



# QUARTERLY NEWSLETTER

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## Non-Web Distributor Inventory

Non-Web Distributor Inventory is an optional feature add-on module for eFoodUSA-powered websites which allows an operator to include items purchased from other distributors in website features such as inventory, extended inventory reports, printable order guides, and a Non-Web Distributor Inventory Report for fax ordering. Non-Web Distributor Inventory also works in conjunction with our new Version 5.0 features such as Recipe and Menu Costing and the Food Cost Report.

The operator can create and maintain all non-web distributors and items in the Non-Web Distributor Maintenance found in either the Order Guides or the Tools section.

To begin your Non-Web Distributor Inventory, either select the Order Guides button or the Tools button in the navigation bar, or select the Inventory button and choose the option to create/update your order guide. The 'Non-Web Distributor Maintenance' option will allow the user to create, edit and/or delete non-web distributors, as well as non-web distributor items for each. A quick-link button in the sub menu under the Inventory button in the navigation bar will also take you directly to these options!

Non-web distributors are added by entering the company's information and a 3-letter code which will represent each non-web distributor when included on order guides. Each item must then be created with its corresponding information under the

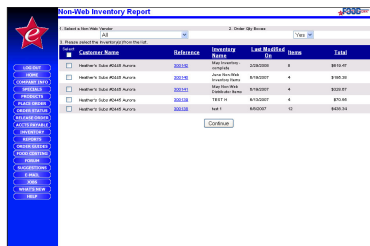
applicable non-web distributor. Once the non-web distributor items are created, they are available to be included on an order guide specifically used for Inventory.



Adding Non-Web Distributor Items to an Inventory Guide

The non-web distributor items are added to an order guide by selecting the 3-letter code in the drop-down menu for the corresponding non-web distributor, and then by entering the item number in the item number field provided. The 3-letter distributor code and item number will be listed in red when displayed on your order guide. Non-web distributor items will only be available on an order guide while used in the Inventory section. If the same order guide is used in the Place Order section, the non-web distributor items will not be displayed.

Now that you have the capability to add these non-web distributor items to your inventory and store them online, you may also create reports with this data!



Non-Web Distributor Inventory Report for Fax Ordering

An added benefit of this optional feature is the additional Non-Web Reports found in the Reports section of an eFoodUSA-powered website. Extended Inventory Reports allow an operator to report on stored inventories in a variety of styles and with customized criteria options. Non-web distributor items will be easily identifiable and displayed with a red item number and distributor code on your Extended Inventory Reports.

In addition to Extended Inventory Reports, the Non-Web Distributor Inventory Report for

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### In The News:

- Visit us online at [www.efoodusa.com](http://www.efoodusa.com) for Client Resources, past Quarterly Newsletters and more!
- Send us your favorite way to use the eFoodUSA-powered website at [usertips@efoodusa.com](mailto:usertips@efoodusa.com)!
- Sign up for your free Version 5.0 Upgrade at [V5signup@efoodusa.com](http://V5signup@efoodusa.com)!

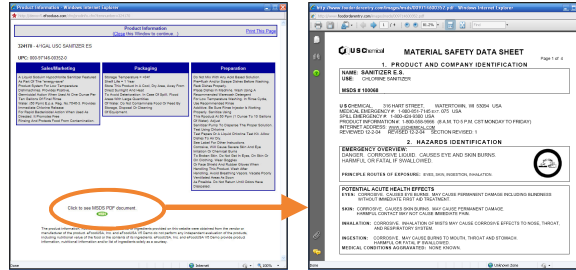
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## Feature Focus: MSDS PDFs

Did you know MSDS, or Material Safety Data Sheets, can be available for display in PDF format for your non-food items on your eFoodUSA-powered website? MSDS files include information such as safe handling and storage of hazardous materials.

