit Escape to be brought to this screen.



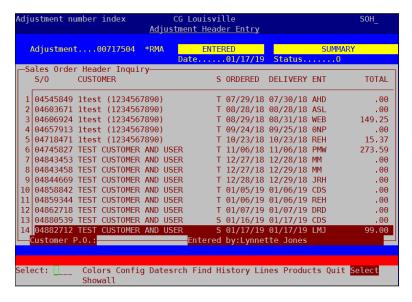
Hit enter to be taken to the Lines. This is the default.



Hit "s" enter to search for the sales order number.



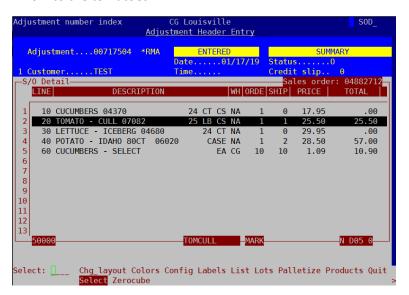
I will be entering a credit on the tomatoes from the order delivered on 01/17/19. Arrow to that sales order and hit enter.



Next search for the line on the sales order by hitting "s" enter.

```
djustment number index
                       Adjustment Header Entry
                             ENTERED
Date.....01/17/19
  Adjustment....00717504 *RMA
                                                       SUMMARY
Credit slip
                                       Reject quantity.....
Shipped pounds.....
Shipped pounds.....
Rejected pounds.....
Original unit price...
 Total adjustment....
 7 New unit price.....
8 Reason......
9 Restock?....
                                       Currency exch.....
Net adjustment.....
                                                                 .00
                       24.00
                                                                 .00
                                      ADJUSTMENT INSTRUCTIONS
  Description.
  (S)earch (P)roduct search (C)reate new S/O line
```

Arrow to the tomatoes.



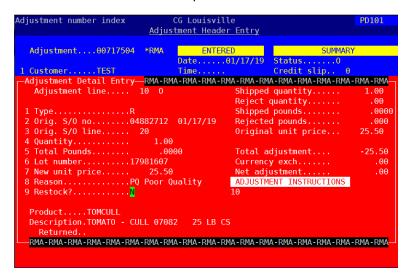
Hit enter.

Enter the quantity.

```
CG Louisville
djustment number index
                    Adjustment Header Entry
 Adjustment....00717504 *RMA
Shipped quantity.....
Reject quantity.....
  Adjustment line.... 10 0
Shipped pounds......
Rejected pounds.....
Original unit price...
 5 Total Pounds.....
                                  Total adjustment....
                                 Currency exch.....
Net adjustment.....
ADJUSTMENT INSTRUCTIONS
 6 Lot number.....
  New unit price.....
Product.....TOMCULL
 Description.TOMATO - CULL 07082 25 LB CS
 (B)roken quantity
```

Enter the reason (mistake) code. You can search for the appropriate code. In this case, the mistake code is PQ for Poor Quality.

The next line is to restock the product or not.

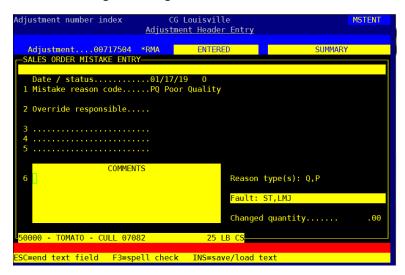


Poor quality items do not get restocked, so leave this entry "N".

You do not have to enter anything in the Adjustment Instructions. Just enter through.

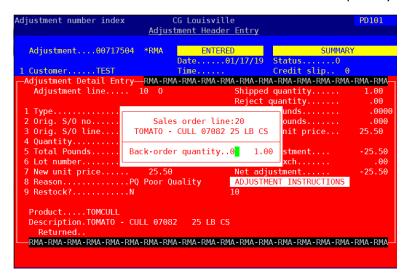
```
Adjustment number index CG Louisvitte
Adjustment Header Entry
  Adjustment....00717504 *RMA
                             Date.....01/17/19
 1 Customer.....TEST
—Adjustment Detail Entry—RMA-F
Adjustment line.... 10 0
                                              Credit slip.
                             Time.
                      Shipped quantity.....
Reject quantity.....
                                                               1.00
 Shipped pounds.....
Rejected pounds.....
                                                                .0000
                                       Original unit price...
                                       Total adjustment....
                                       Currency exch.....
Net adjustment.....
                                                                 .00
                                      ADJUSTMENT INSTRUCTIONS
  Product.....TOMCULL
  Description.TOMATO - CULL 07082 25 LB CS
  Press ESC to exit field
```

Continue hitting enter to get to this comment field.



