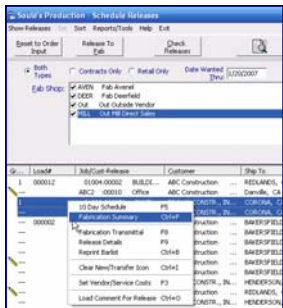


Highlighted Feature:
Scheduling Screen



The Scheduling screen in Production has always been an easy place to view the upcoming release backlog for any selected fab shops and date range. It can also be used to make adjustments to the schedule—including changing the customer requested dates on releases, load symbols, group#s, and transferring releases to another location.

One of the newer enhancements to this screen is the Fabrication Summary—which gives the ability to highlight any number of releases and see the weight breakdown by bar size and fabrication type (including the weight that can be done on coil machines). The new Fabrication Transmittal report helps the detailer to communicate to the shop/shipping department the upcoming release group requirements.

Finally, special comments can be attached to releases which will then automatically follow the release onto the load it is later assigned to.

For a list of all software features/updates, see the “Soule Software Feature List.xls”.

CONTINUED DEVELOPMENT

In 2006, Soulé Software continued our rapid pace of software development with the release of the Inventory & Purchasing module. We also added more than 200 new software features to the Contract Management suite including: automated customer credit checking, (see article below), numerous enhancements to the Optimization module, wide load warnings in Production, many enhancements to the Detailing Import function, new options in the Accounting Interface module, and user interface improvements in our Backlog Forecasting module.



Simultaneously, we also completely redesigned our web site to add many customer support features including the new online searchable Knowledge Base (see article for more details.)

We’ve also been honored to add many new customers to our installed base and enjoyed the privilege of working with all of our customer base. We owe a debt of gratitude to our customers for their great ideas and input that keeps our software the most advanced in the industry.

We look forward to more growth in 2007!

WHAT IS THIS CUSTOMER’S AVAILABLE CREDIT?

How many times have you discovered, *after* fabricating and shipping a release, that someone took a sale for a customer that is already way over their credit limit?

Many companies don’t want to unnecessarily burden their sales department with the extra step of double checking each sale with the accounting department before shipping. But, on the other hand, it seems unwise to continue to ship steel to an account that is very unlikely to pay.

This is where our new credit checking feature can help. With this new option

enabled, the system will automatically check each release *before* it is fabricated to see if this shipment would cause the customer to exceed their available credit.

The value of the current release is compared to the customer’s current A/R balance and the value of all other releases you haven’t invoiced yet. In this manner you are able to limit your total exposure to the account.

For each customer you can assign an overall customer credit limit and a separate retail credit limit. You can also set a credit review

“...the system will automatically check each release before it is fabricated to see if this shipment would cause the customer to exceed their available credit.”

(Continued on page 2)

WEB SITE REVEALED

In the Fall of 2006 we introduced our new web site, and the initial feedback has been very positive!

We completely redesigned the site and added a number of new areas to the site:

Home Page

This is the place for links to the Product Info, a rotating “hot tip” about a software feature, announcements and a link to the most recent newsletter.

Product Info

This section describes each of the software modules. There is also a link to download a narrated slide show of the Contract Management software suite.

Support

The Support section contains a wealth of knowledge—and appropriately is home to the new Knowledge Base! The Documentation page displays all of the downloadable documentation for the software: including instruction manuals, quick start guides, installation/network information and troubleshooting tips. This is a great place to direct your IT person or network consultant when you are ready to upgrade your server or install the software on a different computer.

Downloads

If you are looking for copies of the install CD, hardlock drivers & utilities, or your latest license reset, this is the place to go. You can use the menu on the left to easily navigate to different areas.



Knowledge Base

The Knowledge Base (KB for short) is rapidly becoming the destination of choice to answer all of your questions about our software. You can search through the articles by category and/or word phrase to quickly find the appropriate article. We are continually adding new articles here—so if you don't find what answer to your question make sure to check back often. Or, better yet, drop us a note using the Comments field at the bottom of the KB to let us know what you would like to see added!

Resources

This page contains related links to other useful sources and a partial list of outside estimators and detailers who are using Soule Software and want to advertise their services.

As always, we greatly value your feedback. Just drop us a note if you have ideas on how we can improve the usefulness of our site!

AVAILABLE CREDIT CHECKING CONT.

(Continued from page 1)

expiration date. The system can also check that the customer's credit review date hasn't expired.

