SELL/ORDER UNIT CONVERSION (SOUCN)

CONTENTS

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1. GENERAL

    1.01   This instruction provides information to be used by Inventory Management when the need arises to load a Sell/Order Unit Conversion (SOUCN) into Southwestern Inventory Management System (SWIMS).

    1.02   Whenever this practice is reissued the reason(s) for reissue will be indicated in this paragraph.

    1.03   The objective of this instruction is to provide a means to:

        a.   Comply with overall policies of the company;

        b.   Provide the service level required by users;

        c.   Deploy resources effectively;

        d.   Assure SWIMS data base integrity to pass accurate information to downstream systems, and;

        e.   Promote communications among the various organizations involved in the SOUCN process.

2. DEFINITIONS

    2.01   Alternate Unit of Measure - Is the SWIMS Alternate Unit of Measure 1 field which contains the same unit as the CAPRI invoice unit (EA, FT, LB, etc.). Alternate Unit of Measure 1 is the only field transmitted to the SWIMS/CAPRI interface*. Alternate Unit of Measure 2 and Alternate Unit of Measure 3 are for informational use and do not get transmitted to the SWIMS/CAPRI interface. The Alternate Unit of Measure 1 field is found on the SWIMS "Item Master Inquiry" screen, see Exhibit 1.

        *Note: With the implementation of the enhanced SOUCN routine, during the first quarter of 1991, the Alternate Unit of Measure 1 field will no longer be transmitted to the SWIMS/CAPRI interface.

2.02   Confirming Order - Confirming orders are of two
        types:

        a.   Emergency Order - An order called in directly
              to a contract vendor for immediate shipment of
              material to the warehouse, thus reducing
              procurement interval time. A manually
              generated confirming order is also entered
              directly into CAPRI, via the CAPRI Confirming
              Order Entry form, to satisfy bill payment
              requirements. This bypasses the SWIMS MR
              system.

        b.   Spot Buy - When a contract vendor is unable to
              supply a material need, an alternate source
              such as a non-contract vendor or distributor is
              used for immediate shipment of material to the
              warehouse. A manually generated confirming
              order is also entered directly into CAPRI, via
              the CAPRI Confirming Order Entry form, to
              satisfy bill payment requirements. This
              bypasses the SWIMS MR system. A spot buy can
              be made for non-loaded standard supply item
              (SSI) vendors, and loaded standard supply item
              vendors.

2.03   Minimum Ordering Quantity (MOQ) - Is the minimum
        quantity that should be ordered from a vendor. It
        is usually established for an item as a result of a
        contractual agreement or a purchase price
        advantage. For example, a MOQ for an item might be
        50 each, whereas the vendor standard package
        quantity might be 10 each. Note: A MOQ is not
        synonymous with vendor standard package quantity.
        The MOQ is found on the CAPRI "Standard Supply Item
        Price Information" screen, Exhibit 2. It is also
        found on the SWIMS "Inventory Master Maintenance
        Inquiry" screen, Exhibit 3, under the heading
        Minimum Quantity.

2.04   Order Multiple - An order quantity modifier in SWIMS
        that rounds the order quantity to multiples of the
        vendor standard package quantity. The order
        multiple is synonymous with the vendor standard
        package. The order multiple is found on the SWIMS
        "Inventory System Summary Inquiry" screen, Exhibit
        4.

2.05   Routine Order - A SWIMS generated replenishment order for material placed on a vendor without manual intervention.

2.06   Sell/Order Unit Conversion (SOUCN) - The converting of procurement order quantities from vendor order units to disbursement units upon receipt of the material at stocking locations. It is called the Conversion Factor 1 field in SWIMS. The Conversion Factor 1 field is the only field that gets transmitted to the SWIMS/CAPRI interface*. Conversion Factor 2 and Conversion Factor 3 fields do not get transmitted to the SWIMS/CAPRI interface. This conversion to disbursement units passes from SWIMS to CAPRI to the Perpetual Inventory Records. The SOUCN is found on the SWIMS "Item Master Inquiry " screen, Exhibit 5.

   *Note: With the implementation of the enhanced SOUCN routine, during the first quarter of 1991, the Conversion Factor 1 field will no longer be transmitted to the SWIMS/CAPRI interface

2.07   Unit of Measure (UOM) - The SWIMS disbursement unit for material shipping from stocking locations to users/clients. Examples include: EA, PK, CT, RL, FT, see Exhibit 6. The UOM is found on the SWIMS "Item Master Inquiry" screen, Exhibit 7, under the heading U/M:.

2.08   Vendor Order Unit - The invoicing unit loaded in CAPRI by which a vendor invoices SWB. For example, EA, PK, RL, etc. The vendor order unit is found on the CAPRI "Standard Supply Item Contract Information" screen, Exhibit 8, under the heading Unit.

2.09   Vendor Standard Package Quantity (VSPQ) - The standard quantity that a vendor uses to package his product. In most cases the Inventory Manager must order from the vendor in multiples of vendor standard package quantity. For example: 1 carton of 24 each, 1 package of 12 rolls, 1 box of 100 each, 1 carton of 12 cans. The vendor standard package quantity is found on the SWIMS "Inventory System Summary Inquiry" screen, Exhibit 9, under the heading Order Multiple.