Enter the comment with the resolution.

Hit Escape two times. You will get a prompt to backorder. In this instance a backorder is not necessary as the customer will reorder. Enter 0 for the backorder quantity.



Then hit escape. The RMA is now in the system. The next time an order is delivered to this customer, the item will be picked up.

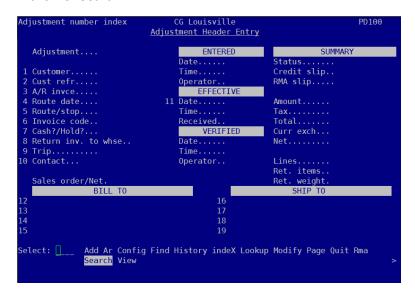
The credit entry process is the same as the RMA process except when you get to the Adjustment Header Entry after hitting F9, hit "A" for Add instead of "R" for RMA. All other steps are the same.



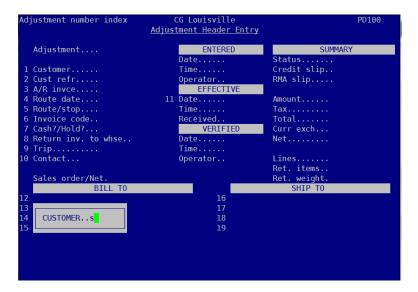
You can also search for credits. To do this hit F9 and enter to be brought to the Adjustment Header Entry screen.



Hit "s" for Search.



And "s" enter to search for the customer.

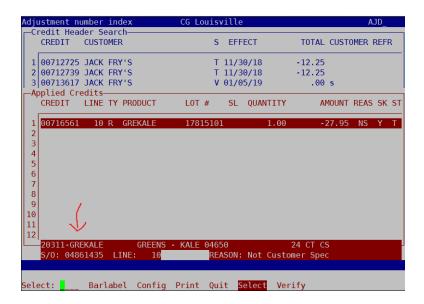


Let's see what credits Jack Fry's has in the system.



You can select any credit to see it or hit "L" for Lines to see the products on the credit.

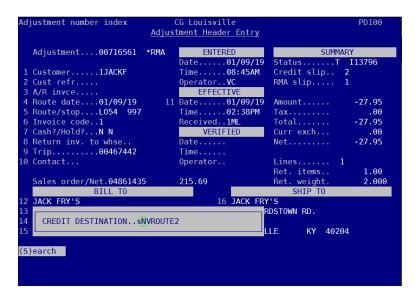
You can see the item on the bottom of the screen.



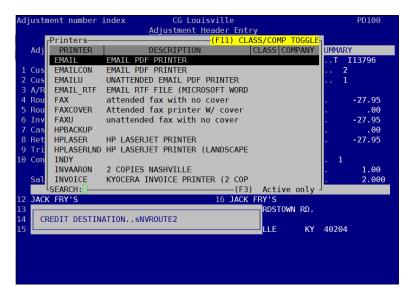
If a customer would like a copy of this credit, enter onto the desired credit to bring it up and hit "P" for Print.



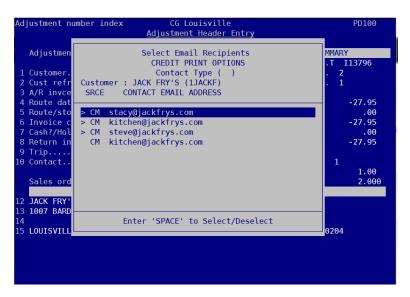
A default printer is shown. However, there are many options for printing. Hit "s" enter to search for printers.



