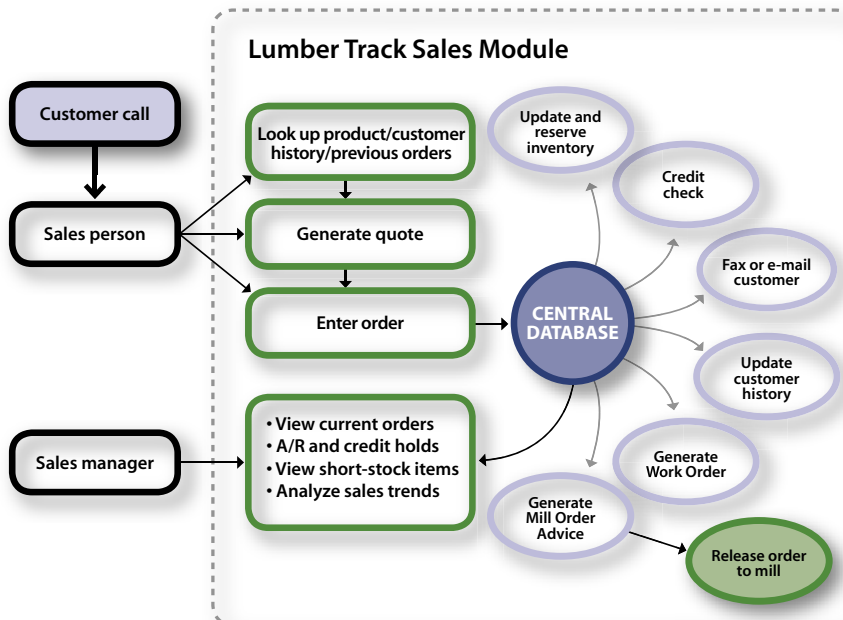


Lumber Track™

Sales Module

Positioning your company for growth

Lumber Track's sales module provides comprehensive sales order management – from quotation to invoice to analysis. With immediate access to Lumber Track's extensive inventory database, your sales staff has accurate inventory information at their fingertips. They can respond to customers, generate quotes and close orders more quickly. In addition, informative customer histories improve their efficiency and customer service. Your sales staff is more effective and efficient, freeing up time to analyze sales trends and pursue new business.



Linking sales & operations

Lumber Track maintains master files, customer price lists, part numbers, inventory levels, and other order and customer detail in one central location. Lumber Track's central data repository means that sales information is immediately available to the rest of your operation. Data re-entry is eliminated through permanent links between the sales order, shipment and invoice, and direct links to the mill order advice and work order. Your data is accurate, up-to-date and accessible.

Comprehensive sales order management will make your sales staff more efficient, allowing you to increase sales and offer better customer services.

Improving customer service

Your sales people become true customer service professionals, with valuable information available at their fingertips when a customer calls. Lumber Track allows you to:

- ▶ Immediately confirm availability, or offer an alternative, and close orders faster knowing current and scheduled inventory.
- ▶ Save time with repeat customers, using customer sales histories that track a customer's historic buying patterns, preferred products and payment methods.
- ▶ Quickly look-up orders by order number, customer or purchase order number.
- ▶ Use the Internet to access Lumber Track so that remote staff and customers can enquire about order status.
- ▶ Fax or e-mail sales order documents to the customer to confirm an order and ETA.

Streamlining Order Entry and Fulfillment

Entering an order and processing your paperwork has never been easier. Lumber Track allows you to:

- ▶ Support multiple product types including softwood and hardwood lumber, panel, treated wood, remanufactured or finished products, and engineered wood.
- ▶ Use automatic pricing, or offer contract pricing.
- ▶ Generate quotes, and subsequently generate orders from the quote.
- ▶ Enter back-to-back orders that link a sales order and a purchase order.
- ▶ Copy existing or previous orders.
- ▶ Enter transfer orders to move inventory from one internal facility to another.
- ▶ Enter tax, commission, brokerage and other charges.
- ▶ Perform instant credit checks.
- ▶ Record extensive notes.
- ▶ Track order changes with an audit trail.

Facilitating sales management

Flexible reporting of historical and current information helps you manage exceptional sales situations, analyze sales trends, forecast and plan production. Use Lumber Track to:

- ▶ Reserve incoming inventory for specific sales orders.
- ▶ Analyze accounts receivable risk.
- ▶ Place orders on hold due to credit restrictions.
- ▶ View inventory window that shows short-stocked items.
- ▶ Sort historical and current sales by customer, product, sales person and location.

Progressive Solutions has helped wood products companies from around the world improve their processes and their bottom line. Call us today to find out what we can do for you.



"Lumber Track has enabled us to increase our orders by 20%. We can now immediately tell customers what we have in the yard, and what is coming down the pipe. This has had a remarkable impact on our sales, as there is no lag time in between their initial inquiry and our ability to give them answers."

**Charlie Craig, Vice-President and Treasurer,
Craig Lumber Corporation**



"Employees have the ability to view a customer's complete history while they're on the phone with them, information such as credit limits and past buying trends. In the long-term, this data can be used for sales forecasting, planning what commodities to keep on hand and analyzing new opportunity areas."

**Butch Sager, VP of Sales and Marketing,
Vaagen Bros. Lumber Inc.**



"Lumber Track has helped us dramatically. It brings together the buy side and the sales side in a real-time fashion. We have the best awareness ever of our pricing and our costs. It takes about 30 seconds to put in an order and everything else flows automatically from there."

**Mike Jennings, President,
Brunswick Valley Lumber Company**



"Lumber Track is a phenomenal customer service tool. Our customers are pleased because the invoices are correct, the order is correct, and the response time for revisions, inquiries and assistance is virtually instantaneous."

**Gerry Brucia, General Manager,
Mid-States Wood Preservers, Inc.**