3. RESPONSIBILITIES

3.01   It is the responsibility of the Inventory Manager to review the SW6538, CAPRI & SWIMS SSI Update form, and determine the appropriate SOUCN based on the CAPRI invoice unit and the SWIMS disbursement unit.

3.02   The maintenance of SOUCN factors in SWIMS is the responsibility of the Inventory Manager in coordination with the Departmental Technical Staff, Procurement Contracting, and Procurement Systems and Accounting.

3.03   Close coordination is required among Inventory Management, Departmental Technical Staffs, Procurement Contracting, and Procurement Systems and Accounting to assure that the proper SOUCN is applied as required.

3.04   It is essential that the integrity of all data bases be maintained. Employees must maintain the highest legal and ethical standards as set forth in Southwestern Bell Telephone Company's booklet entitled A Code of Business Conduct. All functions within the SOUCN process must be performed with care and honesty for the successful management of the business.

4. SELL/ORDER UNIT CONVERSION (SOUCN)

4.01   One of the most misunderstood concepts in an Inventory Management environment is the application of SOUCN factors. An item becomes a candidate for a SOUCN factor when its disbursement unit, which is the SWIMS unit of measure, differs from its vendor order unit, which is the CAPRI invoice unit.

4.02   SWIMS computer balances are reflected in disbursement units, unit of measure, whereas CAPRI order quantities are expressed in vendor invoice units.

4.03   Sell/Order Unit Conversion factors are critical for two reasons:

    a.   Procurement order quantities calculated in SWIMS are converted to vendor order units, for

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appropriate items, by way of Conversion
factors;

b.   Conversely, Conversion factors are utilized by
the **receiving** programs to update computer
balances, on the applicable items, by
converting procurement order quantities from
vendor order units to disbursement units upon
receipt of the material.

4.04   Sell/Order Unit Conversion factors are always
established with the objective being the proper
updating of computer balances; i.e., the converting
of procurement order quantities from vendor order
units to disbursement units upon **receipt** of the
material at stocking locations.

4.05   For SWIMS **routine** orders, SOUCNs are "divide by"
when a procurement order is placed;

(SWIMS order quantity) / (SOUCN factor) = CAPRI
vendor order quantity

Conversely, SOUCNs are "multiply by" at the time of
receiving;

(CAPRI vendor order quantity) * (SOUCN factor) =
SWIMS order quantity.

5. ESTABLISHING A SOUCN IN SWIMS

5.01   The Inventory Manager receives a SW6538 from
Procurement Contracting to load a new item into
SWIMS, or change an existing item, see Exhibit 10A
and 10B.

5.02   The Inventory Manager must review the SW6538 and
compare information in the following fields for
continuity:

a.   Field Standard Package - Which is determined by
the Departmental Technical Staff, to determine
how the item will be disbursed to the
user/client;

b.   Description - To determine if there is a
recommended disbursement unit;

c. Invoicing unit (CAPRI) - To determine how the vendor will invoice SWB;

d. Minimum order quantity (vendor) - To determine the minimum quantity the vendor will sell to SWB;

e. Standard package quantity (vendor) - To determine how the vendor packages material.

5.03   The SWIMS disbursing UOM is routinely taken from the Field Standard Package field.

5.04   If the Field Standard Package unit is inconsistent with appropriate disbursement of the material, the Inventory Manager should consult with the Departmental Technical Staff, Procurement Contract Manager, and/or the vendor to arrive at the appropriate disbursing UOM before attempting to load anything into SWIMS.

5.05   SOUCN factors are of three basic types and are determined as follows:

a. The SOUCN factor is **one** if the vendor order unit is the **same** as the SWIMS disbursement unit;

$$\frac{\text{SWIMS disbursement unit}}{\text{CAPRI vendor order unit}} = \frac{1 \text{ ea.}}{1 \text{ ea.}} = 1$$

b. The SOUCN factor is a **whole number** if the vendor order unit is **larger** than the SWIMS disbursement unit;

$$\frac{\text{SWIMS disbursement unit}}{\text{CAPRI vendor order unit}} = \frac{20 \text{ ea.}}{1 \text{ case}} = 20$$

c. The SOUCN factor is a **fraction** if the vendor order unit is **smaller** than the SWIMS disbursement unit.

$$\frac{\text{SWIMS disbursement unit}}{\text{CAPRI vendor order unit}} = \frac{1 \text{ lb.}}{5 \text{ lb.}} = .2$$

Note: For cable and wire items, SOUCN factors cannot be calculated exactly if they are greater than five digits to the right of the decimal. The SOUCN

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factor is a 12 position field in the following format: 9999999.99999.