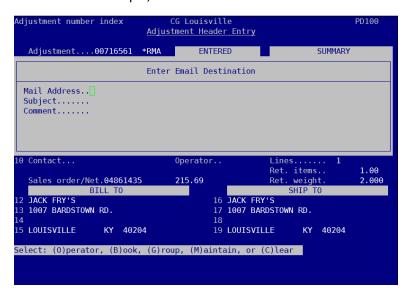
Each region has its own printer. You can also email a copy to the customer. Find the EMAIL EMAIL PDF PRINTER.



A list of emails in Ppro that are attached to the account will come up.



Use the space bar to select/deselect an email address. If the email address is not listed, deselect all. Hit enter. In this example, I deselected all of the available email addresses and will send this to myself.



Enter the email address and subject line. You can also enter a comment if necessary.



If you do not enter a comment, just keep hitting enter. If you do enter a comment, you have to hit escape to send the email.

These printing instructions are the same when printing an invoice or a report from Ppro. The only exception is when you are printing an invoice, go to Invoice when the order has been pulled up.



How to enter a Get Signed Invoice

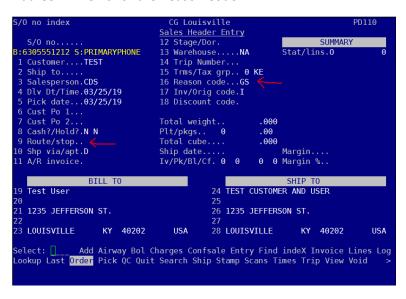
Occasionally, we have to enter an invoice for an item that was delivered without an invoice. There are a number of reasons for this, including:

- A driver found an item that was shorted off the original invoice and delivered it.
- A driver shopped for an item for a customer and delivered without invoice.
- A driver had extra product on their truck and a customer would like to purchase said items.

Enter a Get Signed invoice just like a regular order, with a couple of exceptions.

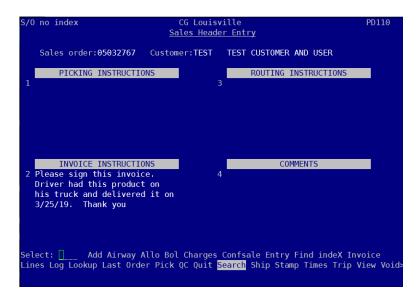
Tab through the route.

Add GS in line 16 for the Reason Code.



Hit the + key once.

Enter details on the Invoice Instructions. Be as specific as possible so both the customer and accounting know the reason for the Get Signed invoice.

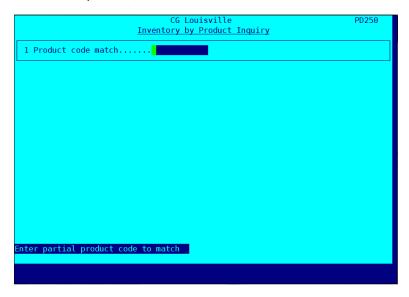


Ship the invoice and print 2 copies to the appropriate region's printer.

How to find information about a product

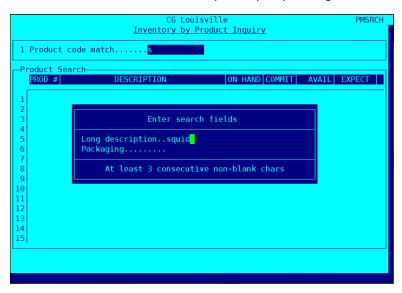
We strive to make sure all our items have a description and a picture. It's easy to find this information in Ppro.

While on any screen, hit F10.

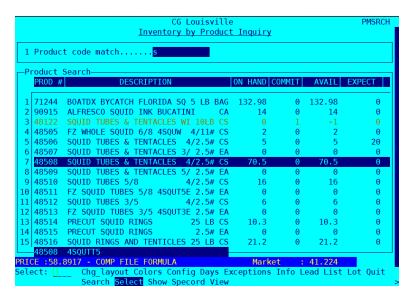


If you know the 5-digit item code, you can enter it here or hit "S" enter to search for an item.

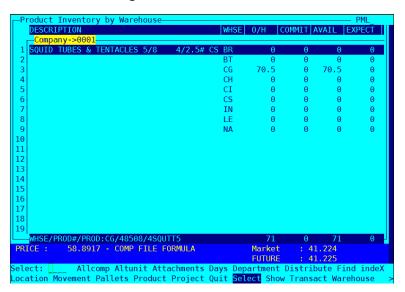
Let's find out information about squid. Upon pressing "s" enter, type "squid".



