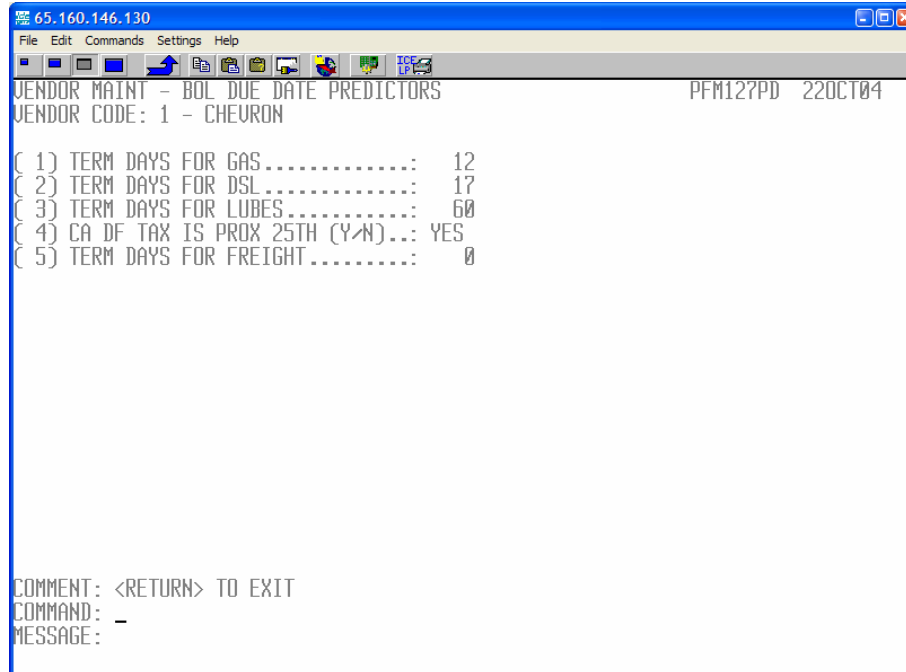


Accounting & Technical Support For Petroleum Marketers!

The Cash Requirements Report (1, 11, 8, 6) has always been the report that tries to predict the rate at which your bills will have to be paid. It does so by sorting the Open A/P by due dates. One weakness: if fuel purchases are not yet entered into A/P, this report will not “see” that need for cash in the future. To fix this we needed to make this report smart enough to predict when the Open Bills of Lading would come due.



```
65.160.146.130
File Edit Commands Settings Help
VENDOR MAINT - BOL DUE DATE PREDICTORS          PFM127PD  22OCT04
VENDOR CODE: 1 - CHEVRON

( 1) TERM DAYS FOR GAS.....: 12
( 2) TERM DAYS FOR DSL.....: 17
( 3) TERM DAYS FOR LUBES.....: 60
( 4) CA DF TAX IS PROX 25TH (Y/N)... YES
( 5) TERM DAYS FOR FREIGHT.....: 0

COMMENT: <RETURN> TO EXIT
COMMAND: -
MESSAGE:
```

To make such predictions, we needed more predictive assistance than that provided by the vendors’ terms. The screen above (the new Vendor DUE screen) illustrates the problem. This jobber buys extensively from Chevron. The terms on gas is 12 days, while terms on diesel is 17 days. Lubes get 60 day terms. The California State Diesel tax has its own special terms, and is due the 25th of the following month, a common practice in California. The new DUE screen allows one to enter values that will act to predict due dates based on the contents of the bills of lading.

The Cash Requirements Report has added two prompts. One is for a starting date, giving the report both a start and end date where previously one only had a “cutoff”, or ending date. The other prompt asks if one wants to include predictive data from open bills of lading.

65.160.146.130

File Edit Commands Settings Help

RUN: 10/22/04 22:18 bills WITH OPEN BOL'S FROM 10-01-04 TO LAST DATE

CASH REQUIREMENT LIST TEST ENVIRONMENT NUMERIC PAGE 1

VENDOR RANGE: 1 TO: 1

CODE	VENDOR	DUE DATE	P.O. #	REFERENCE	TYP	REF DATE	AMOUNT	%-DISCOUNT	PAYMENTS	BALANCE
1	CHEURON	10-06-04		233768	BOL	09-24-04	5,878.08			5,878.08
		10-06-04		233768	BOL	09-24-04	2,068.61			2,068.61
VENDOR 1 TOTALS							7,946.70			7,946.70
DAY 10-06-04 TOTALS							7,946.70			7,946.70
1	CHEURON	10-07-04	210836	622013413	INU	09-07-04	53.33			53.33
		10-07-04	209042	622013414	INU	09-07-04	39.12			39.12
		10-07-04	90919	622013415	INU	09-07-04	78.24			78.24
		10-07-04	301416	622013416	INU	09-07-04	39.12			39.12
VENDOR 1 TOTALS							209.81			209.81
DAY 10-07-04 TOTALS							209.81			209.81

Here is some of the output. The data for 10-06-04 is from a two-line gasoline bill of lading that is not yet in A/P --- note the BOL in the TYP column. We are using the Vendor DUE screen instructions to add 12 days to the activity date to come up with a predicted Due Date. This data would not have appeared on the old report.

The stuff due on 10-07-04 is booked in A/P and would have printed on the old report. As before, the report ends with a summary by day, with a running total of cash needed:

65.160.146.130

File Edit Commands Settings Help

RUN: 10/22/04 22:18 bills WITH OPEN BOL'S FROM 10-01-04 TO LAST DATE

CASH REQUIREMENT LIST TEST ENVIRONMENT NUMERIC PAGE 10

VENDOR RANGE: 1 TO: 1

DATE SUMMARY REPORT

DATE	INVOICES	CREDITS	BALANCE
10-01-04	17,945.10		17,945.10
10-02-04	37,203.12		55,148.22
10-03-04	41,906.16		97,054.38
10-04-04	78.24		97,132.62
10-06-04	7,946.70		105,079.32
10-07-04	209.81		105,289.13
10-09-04	76,812.96		182,102.09
10-13-04		-16,668.18	165,433.90
10-15-04	44,908.93		210,342.84
10-16-04	63,586.21		273,929.05
10-18-04	63,974.00		337,903.05
10-23-04	28,759.92		366,662.97
10-24-04	316,644.93		683,307.90
10-25-04	315,106.28		998,414.19

Cost to install: 1.5 hour on systems w/ expanded Vendor file, else 1.75 hours.