5.06   Once the UOM has been determined the Inventory Manager will load the following information into the SWIMS Item Master Maintenance (CSMM) screen, see Exhibit 11, or the SWIMS Item Master Add screen (CSMA) as appropriate:

a.   Unit of measure - which is the SWIMS disbursement unit;

b.   Order multiple, if required - usually a multiple of the disbursement unit, of the vendor standard package;

c.   Alternate unit of measure 1 - which is the CAPRI invoice unit;

d.   Conversion factor 1 - which is the SWIMS "divide by" factor.

5.07   Maintenance of SOUCN factors is the responsibility of Inventory Management in coordination with Departmental Technical Staffs, Procurement Contracting, and Procurement Systems and Accounting.

5.08   Once Sell/Order Unit Conversion Enhancement 1991 is established during the first quarter of 1991, it will replace the process described in Section 5. SWIMS data bases however will continue to read the Alternate UOM 1 and Conversion Factor 1 fields, and it is recommended that these fields continue to be populated. The SWIMS/CAPRI interface will not read Alternate UOM 1 and Conversion Factor 1 after implementation.

6. FLOW OF AN ORDER WITH A SOUCN APPLIED FOR ROUTINE ORDERS

6.01   For illustration purposes, Nail Wire Common Galvanized 6D 5 pound pack (900168899) will be used.

a.   SWIMS recommends placing an order on a vendor for a quantity of 60 packs. It recommends packs because the SWIMS UOM is loaded as packs.

b. The Inventory Manager reviews the SWIMS recommendation of 60 packs and releases an order.

c. SWIMS/CAPRI Interface converts the 60 packs to 300 pounds based on information loaded in the Alternate Unit of Measure 1 and the Conversion Factor 1 in the Item Master file. (60 pks) / (.2) = 300 lbs.

d. CAPRI generates a purchase order (PO) for 300 pounds.

e. The PO is mailed/transmitted to the vendor for 300 pounds of nails.

f. CAPRI sends feedback to SWIMS acknowledging an order has been placed on a vendor equal to 60 packs.

g. The vendor receives and processes the SWB PO for 300 pounds of nails.

h. The vendor ships 300 pounds of nails to the MDC.

i. The MDC receives 300 pounds of nails on the receiving dock.

j. The MDC receiving personnel update SWIMS balances with one of two methods:

    1. Manually converts 300 pounds to 60 packs and keys 60 packs received into SWIMS, (300 lbs) X (.2) = 60 pks.

    2. Inputs 300 pounds into SWIMS , and SWIMS calculates a receipt of 60 packs, (300 lbs) X (.2) = 60 pks.

k. The PO in SWIMS is closed if the received amount is equal to or greater than the ordered quantity, or the order is Force Closed.

l. SWIMS transmits the receipt transaction to CAPRI for 300 pounds.

m. CAPRI transmits invoice transaction information to SWAPS for the SWIMS receipt of 300 pounds.

n. CAPRI authorizes payment of the vendor invoice of 300 pounds if the order quantity, the invoice quantity, and the received quantity match.

o. Upon payment of vendor invoice, SWAPS transmits to DOPAC, the accounting system, updates to the PIR for 60 packs.

7. CONFIRMING ORDER ENTRY FOR NON-ROUTINE ORDERS

7.01   Call-in orders are an essential part of Inventory Management responsibility to alleviate backorders, and provide service to users/clients.

7.02   It must be kept in mind that SOUCNs must be applied for appropriate items each time a call-in order is initiated to assure proper updating of computer balances.

7.03   SOUCN information is entered on the "Confirming Information" section of the Confirming Order Entry form, Exhibit 12.

7.04   Call-in orders are manual confirming Purchase Orders bypassing the SWIMS MR system and are entered directly into CAPRI based on information from the Confirming Order Entry form. The SOUCN can be either **multiply** or **divide**.

7.05   For an item with a vendor order unit the **same** as the SWIMS disbursement unit the "Confirming Information" section of the Confirming Order Entry form would be filled out as follows, see Exhibit 13:

a. CAPRI Quantity ordered = 10
    CAPRI Unit = EA
    SWIMS Quantity ordered = 10
    SWIMS Unit = EA
    SOUCN = multiply by 1   (1/M)

7.06   For an item with a vendor order unit **larger** than the SWIMS disbursement unit the "Confirming Information" section of the Confirming Order Entry form would be filled out as follows, see Exhibit 14:

a. CAPRI Quantity ordered = 20

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CAPRI Unit = EA
SWIMS Quantity ordered = 1
SWIMS Unit = CS
SOUCN = divide by 20   (20/D)
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7.07   For an item with a vendor order unit **smaller** than the SWIMS disbursement unit the "Confirming Information" section of the Confirming Order Entry Form would be filled out as follows, see Exhibit 15:

a.   CAPRI Quantity ordered = 5
CAPRI Unit = LB
SWIMS Quantity ordered = 1
SWIMS Unit = PK
SOUCN = multiply by 5   (5/M)

7.08   A complementary SWIMS entry must be entered into PRPA to establish a confirming order. This enables receipt of the material into SWIMS. See exhibit 16.