Hit enter twice to be brought to all of the items in Ppro that have the word "squid" in the description. Arrow down to the item you'd like to know more about. In this case, Squid Tubes & Tentacles 4/2.5# CS.



Hit enter to be brought to this screen.



Here, you can see the warehouse this product is stored.

Quick warehouse code glossary:

BR - Brokerage

BT - Bardstown

CG - Louisville

CI – Cincinnati

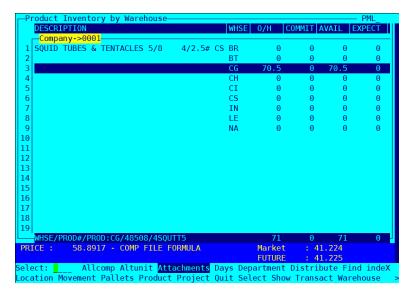
CS - Columbus

IN - Indianapolis

LE - Lexington

NA - Nashville

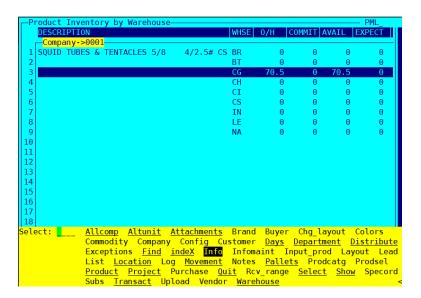
To see a picture of this product, hit "a" for Attachments.



This is the picture of the product.



To find information on this product, hit "." Then "I" for Info.



A pdf will open with the picture and description of the product. This is the same info a customer will see when they are online or on the app.

Product: 48508 Description: SQUIE

Description: SQUID TUBES & TENTACLES 5/8

Packaging: 4/2.5# CS



Product Description

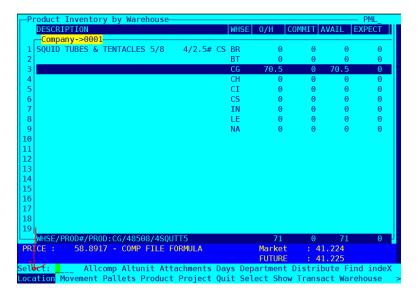
Our Traditionally Cleaned Calamari is imported calamari with a high quality reputation. Its delicate and smooth texture makes it a top choice among chefs. Available in a variety of sizes, it is ideal for any dish!

- -Traditionally Cleaned Wings On
- -Imported Loligo squid
- -Excellent reputation among top chefs
- -Superb consistency

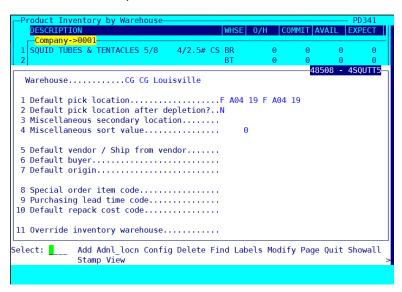
Descriptions and pictures are maintained by our Digital Content Creator, Joey Mudd, with the help of the purchasing team. If you see incorrect information, please send a Zendesk ticket to Joey Mudd as part of the Marketing team and he will update.

If you need to find out if the product is stored frozen or fresh, follow these steps.

While a warehouse with inventory is highlighted, hit "L" for Location.



Look at the default pick location on line 1.



If the pick location starts with an "F", that item is housed in the freezer. If the pick location starts with a "W", the item is housed in the dry warehouse (meaning it is shelf stable). All other pick locations are refrigerated areas.

What if you need more information about this product? The purchasers are your first choice for finding out more information. Let's find who the purchaser of a product is.

Follow this path. 10 – Master Files \rightarrow 1 – Product files \rightarrow 1 – Products

Or hit the speed key, .34



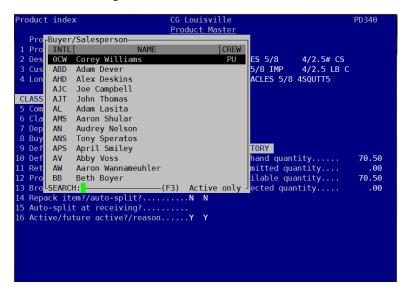
If you know the item code, hit "f" for Find and type in the 5-digit item code.

