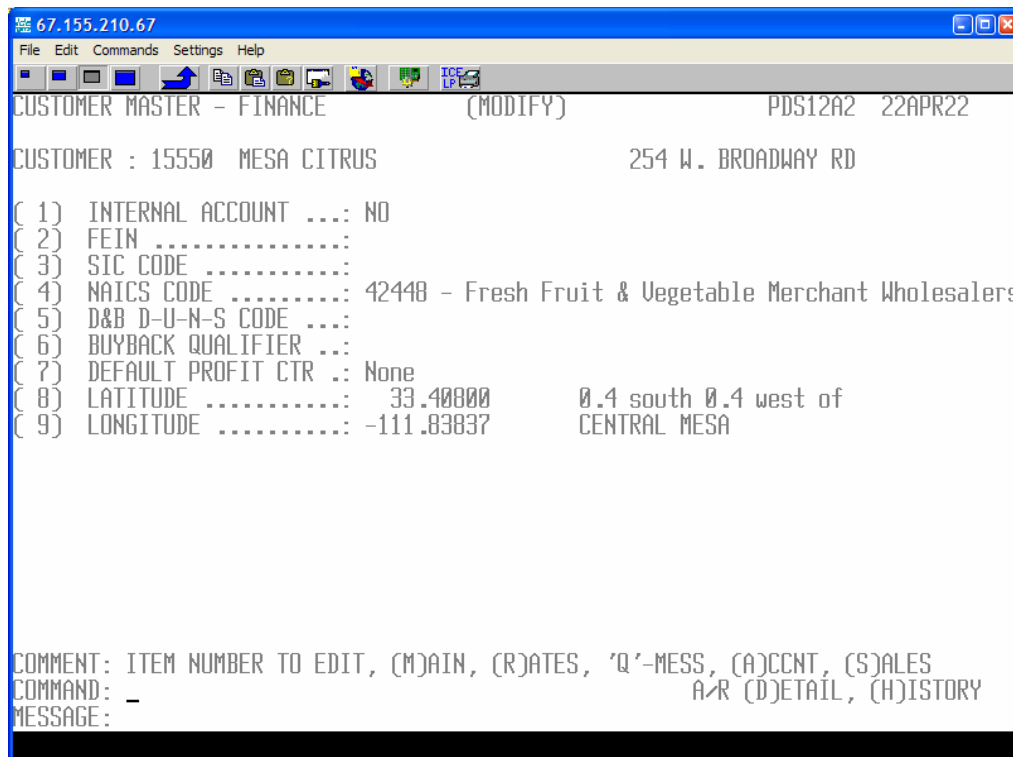


Accounting & Technical Support For Petroleum Marketers!

We have added fields for Latitude and Longitude in both Customer Maintenance and Points Maintenance. Two things are driving this:

First, we have a client that wants to drive freight expense by calculated distance. Rather than use the Best Buy module to maintain manually all the relationships between racks and customers, they decided to use GPS coordinates to calculate distances on the fly.

Second, we are working with another software vendor who has a Truck Routing package that we think will be of interest to some of you. They will share our POC booth in September to show this package. One thing we needed to do on our side was to get GPS into our customer database so that exported orders “know where to go”.



```
67.155.210.67
File Edit Commands Settings Help
CUSTOMER MASTER - FINANCE (MODIFY) PDS12A2 22APR22
CUSTOMER : 15550 MESA CITRUS 254 W. BROADWAY RD
( 1) INTERNAL ACCOUNT .... NO
( 2) FEIN .....
( 3) SIC CODE .....
( 4) NAICS CODE ..... 42448 - Fresh Fruit & Vegetable Merchant Wholesalers
( 5) D&B D-U-N-S CODE ....
( 6) BUYBACK QUALIFIER ..
( 7) DEFAULT PROFIT CTR .. None
( 8) LATITUDE ..... 33.40800 0.4 south 0.4 west of
( 9) LONGITUDE ..... -111.83837 CENTRAL MESA
COMMENT: ITEM NUMBER TO EDIT, (M)AIN, (R)ATES, 'Q'-MESS, (A)CCNT, (S)ALES
COMMAND: - A/R (D)ETAIL, (H)ISTORY
MESSAGE:
```

Note the two newest fields on the Customer F screen. See the “Landmark” bulletin for an explanation of the descriptive location shown to the right of the numbers. Note that we can populate your customer file by exporting your delivery addresses, converting those using tools available on the Web, and then importing the results.

A cheap tool like Microsoft Streets can find coordinates on demand thereafter.

```
67.155.210.67
File Edit Commands Settings Help
POINT OF ORIGIN (INQUIRE) PDS20M02A 23APR05
(1) POINT OF ORIGIN.: 22
(2) LOCATION.....: COLTON, CA RACKS
(3) CITY.....: COLTON
(4) STATE.....: CA - CALIFORNIA
(5) FEDERAL ID.....:
(6) LATITUDE.....: 34.06000 0.0 north 0.0 east of
(7) LONGITUDE.....: -117.37000 COLTON RACKS
COMMENT: <RETURN> TO EXIT
COMMAND: -
MESSAGE: -
```

We have added Latitude and Longitude to Point of Origin Maintenance as fields 8 and 9, as shown above. This will allow us to calculate distance from rack to customer.

Also new is a Sort Code Utility for GPS (#43). This asks for North and South latitude limits, West and East longitude limits, and then flags customers if they fit in that box. This will allow one to match accounts to a precise grid on the map. Run without limits, it can also be used to discover those accounts that are missing their GPS coordinates.

This upgrade requires the prior Customer F upgrade, as we are working in the new Customer F screen and writing to the expanded area of the Customer file.

Costs: This is foundation stuff, work to make other things possible later. Costs will vary, depending on the time needed to match addresses to coordinates. Figure half a day, to a day of billed time, plus time on your part to clean up delivery addresses to make them recognizable to outside interpretation.