8. SELL/ORDER UNIT CONVERSION - 1991 ENHANCEMENT

8.01   Since the sell/order unit conversion process as it is currently configured is often misunderstood and is somewhat cumbersome to use, a replacement process is being developed for implementation during the first quarter of 1991.

8.02   Due to the fractional conversion factors that are loaded for many items in SWIMS, the calculations that take place in the CAPRI interface often result in quantities being passed to CAPRI that are not multiples of the vendor's standard packaging quantity. When this occurs, manual intervention is required to ensure that the proper quantities are ordered and adjustments must be made before the invoice can be paid.

8.03   To correct the problem as described in paragraph 8.02, three new fields will be added to the CSITMS segment in the SWIMS Item data base, see Exhibit 17.

a.   CAPRI UOM - A two character field to contain the CAPRI Unit of Measure (i.e. BX, EA, FT, etc.). An edit will be added to ensure a valid unit of measure exists in this field. This field is read by the SWIMS/CAPRI interface.

b. CAPRI Conversion Factor - A nine position numerical field with two decimal places which represents the number of SWIMS units in one vendor unit (if CAPRI M/D indicator equals "M") or the number of vendor units in one SWIMS unit (if CAPRI M/D indicator equals "D"). An edit will be added to ensure that a value greater than zero exists in this field. Format is as follows: 9999999.99. This field is read by the SWIMS/CAPRI interface.

c. CAPRI Multiply/Divide Indicator - A one character field that will contain either an "M" or a "D". This will be used to determine whether the quantity being passed to CAPRI should be multiplied or divided by the CAPRI Conversion Factor. An edit will be added to ensure an "M" or a "D" exists in this field. This field is read by the SWIMS/CAPRI interface.

8.04 Once Sell/Order Unit Conversion Enhancement 1991 is established during the first quarter of 1991, it will replace the process described in Section 5. SWIMS data bases however will continue to read the Alternate UOM 1 and Conversion Factor 1 fields, and it is recommended that these fields continue to be populated. The SWIMS/CAPRI interface will not read Alternate UOM1 and Conversion Factor 1 fields after implementation.

9. ESTABLISHING A SOUCN USING ENHANCED ROUTINE

9.01 The Inventory Manager receives a SW6538 from Procurement Contracting to load a new item into SWIMS, or change an existing item.

9.02 The Inventory Manager must review the SW6538 and compare information in the following fields for continuity:

a. Field Standard Package - Which is determined by the Departmental Technical Staff, to determine how the item will be disbursed to the user/client;

b. Description - To determine if there is a recommended disbursement unit that should be part of the description.

c. Invoicing unit (CAPRI) - To determine how the vendor will invoice SWB;

d. Minimum order quantity (vendor) - To determine the minimum quantity the vendor will sell to SWB;

e. Standard package quantity (vendor) - To determine how the vendor packages material.

9.03   The SWIMS disbursing UOM is routinely taken from the Field Standard Package field.

9.04   If the Field Standard Package unit is inconsistent with appropriate disbursement of the material, the Inventory Manager should consult with the Departmental Technical Staff, Procurement Contract Manager, and/or the vendor to arrive at the appropriate disbursing UOM before attempting to load anything into SWIMS.

9.05   SOUCNs can be either **multiplication** or **division** factors. The decision for applying either a multiplication or a division SOUCN factor and the quantity of the factor, is determined in the following ways:

a. If the SWIMS disbursement unit is **smaller** than the CAPRI vendor order unit, the CAPRI M/D indicator will be a "D" and the conversion factor will be the number of SWIMS units in one vendor unit.

Example: If an item's SWIMS disbursement unit is EA (each) and its CAPRI vendor order unit is CT (carton) and each carton contains 100 each, a conversion factor of 100 would be applied, and the M/D indicator would be a "D". For every carton received, the computer balance would be updated by 100 each.

(100 EA)/(100)= 1 CT.
Where:
(100 ea) = SWIMS order quantity;
/   = Divide Indicator;

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               (100)   = Conversion Factor;
               1 CT   = CAPRI Order Quantity.

b.   When the SWIMS disbursement unit is **larger** than the CAPRI vendor order unit, the M/D indicator will be an "M", and the conversion factor will be the number of CAPRI units in one SWIMS disbursement unit.

Example: If the SWIMS disbursement unit is CT (carton) and its CAPRI vendor order unit is EA (each), and each carton contains 100 each, a conversion factor of 100 would be applied, and the M/D indicator would be a "M". For every carton received, the computer balance would be updated by one SWIMS disbursement unit.

$(1\ CT)*(100)= 100\ EA.$
Where:
(1 CT)   = SWIMS order quantity;
*   = Multiply Indicator;
(100)   = Conversion Factor;
100 EA = CAPRI Order Quantity.

c.   When the SWIMS disbursement unit is **equal** to the CAPRI vendor order unit, the M/D indicator will be an "M", and the conversion factor will be a one.

Example: If the SWIMS disbursement unit is EA (each), and its CAPRI vendor order unit is EA (each), a conversion factor of 1 would be applied, and the M/D indicator would be a "M".