Or hit "s" for Search and then search for the item. Let's look at that squid we were looking at earlier. It is item 48508.



```
PD340
                                        G Louisville
                                       Product Master
 Product......4SQUT
1 Prod number / short desc..48508
                                 .4S0UTT5
 2 Description/packaging.....SQUID TUBES & TENTACLES 5/8
3 Customer override desc....SQUID - TUBES & TENT 5/8 IMP
                                                                        4/2.5# CS
4/2.5 LB C
 4 Long description......FZ SQUID TUBES & TENTACLES 5/8 4SQUTT5
CLASSIFICATION
 Commodity.....SEAF00D
 Department.....
 8 Buyer.....KB
9 Default purchase unit.....
                                                    INVENTORY
On-hand quantity.....
                                                                                       70.50
                                                        Committed quantity....
                                                                                      .00
70.50
                                                       Available quantity....
                                                       Expected quantity.....
16 Active/future active?/reason.....Y Y
elect: [____ Add Attachments Exceptions <mark>Find</mark> Formulas indeX Keywords List Log
ot Modify Quit Search Stamp Substitute Units View Warehouse Webmesg
```

This screen has lots of information, most of which is used by the purchasers. Line 8 has the Buyer. For this product, the Buyer is KB. You will get to know the employee codes of the purchasers well. KB is Ken Berry. If you'd like to find out that information, ask your neighbor; it is likely they know. In the event no one is available, go to line 8 and then hit "s" enter to search.



You will see a list of all employee codes. Be careful, though, you don't want to accidentally change the purchaser; hit escape after viewing these employee codes.

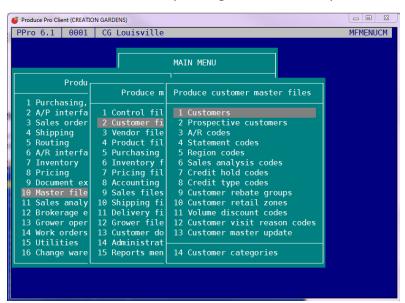
Customer Master Files

Customer Master File is the place where we begin the setup process in Produce Pro (PPro for short) for all new and existing accounts. It serves as the primary information page that controls many day to day functions. The accounting department will set up all new accounts but it is the responsibility of the Managing Partners and Customer Advocates to maintain these master files and make sure information is current.

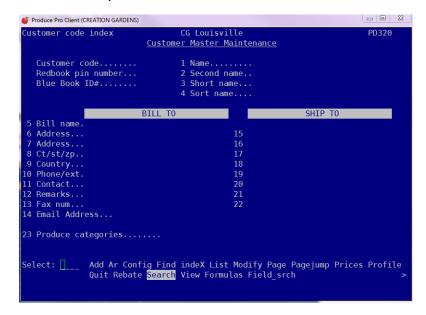
In order to access these files follow these steps:

1 – Produce Pro \rightarrow 10 – Master Files \rightarrow 2 – Customer Files \rightarrow 1 – Customers

You can also access this by hitting .32 while on any menu.



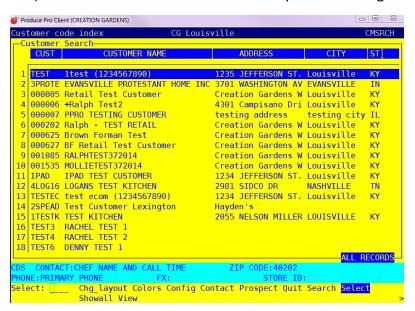
This will take you to the Customer Master Maintenance screen.



Hit "S" for Search, which takes you to this screen:



Then input the account you are looking for. For this example we will use the TEST account. You must enter at least 3 consecutive characters when searching for anything (customer, product, etc.) in PPro. Next arrow to the customer you are looking for and hit enter.



