

Accounting & Technical Support For Petroleum Marketers!

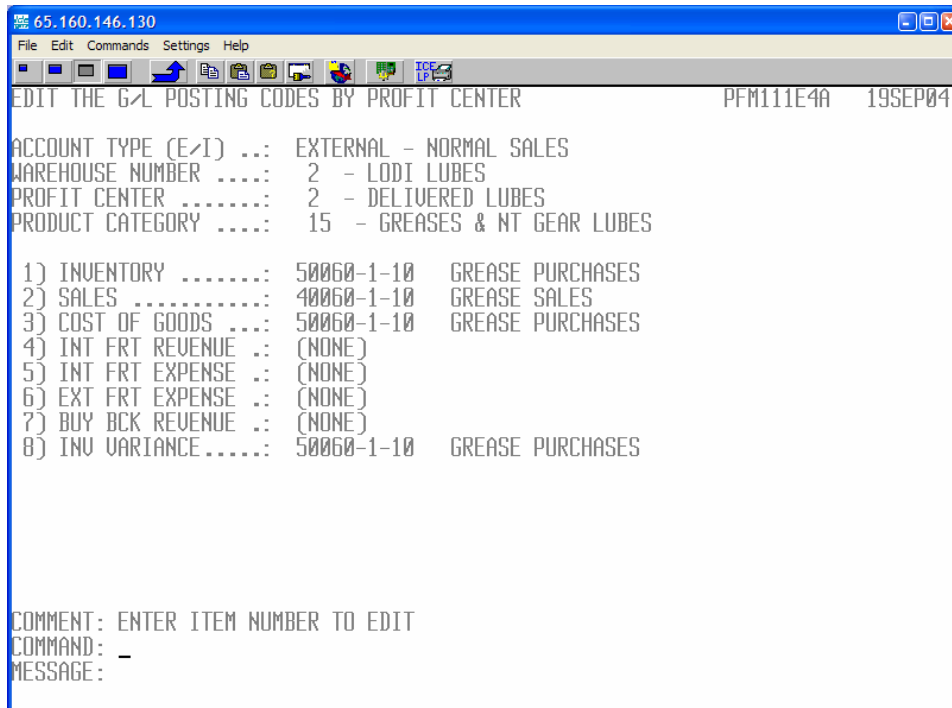
The first field on the new Customer F screen is INTERNAL ACCT (Y/N). We don't expect this to be widely used, but here's what it's about:

We are responding to a client that uses wholesale invoices to move inventory around internally by sort of selling to themselves. They have to add some busy-work to clean up after themselves, and so we decided to try to create an explicit means of posting these invoices using a different set of rules for internal customer accounts.

So far, we've created two areas of change: how it posts to G/L and how it posts to A/R.

The G/L change:

We have created a second set of G/L posting codes. See the screen below:



```
65.160.146.130
File Edit Commands Settings Help
EDIT THE G/L POSTING CODES BY PROFIT CENTER PFM111E4A 19SEP04
ACCOUNT TYPE (E/I) ... EXTERNAL - NORMAL SALES
WAREHOUSE NUMBER .... 2 - LODI LUBES
PROFIT CENTER ..... 2 - DELIVERED LUBES
PRODUCT CATEGORY .... 15 - GREASES & NT GEAR LUBES

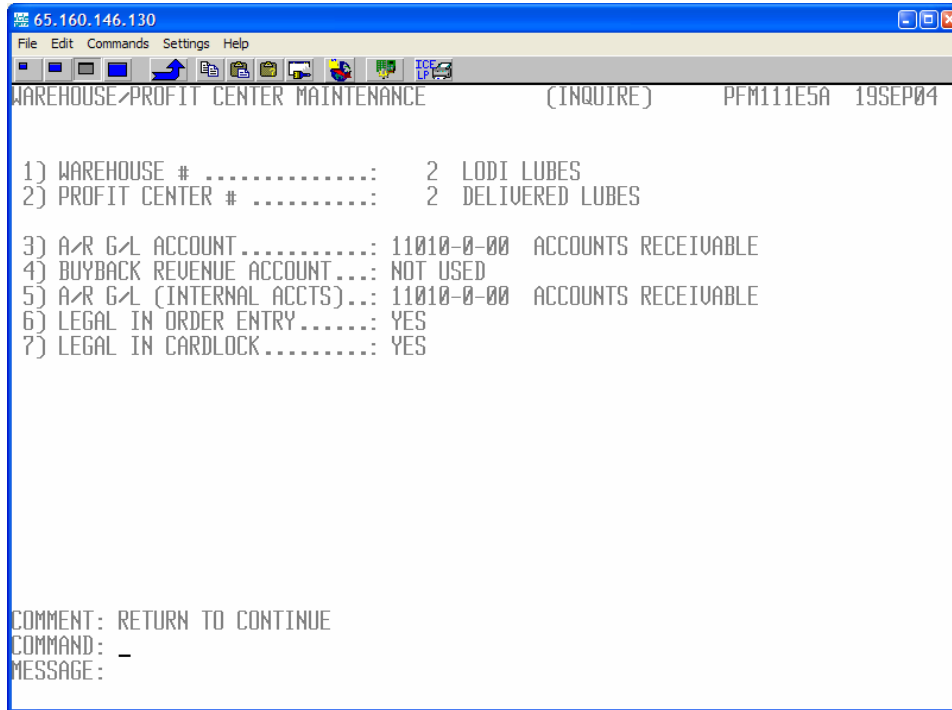
1) INVENTORY .....: 50060-1-10 GREASE PURCHASES
2) SALES .....: 40060-1-10 GREASE SALES
3) COST OF GOODS ...: 50060-1-10 GREASE PURCHASES
4) INT FRT REVENUE ..: (NONE)
5) INT FRT EXPENSE ..: (NONE)
6) EXT FRT EXPENSE ..: (NONE)
7) BUY BCK REVENUE ..: (NONE)
8) INU VARIANCE.....: 50060-1-10 GREASE PURCHASES

COMMENT: ENTER ITEM NUMBER TO EDIT
COMMAND: -
MESSAGE:
```

Note the top field, where one chooses Internal or External. When this is installed, the two sets are equivalent. This jobber will now edit the Internal codes as they choose, which for them it to wash inventory and cost and to push sales to a different section of the Income Statement.

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We have also created a second A/R posting code in 1,10,111, 5, 5. Here is one of those screens:



```
65.160.146.130
File Edit Commands Settings Help
WAREHOUSE/PROFIT CENTER MAINTENANCE (INQUIRE) PFM111E5A 19SEP04

1) WAREHOUSE # .....: 2 LODI LUBES
2) PROFIT CENTER # .....: 2 DELIVERED LUBES

3) A/R G/L ACCOUNT.....: 11010-0-00 ACCOUNTS RECEIVABLE
4) BUYBACK REVENUE ACCOUNT...: NOT USED
5) A/R G/L (INTERNAL ACCTS)...: 11010-0-00 ACCOUNTS RECEIVABLE
6) LEGAL IN ORDER ENTRY.....: YES
7) LEGAL IN CARDLOCK.....: YES

COMMENT: RETURN TO CONTINUE
COMMAND: -
MESSAGE: -
```

For this jobber, when an invoice posts for an internal account, the A/R posting code will be drawn from field 5 above, which until edited otherwise, is the same as field 3.

The A/R change:

This jobber wants to post “A/R” to the liability section of their balance sheet, from where it will be cleared in A/P or via journal entries. To compensate, they did not want to add to their A/R sub-ledger. However, having a trail of items on the Customer D screen would prove useful, so what we decided on was to post A/R as already closed.

We are marking the Order, A/R record, and PDSTRAN record with evidence that we posted as Internal, in anticipation of the need or desire for further manipulation down the line.

Note that:

Each of these options is flag-driven, both to render the field harmless in a system not using it and to give us the hooks to make “internal” means other things to other jobbers.