$(1\ EA)*(1)= 1\ EA$
Where:
(1 EA)   = SWIMS order quantity;
*   = Multiply Indicator;
(1)   = Conversion Factor;
1 EA   = CAPRI Order Quantity.

9.06   Maintenance of the SOUCN factors is the responsibility of the Inventory Management in coordination with Departmental Technical Staffs, Procurement Contracting, and Procurement Systems and Accounting.

10. RELATED DOCUMENTATION

10.01   CAPRI & SWIMS SSI Update Form SW-6538 Workbook.

10.02   Adding Or De-Stocking Items At The Materials Distribution Center (MDC), SW 748-100-900.

10.03   Procurement Purchasing Manual.

EXHIBIT 1
SWIMS - ITEM MASTER INQUIRY

```
                              ITEM MASTER INQUIRY                    RCS400-I
04/05/91 - 12:59:09                              CREATE DATE   09/17/83
ITEM ID: 900168899                               UPDATE DATE   03/17/90
      DESCRIPTION                        PRINT LAST ACTIVITY
000   NAIL WIR COM GLV  6D5L3PK            Y     08/29/86
001 0 MIN ORDER 50,STD PKG-10,5L3 PKS      N     08/17/90
002 0 DESTOCK AT T90 PER N.M. 7-11-89      N     08/17/90
006 0 2 IN.  FOR WOODEN INSULATOR PINS IN  N     08/17/90
U/M: PK     ORDER MULTIPLE:      10  WEIGHT:         .00000 U/W:
VENDOR: 389600      PART ID:                           MFR:
CONTROL DESCRIPTION: NAIL WIR COM GLV  6D5L3PK        PRINT IND:   Y
DETAIL MESSAGE CODES:                  BUYER ID: 00L   1099 CODE:  99
INVENTORY METHOD: P  PRICE IND:  1  COMMODITY CODE: 0017  FORECAST:   Y
      UNIT PRICE:       5.12000  QTY VARIANCE %: 10.000  SHELF LIFE:   9
      SAFETY/FIFO: N                HAZARDOUS: N
ALTERNATE U/M 1: LB     CONVERSION FACTOR 1:         .20000
              2:                        2:
              3:                        3:
CAPRI UOM: LB      CAPRI CONVERSION FACTOR:      5.00   CAPRI M/D IND: M
            PG. S A WD P MIC-CODE. SIC-CODE.. AIC C FRT-CLS..
USER DATA :   017 N C 00 Y                    042 0 E95950
                              PF4=NEXT ITEM
ITEM: 900168899             SEQ:      PF5=P/N XREF     PF6=DESC PF7=USER
                                                       CMD:
```

EXHIBIT 2
CAPRI- STANDARD SUPPLY ITEM CONTRACT INFORMATION

```
     04/05/91   V11.0    STANDARD SUPPLY ITEM CONTRACT INFORMATION            12:59:32
   ITEM ID          DESCRIPTION          ITEM LAST UPDATED: 02/23/90     ITEM DEL
 900168899   NAIL/WIRE COMMON GLV  6D                    ORD TYPE     STK/NON STK S
                                                                               DISP

 UNIT  P/A  MIC          EXTC   APPROV    GCC       ECC   CAT PRT BUYER INSP HAZ
  LB    17              523      1       3315     21300     Y   00227
 CONTRACT DEL     COPY CONTRACT TO ITEM ID                CONTRACT LAST UPD: 02/23/90
 CONTRACT TYPE  START DATE  EXPIRE DATE  EXTEND DATE  VENDOR   LOC  CD  ML
 C2378C0          030190      022893                  389600    A
 COMMITMENT QTY    AMOUNT    LOW LIMIT   MIN STOCK  MAX STOCK    ALLOC MECH RCD
                                                                         Y

 AUTH LEAD TIME 4   PO ATTACH     PRIORITY IND     TERMS
 FOB:QUAL OR MTHD PAY PC CITY LINDENWOLD            ST NJ ZIP 08021       CNTRY
 CONTRACT BALANCE 0000000.00   NO. OF TIMES ORDERED 000004  LAST ORDERED 032191
         CONTRACT-TO-DATE                     LPO USE
           QUANTITY      DOLLARS         1 52   2      3      4     5     6
 ORDERED  000001000.00 000000760.00      7      8      9     10    11    12
 RECEIVED 000000750.00 000000570.00     13     14     15
 OWED     000000250.00 000000190.00
 VPN                      RMKS
 MAIN MENU -PF1  PRIM TBL MENU -PF2  NEXT ITEM             -PF3  CAT DESC -PF6
 NEXT CONTRACT          -PF4 CURR PRICE INFO -PF5 FUTURE PRICE -PF7 TO COPY -S/R
```

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Telephone Company except under written agreement.**