Which will take you to the Customer Master Maintenance screen. Like this.

```
Produce Pro Client (CREATION GARDENS)
                                  <u>Customer Master Maintenance</u>
    Customer code.....TEST
                                           1 Name.....1test (1234567890)
    Redbook pin number...
Blue Book ID#.....
                                           2 Second name...
3 Short name...
4 Sort name....1TEST (12345
                               BILL TO
                                                                            SHIP TO
 5 Bill name. Test User
                                                              1test (1234567890)
 6 Address...1235 JEFFERSON ST.
  7 Address...
 8 Ct/st/zp..Louisville
                                     KY 40202
 9 Country...USA
10 Phone/ext.6305551212
11 Contact...
                                                         18
                                                         19 PRIMARY PHONE
                                                         20 CHEF NAME AND CALL TIME
 12 Remarks...DELETE ANY TEXT HERE
                                                         21 BACKUP PHONE NUMBER
 3 Fax num.
 l4 Email Address...
23 Produce categories......LO EO PL PY VN CN LE
Select: [____ Add Ar Banking Contacts Find indeX List Log Modify Notes Pagejump
Phone Prices Profile Quit Route <mark>Search</mark> Stamp View Warehouses Field_srch >
```

This screen is the primary source for contact information for an account.

Line 11 Contact – please enter the best contact person (Please also enter this person as a contact. Tutorial follows)

Line 12 Remarks – this could be anything. For example "Call after 10:00 AM" or "Always call Jeff first", etc.

Line 13 – Fax – self explanatory

Line 14 – email address – self explanatory

Line 23 – Produce categories – we will get into those in another training lesson

Customer Contacts

On the Customer Master Maintenance home screen, choose Contacts from the bottom menu by either using your arrows or hitting "C".

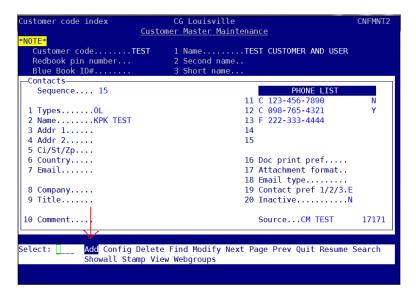
```
Select: ____ Add Ar Banking <mark>Contacts</mark> Find indeX List Log Modify Notes Pagejump
Phone Prices Profile Quit Route Search Stamp View Warehouses Field_srch >
```

Now you will see a list of all contacts that have been added to the account. If this is a brand new account, you may only see ONLINE LOGIN as one of the contacts. In order to add a new contact, follow these steps. Select any contact.



Each contact is assigned one or more two letter codes, called the **Contact Type**, line 1. Every customer will have specific people within their business who may need unique information. For example, the Executive Chef may receive Order Confirmations, Invoices and Marketing Materials but the Accountant only needs Statements. This is where you can input and differentiate these contacts.

First, we'll add a new contact. Once you have selected one of the current contacts, type "A" for ADD then Enter.



Here's an explanation of what the different contact types are.

CC – Chief Contact Zendesk – When a contact also has the type, CF, Zendesk will consider this contact first if a duplicate number or email is detected in Zendesk.

CF – Ordering & Business Contact – When a contact has this type included, the information (name, phone number(s) and email address) will be imported into Zendesk.

ED – EDI Contact – A contact who would be the best person to speak to about any EDI issues.

IV – Invoice Contact – a contact tagged IV will receive an emailed copy of their invoice once it has been signed on the driver phone app

MK – Marketing – a contact tagged MK will receive email marketing (for instance: market reports, vendor and product spotlights, holiday delivery schedules, etc.)

OC – Web Order Confirmation – This contact will receive an email once a web order has been placed. This contact will also receive an email notification if an item has been shorted from their order.

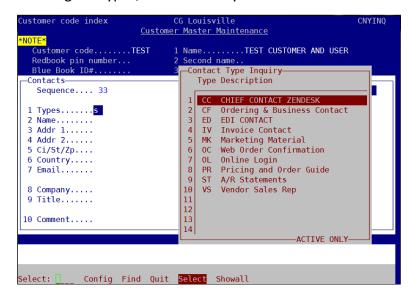
OL – Online Login – This contact is enabled with a login and password to order via the web or app. If a customer wants to be able to order online, then they must have this contact type. If you have an email address on the OL, then PPro will send a notification for things like missing cut off or didn't complete the check out process.