Like many of our other features, there are many ways to configure the checks. You can choose to include no-estimate jobs in with retail sales or treat them as contracts. You can even have the system check contracts against a separate job credit limit.

If the customer's available credit isn't sufficient, the release is

prevented from being released so they can check with your accounting department (subject to user rights that you define).

“If the customer's available credit isn't sufficient, the release is prevented from being fabricated.”

Anytime a user overrides a credit limit warning, the system logs a comment with the value of the release, the exceeded limit, the user ID and the date/time.

This automated credit checking is just another example of the power of having a truly integrated software package!

INVENTORY & PURCHASING

Our new Inventory & Purchasing module is now released! This module can help you track and manage your inventory from the generation of purchase orders through the relief of inventory and reporting on its usage.

Here are some of the features of this module:

Purchase Orders

You can maintain your mill pricing and track price changes by date (even future ones). The customized purchase orders you generate can link to the price in effect at the time of shipment.

Receiving

Now, that you've ordered the steel, receiving it should be simple, right? Many systems force you to wait until you actually receive the shipment before you can enter it into the system. This can cause costly delays while you wait for someone to generate inventory tags as the truck waits to be unloaded. Our system allows you to electronically download the Bill of Lading (including the list of each bundle on the incoming truck) AND mill heat information BEFORE you receive the steel—in most cases as soon as the truck leaves the steel mill. This means you can have tags and a checklist waiting when the truck arrives.



Relief

Tracking your inventory usage can be as easy as scanning a barcode on the inventory tag and on the production tag as the operator produces them. This will not only mark each stock bundle as consumed, but also make the appropriate mill heat assignment to the releases being produced.

Shop Management

The Inventory module also gives you the information you need to better gauge your fab shop's productivity. You can begin to see production rates per machine, rates per operator, crane delays, and even production rates per bend type. You can then make informed decisions on equipment purchases and operator training.

Vendor Invoice Tracking

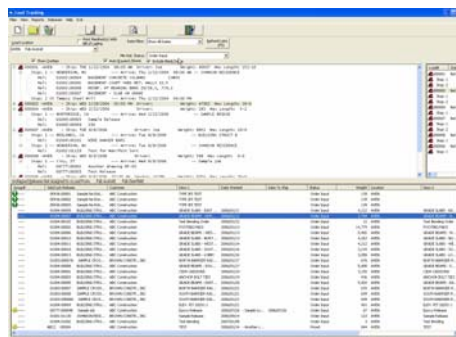
We designed this module to be able to relate multiple vendor invoices to a single receipt. For example, steel mill invoice, freight invoice, and even coating charges. You can mark these as "Approved", reconciling them to the Purchase Order, before transferring them as an Accounts Payable transactions to your accounting system.

Ask us for a demo today!

LOAD TRACKING

The shipping department of most rebar fabricators can be a busy place. It can be a challenge, even when the shop isn't at capacity, to keep track of all of the various delivery schedules, any special requirements (like wide loads), releases that need to ship together, and special comments that need to be passed on from the detailer.

The Load screen in our Production module helps bring order to this entire process. First, all upcoming releases that need to be delivered and haven't already been assigned to a truckload are shown at the bottom of the screen—with vital data readily available like shipping address, total weight, longest bar, widest bar, and any



special comments. Releases can be assigned to a load by simply dragging them and dropping them on the desired load.

For each load, you can track departure and arrival dates & times, trailers, and drivers. If you aren't using your own trucks, you can also pick the outside freight vendor and enter the freight quote. When you get the invoice from the freight vendor it is easy to check it and reconcile it with their previous quote. There are also numerous reports for your use: Truck Schedules, Load History, Fabricated Load detail, Bill of Ladings, and more.

If you aren't currently taking advantage of this screen, give it a try and see how it can help your company!



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UPCOMING EVENTS

WORLD OF CONCRETE 2007

Soulé Software will be exhibiting at this year's World of Concrete in Las Vegas, January 23rd-26th.

We will be located in the North Hall of the Convention Center in Booth# N-3218.

Our Contract Management software suite will be on display, which includes: Estimating, Sales Proposal, Contract Award, Drawing Submittal Tracking, Production, Optimization, Mill Certifications, Field Placing, Contract Billing, Backlog Forecasting, Job Costing, Accounting Interface, and our new Inventory/PO module.

If you are planning on attending the World of Concrete, we hope you have the opportunity to stop by our booth and say hello.

We look forward to seeing you!



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