EXHIBIT 3
SWIMS - INVENTORY MASTER MAINTENANCE INQUIRY

```
                              INVENTORY MASTER MAINTENANCE    AS OF 02/91 02/22/91

   ITEM ID:        900163899 01 CLA                            ACTION: INQUIRY
   DESCRIPTION:    NAIL WIR COM GLV  6D5L3PK          DATA: ORDER QUANTITY

        **** METHOD ****  * MIN/MAX *  **** MINIMUM ***  **** MAXIMUM ****
          TYPE     QTY    TYPE   INHB    MIN QTY PERIOD    MAX QTY  PERIOD

   ORDER   E       .00 (I) 3 (I)    (I)      50.00   .00 (I) 9999999.00    .00 (I)
   FORCING CONTROL:

   ORDER MULTIPLE:           10 (I)
   SCRAP FACTOR:         0.0000 (D) SCRAP QUANTITY:          0 (D)
   ITEM ORDER COST:    18.0000 (1) CARRY COST FACTOR:     .40 (1)
   EOQ K VALUE:            .00 (D) UNIT COST:         4.29000 (I)

   DISCOUNT 1: QUANTITY:       0 (D)   COST:    0.00000 (D)
   DISCOUNT 2: QUANTITY:       0 (D)   COST:    0.00000 (D)
   DISCOUNT 3: QUANTITY:       0 (D)   COST:    0.00000 (D)

   BATCH ADJUSTMENT FACTOR:         .00 (D)
   ANNUAL PRODUCTION CAPACITY:  999999999 (D)

                                                          CMD:
```

EXHIBIT 4
SWIMS - INVENTORY SYSTEM SUMMARY INQUIRY

```
                              INVENTORY SYSTEM              RIA400-I
04/05/91 - 13:53:04           SUMMARY INQUIRY
 LOCATION.: CLA 01                          METHOD: P  TYPE: P
 ITEM ID..: 900168899                       U/M...: PK
 ITEM DESC: NAIL WIR COM GLV  6D5LBPK

COSTING METHOD.: 1 NEW COST METHOD:  (1-STD, 2-AVGE, 3-CURRENT, 4-ZERO)
STANDARD COST..:        4.29         BIN/ROW...:
AVERAGE COST...:        4.29         NEXT COUNT: 041591
CURRENT COST...:         .00         FREQUENCY.:   3
SELLING PRICE..:        3.36         PRINT DEST: CLA
MINIMUM REORDER:          29         AVGE LEAD.:  28
MAXIMUM REORDER:         119         ACTL LEAD.:  32
ORDER MULTIPLE.:          10         SUB TYPE..:   NORMAL ITEM
TRANSFER FROM                        BROKEN PACKAGE INDICATOR: N
      LOCATION..:
PRIME VENDOR...: CAPRI        QUEUE TO 1:          QUEUE TO 2:
USER DATA:
      C KEEP-PARM MISC-2.... MISC-3......... LTA X
      N

NEXT LOCATION: CLA 01              PF04=NEXT ITEM FOR LOCATION
NEXT ITEM ID.: 900168899          PF05=NEXT LOCATION FOR ITEM
                                                      CMD:
```

EXHIBIT 5
SWIMS - ITEM MASTER INQUIRY

```
                              ITEM MASTER INQUIRY                    RCS40C-1
04/05/91 - 13:53:26                                  CREATE DATE  09/17/83
ITEM ID: 900168899                                   UPDATE DATE  08/17/90
      DESCRIPTION                      PRINT LAST ACTIVITY
000    NAIL WIR COM GLV  6D5L3PK         Y     08/29/86
001 O MIM ORDER 50/STD PKG-10/5LB PKS    N     08/17/90
002 O DESTOCK AT T90 PER N.M. 7-11-89    N     08/17/90
006 O 2 IN. FOR WOODEN INSULATOR PINS IN N     08/17/90
U/M: PK    ORDER MULTIPLE:      10  WEIGHT:         .00000 U/W:
VENDOR: 389600       PART ID:                         MFR:
CONTROL DESCRIPTION: NAIL WIR COM GLV  6D5L3PK          PRINT IND:  Y
DETAIL MESSAGE CODES:               BUYER ID: OOL    1099 CODE:  99
INVENTORY METHOD: P  PRICE IND:  1  COMMODITY CODE: 0017  FORECAST:  Y
    UNIT PRICE:      5.12000  QTY VARIANCE %: 10.000  SHELF LIFE:  9
    SAFETY/FIFO: N              HAZARDOUS: N
ALTERNATE U/M 1: LB     CONVERSION FACTOR 1:       .20000
             2:                         2:
             3:                         3:
CAPRI UOM: LB       CAPRI CONVERSION FACTOR:      5.00    CAPRI M/D IND: M
          PG. S A WD P MIC-CODE. SIC-CODE.. AIC C FRT-CLS..
USER DATA :  017 N C 00 Y                042 O E95950
                              PF4=NEXT ITEM
ITEM: 900168899            SEQ:    PF5=P/N XREF     PF6=DESC PF7=USER
                                                      CMD:
```

EXHIBIT 6
STANDARD ORDERING UNIT ABBREVIATIONS

STANDARD ORDERING UNIT ABBREVIATIONS
(Not all-inclusive)