PR – Pricing and Order Guide - Adding PL on line 23 of the Customer Master Maintenance home screen makes sure price lists are emailed automatically. You have to also have the contact type PR on the contact you want the price list to go to.

ST – A/R (Accounts Receivable) Statements – This contact will receive statements. Please get with the accounting department to get these set up correctly.

Contact type VS is not used with customers.

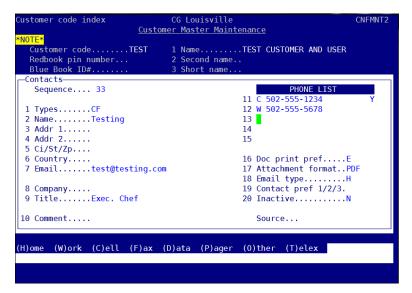
Now back to creating a new contact. For this exercise, let's input an Executive Chef. Joe Chef will be receiving invoices and marketing materials and is the contact for Zendesk. When you are in "Types", you can hit "S" enter to search for your options. Once you have finished entering the types, hit enter and you will be taken to the next field.



Enter in the appropriate fields. Title, email and phone numbers are very important for WOW Center contact.

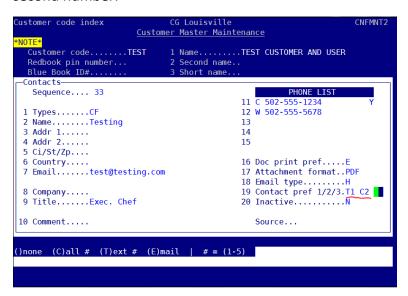
A word about entering phone numbers:

Up to 5 phone numbers can be inputted for each contact. These are housed in lines 12 - 15. Enter the type of phone (H) Home, (W) Work, (C) Cell, (F)Fax in the first box.



Add the phone number, area code included, without a 1 in front of the area code. You can add dashes, but they are not necessary. For example, (502)555-5555 can be entered 5025555555. Just be sure not to put a 1 in front of the number. The next box has a spot for an extension, if needed. The last box has a box for whether the phone is a text enabled cell phone. Please place a Y or N in that box.

On line 19, please indicate the customer's preferred phone number for contact. For this example, the customer prefers to be texted first and then the work number called. I have entered T1 (1 referring to the first phone number in the contact) and C2 (to indicate to call the second number.



Enter through until you get to the screen with the web login id and web password. If this contact will be using the web/app to place orders, please create a login for them using their email address and create a password. The password can be changed by the customer once they log in.

Customer code index	CG Louisville	CNFMNT2		
<u>Customer Master Maintenance</u>				
NOTE				
Customer codeTEST	1 NameTEST CUSTOMER AND USER			
Redbook pin number	2 Second name			
Blue Book ID#	3 Short name			
_Contacts				
NameTesting				
1 Web login idTEST@TESTING.COM				
2 Web passwordapple21				
3 Force password change? / Last changeN				
E-COMMERCE				
4 Last survey date				
5 Allow contact maintenance?				
6 Contacts can view other contacts?				
7 Contacts can edit other contacts?				
8 Contacts can add other contacts?				
9 Hide from other contacts?				
Min langth 4				
Min length=4				

How to find online login and password

Every customer has a unique online login and password. Login and password are the same for both the app and the website. Here's where a customer's login and password is stored in PPro.

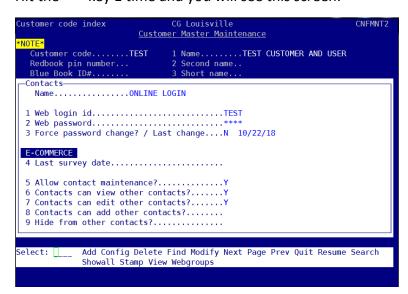
On the Customer Master Maintenance screen, hit "C" for Contacts then enter.

```
Select: ____ Add Ar Banking <mark>Contacts</mark> Find indeX List Log Modify Notes Pagejump
Phone Prices Profile Quit Route Search Stamp View Warehouses Field_srch >
```

Then select the contact that has the type OL. For some customers, there may be more than one.



Hit the "+" key 1 time and you will see this screen:



Login ID is on line 1. In order to reveal the Password, type "2" then enter and the password is revealed.