An additional product information button, typically green (depending on the color scheme of the eFoodUSA-powered website that you are viewing), with the letters "MSDS" will be available for items that are identified as a non-food item and that have a MSDS PDF available for display. Non-food or chemical items may be identified as such by the Distributor through an existing file upload or via the optional Distributor PIES (Product Information Entry System) module. MSDS files for some



**MSDS buttons on Full Product Information Pages display Material Safety Data Sheet PDFs**

products are stored in the eFoodUSA database and available for display if UPCs are assigned to your items. PDF files of the MSDS information for a Distributor's specific items may also be uploaded by the Distributor via FTP or through the Distributor PIES module. If the FTP upload method is used, simply name the file with the corresponding item's distributor item number.

Applicable items will have the MSDS button located on the Product Search results page in the column where the NUTR (Nutrition) button would be located for food items. It is also on the Full Product Info Page that can be displayed by clicking the item number links in item searches and on order guides or from a link on the individual product information pages.

## Non-Web Distributor Inventory (...continued from front page)

fax ordering, is also available with the Non-Web Distributor Inventory optional module. This report is conveniently arranged for printing and can be used to fax an order to an operator's non-web distributor or for hard copy record keeping.

Non-Web Distributor Inventory also has the capability to work in conjunction with the Food Cost Report, a feature on all eFoodUSA-powered websites introduced with Version 5.0. When calculating Food Cost, you may choose to use Inventories including Non-Web Distributor Items.

Similarly, Non-Web Distributor Inventory Items may be

included in Recipe and Menu Costing, another feature available with all Version 5.0 eFoodUSA-powered websites. This feature allows both Distributor and Non-Web Distributor Items to be used in the creation of recipes, menus and calculation of needs and costs.

There is a one-time fee for the integration of this optional feature. This includes both the Non-Web Distributor Inventory section and the associated Reports. For more information, or if you would like to add the Non-Web Distributor Inventory module to your eFoodUSA-powered website, please call your eFoodUSA Representative at 847-888-3202 or e-mail us at [info@efoodusa.com](mailto:info@efoodusa.com).

## Get on the List!

Version 5.0 upgrade is now available and FREE to all Distributors with an existing eFoodUSA-powered website!

Want to start using all the new enhancements highlighted in the past few newsletters? Then get on the list!

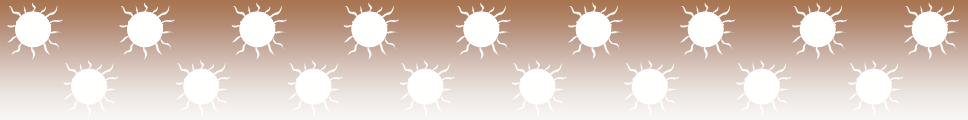
Many distributors have taken advantage of this FREE upgrade already and are enjoying the benefits of features such as Multiple Par Levels and Multiple Standing Orders and much more!



Contact eFoodUSA today at [V5signup@efoodusa.com](mailto:V5signup@efoodusa.com) to reserve your place in line for the Version 5.0 Rollout!

Please include the following with your request:

- ★ Distributor Name
- ★ Technical Contact Name
- ★ Technical Contact E-Mail
- ★ Technical Contact Phone Number
- ★ Rollout Date Conflicts (Dates to avoid, such as Tech Contact on vacation, Special Events, etc.)



## Comedy Corner: Glossary for Computer Lover's Recipes

ACCELERATOR: Microwave  
ACCESS DENIED: Diet Time  
BACKSLASH: Do to piecrust before cooking  
BACKUP: Leftovers  
BASIC: PBJ Sandwich  
BLOCK: Cake baked with no eggs  
BOOT: Heat your oven  
COPY: Double recipe  
CUSTOMIZE: Add sprinkles  
DATA: Sort-a like-a fig-a  
DOCUMENT: Small, after-dinner candy  
DOWNLOAD: Pour batter into pan  
DOWNTIME: Time while brownies are baking  
ENTER: Put in oven  
ESCAPE: Order out  
EXPORT: Take leftovers to the neighbors  
EXTRACT: Usually vanilla  
FLOPPY: Bake longer next time