DENOMINATION	ABBREVIATION	DENOMINATION	ABBREVIATION
Bag	BG	Kits	KI
Bale	BA	Linear Foot	LF
Block	BL	Load	NL
Banks	BK	Lot	LO
Barrel	BR	Meters	MR
Bars	BI	Milligrams	ME
Board Feet	BF	Millimeter	MM
Books	BS	Mixed	MX
Bottle	BT	Ounce	OZ
Box	BX	Package	PK
Bundle	BD	Pads	PD
Cans	CN	Pails	PA
Car	NC	Pair	PR
Carboys	CB	Pallet (Lift)	PL
Carton	CT	Piece	PC
Case	CA	Pint	PT
Centimeter	CM	Pound	LB
Crate	CP	Quart	QT
Coil	CO	Reams	RM
Cone	CJ	Reels	RE
Container	CH	Roll	RL
Cubic Foot	CF	Set	ST
Cubic Inch	CI	Sheets	SH
Cartridge	CQ	Skeins	SW
Cubic Yard	CY	Sleeve	SL
Cylinder	CL	Spool	SP
Drum	DR	Square	SQ
Each	EA	Square Foot	SF
Envelopes	EN	Square Inch	SI
Foot	FT	Square Yard	SY
Gallon	GA	Strips	SR
Hanks	HA	Trailer	NT
Hours	HR	Tank	TK
Inch	IN	Tubes	TU
Jars	JR	Vials	VI
Keg	KE	Yard	YD

EXHIBIT 7
SWIMS - ITEM MASTER INQUIRY

```
                                  ITEM MASTER INQUIRY                    RCS400-1
04/05/91 - 13:53:26                                     CREATE DATE   09/17/83
ITEM ID: 900168899                                      UPDATE DATE   08/17/90
        DESCRIPTION                            PRINT LAST ACTIVITY
000    NAIL WIR COM GLV  6D5LBPK                  Y       08/29/86
001 0 MIM ORDER 50/STD PKG-10/5LB PKS            N       08/17/90
002 0 DESTOCK AT T90 PER N.M. 7-11-89            N       08/17/90
006 0 2 IN.  FOR WOODEN INSULATOR PINS IN        N       08/17/90
U/M: PK    ORDER MULTIPLE:        10  WEIGHT:         .00000 U/W:
VENDOR: 389600        PART ID:                               MFR:
CONTROL DESCRIPTION: NAIL WIR COM GLV  6D5LBPK               PRINT IND:  Y
DETAIL MESSAGE CODES:                    BUYER ID: 00L       1099 CODE:  99
INVENTORY METHOD: P  PRICE IND:  1  COMMODITY CODE: 0017     FORECAST:   Y
        UNIT PRICE:       5.12000  QTY VARIANCE %: 10.000    SHELF LIFE:  9
    SAFETY/FIFO: N                       HAZARDOUS: N
ALTERNATE U/M 1: LB      CONVERSION FACTOR 1:        .20000
             2:                            2:
             3:                            3:
CAPRI UOM: LB        CAPRI CONVERSION FACTOR:      5.00    CAPRI M/D IND: M
            PG. S A WD P MIC-CODE. SIC-CODE.. AIC C FRT-CLS..
USER DATA :  017 N C 00 Y                      042 0 E95950
                                     PF4=NEXT ITEM
ITEM: 900168899              SEQ:    PF5=P/N XREF     PF6=DESC PF7=USER
                                                              CMD:
```

EXHIBIT 8
CAPRI - STANDARD SUPPLY ITEM CONTRACT INFORMATION

```
    04/05/91  V11.0   STANDARD SUPPLY ITEM CONTRACT INFORMATION            12:59:32
  ITEM ID        DESCRIPTION         ITEM LAST UPDATED: 02/23/90     ITEM DEL
900168899   NAIL/WIRE COMMON GLV  6D                   ORD TYPE     STK/NON STK S
                                                                            DISP

UNIT  P/A  MIC          EXTC  APPROV    GCC      ECC   CAT PRT BUYER INSP HAZ
 LB    17              523     1       3315    21300      Y   00227
CONTRACT DEL    COPY CONTRACT TO ITEM ID              CONTRACT LAST UPD: 02/23/90
CONTRACT TYPE  START DATE  EXPIRE DATE  EXTEND DATE  VENDOR  LOC  CD  ML
C2378CO         030190       022893                  389600    A
COMMITMENT QTY   AMOUNT    LOW LIMIT   MIN STOCK  MAX STOCK    ALLOC MECH RCD
                                                                         Y
AUTH LEAD TIME 4   PO ATTACH     PRIORITY IND    TERMS
FOB:QUAL OR MTHD PAY PC CITY LINDENWOLD            ST NJ ZIP 08021      CNTRY
CONTRACT BALANCE 0000000.00  NO. OF TIMES ORDERED 000004  LAST ORDERED 032191
            CONTRACT-TO-DATE                     LPO USE
            QUANTITY      DOLLARS          1 52  2      3      4      5      6
ORDERED  000001000.00 000000760.00        7     8      9     10     11     12
RECEIVED 000000750.00 000000570.00       13    14     15
OWED     000000250.00 000000190.00
VPN                    RMKS
MAIN MENU -PF1  PRIM TBL MENU -PF2  NEXT ITEM            -PF3  CAT DESC -PF6
NEXT CONTRACT          -PF4 CURR PRICE INFO -PF5 FUTURE PRICE -PF7 TO COPY -S/R
```