FOLDER: Blender  
HELP: Julia Child  
IMPORT: Borrow a cup of sugar  
LAPTOP: Eat only the icing  
LOG ON: Cook in fireplace  
MAINFRAME: Oven  
MEGA-HERTZ: Forgetting to use a potholder  
MEMORY: Forget it - use a timer  
MICROCHIPS: Serve with micro salsa  
MONITOR: Oven window  
MOTHERBOARD: Mom's tired of cooking  
NETWORK: I slice, you dice  
PASSWORD: "Dinnertime"  
POSTSCRIPT: Dessert  
RAM: Overeat  
ROM: Overeat in England  
TAB: Drink after "Pie A La Modem"  
TECH SUPPORT: Hello, Mom?

## From the President's Desk By: Jim Whetstone

Welcome to my corner of the newsletter! Thank you for taking time to read our publication. As I am sure you have already read, our new Version 5.0 continues to impress the people that use it. Even though we added some very exciting new features, I get an equal volume of comments about the enhancements that we made to existing features. While we love to add new features and that is always the things that attracts the most attention, I really love that people notice and appreciate the enhancements. We pride ourselves on listening and making the adjustments/tweaks to the site that people want. The Multiple Standing Orders and Par Levels are two such enhancements that I have been hearing a lot of positive feedback on.

One of the offerings that we include with the free upgrade to V5 is another "Get-Acquainted Session". We started formally doing those with the V4 conversion and they were so successful that we decided to offer them again with this free version upgrade. While it is not a requirement, I would strongly encourage everyone to take advantage of the Session. It is not only a great way to see the new features in action; it is a great way to also review what you already had with V4. We have seen that it is important to sometimes review what you have, before you can really go out and talk about the new "goodies". I know people are

busier today than ever, and this may be a hard thing to get everyone's schedule to align, but it certainly is a valuable use of time. Building on the "Train the Trainers" concept, even if we can not get all the people you may want involved, if we can get the trainers up to speed, they can carry it out to the others in your organization.

**"One of the offerings that we include with the free upgrade to V5 is another "Get-Acquainted Session"... It is not only a great way to see the new features in action; it is a great way to also review what you already had with V4."**

On a recent "Get-Acquainted Session", I had a Sales Manager comment at the end that is good to be reminded of these wonderful Value-Added Tools that they can offer customers. Tools that help the operator run his facility in challenging times. He mentioned that it was

good to proactively offer products and services to operators that help them, but that predominantly it ends up being new products, and it was good to remember these services. As

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Evolving  
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Industry

## From the President's Desk

By: **Jim Whetstone**

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we chatted about this, I reminded him that as customers use the site more and more, that his sales team will have more time to "sell" their customers the other value-added products – if they do not find them first on the site themselves...

A couple other little stories I want to share with you today; one was when an operator had just finished seeing a demo of one of our eFoodUSA-powered distributor's site, the operator turned to his salesman and asked him why he had not talked to him about it before. The response was what I expected and that was that the salesman did not think he would be interested. I have done that myself, but it brings home the point that you never know who might be able to use the site and truly benefit from it. The other tale is that with us adding more and more features to the site, it moves operators to simplify their purchasing to the site that they get these beneficial tools – so much so that one rep told me he walked into a customer one week and the customer

presented him with a list of items he was not buying from him that he wanted to so he could use them on the website tools of inventory and recipes.

So my big question to those of you that have not signed up yet, why not? The process is very simple. If your data was right for V4, it will be right for V5, you just need to verify it and a few other things on the checklist. Plus, the price is right – FREE!

Oh, and one last thing, I want to remind everyone that it is important to use the URL (the name) for your site, instead of the IP address (the numbers) whenever possible. As the site grows from the increase participation of customers, it is sometimes necessary to relocate your site to different servers in our server farm to accommodate balanced growth. While we make every effort to keep the addresses the same, they sometimes need to change, where the URL never will change.