EXHIBIT 9
SWIMS - INVENTORY SYSTEM SUMMARY INQUIRY

```
                              INVENTORY SYSTEM                    RIA40C-I
 04/05/91 - 13:54:36          SUMMARY INQUIRY
  LOCATION.: CLA 01                              METHOD: P  TYPE: P
  ITEM ID..: 900168899                           U/M...: PK
  ITEM DESC: NAIL WIR COM GLV  605L3PK

 COSTING METHOD.: 1 NEW COST METHOD:    (1-STD, 2-AVGE, 3-CURRENT, 4-ZERO)
 STANDARD COST..:        4.29        BIN/ROW...:
 AVERAGE COST...:        4.29        NEXT COUNT: 041591
 CURRENT COST...:         .00        FREQUENCY.:   3
 SELLING PRICE..:        3.36        PRINT DEST: CLA
 MINIMUM REORDER:          29        AVGE LEAD.:  28
 MAXIMUM REORDER:         119        ACTL LEAD.:  32
 ORDER MULTIPLE.:          10        SUB TYPE..:   NORMAL ITEM
 TRANSFER FROM                       BROKEN PACKAGE INDICATOR: N
     LOCATION..:
 PRIME VENDOR...: CAPRI        QUEUE TO 1:            QUEUE TO 2:
 USER DATA:
     C KEEP-PARM MISC-2.... MISC-3.......... LTA X
     N

 NEXT LOCATION: CLA 01               PF04=NEXT ITEM FOR LOCATION
 NEXT ITEM ID.: 900168899            PF05=NEXT LOCATION FOR ITEM
                                                         CMD:
```

EXHIBIT 10A
CAPRI & SWIMS SSI UPDATE

EXHIBIT 10B
CAPRI & SWIMS SSI UPDATE

BUYER, TECH STAFF OR ORIGINATOR

NAME (Print) _____ TITLE _____ TEL. NO. _____

TECH STAFF SIGNATURE(S) _____ / _____ DATE(S) _____

DESCRIPTION OF ITEM _____

HOW IS ITEM USED _____

☐ STOCK REQUEST				CAT PRT IND ☐ Y	☐ NON-STOCK REQUEST
STOCKING LOCATIONS	LANCASTER	FENTON	TCS # ___	☐ PARTIAL	ITEM SHOULD BE LOADED FOR THE FOLLOWING LPO(S):
INITIAL DEMAND				☐ HARDCOPY	_____
MONTHLY DEMAND				☐ OSS	_____
INITIAL STOCKING INTERVAL (DATE)					_____

REPLACEMENT FOR EXISTING ITEM? ☐ Y ☐ N   IF YES, WHAT IS DESC OF REPLACED ITEM? _____

ITEM ID OF REPLACED ITEM _____

DISPOSITION _____

FIELD STD REQ _____   TYPE OF ITEM ☐ SAFETY ☐ SEASONAL ☐ CONST ☐ HAZARDS ☐ PERISHB

MANUFACTURING LOCATION   REPAIR LOCATION   KEEP LIST
☐ MANUAL/QTY _____   ☐ ALL ☐ CALCULATED

_____ _____

_____ _____

_____ _____

SWMS

MIN MAX QUANTITY	ITEM CONTROL NUMBERS	FREIGHT CLASS

ROUTING		
Audit #		
	IN	OUT
Contracting/LPO		
CMO		
Comptrollers		
CMO		
*Inventory Mgmt.		
Contracting/LPO		

* FOR STOCK ITEMS ONLY

ROUTING	NON-STOCK TO STOCK ☐ STOCK TO NON-STOCK ☐	
Audit #		
	IN	OUT
Contracting		
CMO		
Inventory Mgmt.		
Contracting		

MANAGER - INVENTORY MANAGEMENT   DATE

DISTRICT MGR - INVENTORY MANAGEMENT   DATE

EXHIBIT 11
SWIMS - ITEM MASTER INQUIRY

```
                              ITEM MASTER INQUIRY                    RCS4CC-I
04/05/91 - 13:54:58                               CREATE DATE   09/17/83
ITEM ID: 900168899                                UPDATE DATE   08/17/90
     DESCRIPTION                          PRINT LAST ACTIVITY
000   NAIL WIR COM GLV  605L9PK              Y      08/29/86
001 0 MIN ORDER 50,STD PKG-10,5LB PKS        N      08/17/90
002 0 DESTOCK AT T90 PER N.M. 7-11-89        N      08/17/90
006 0 2 IN.  FOR WOODEN INSULATOR PINS IN    N      08/17/90
U/M: PK     ORDER MULTIPLE:        10  WEIGHT:           .00000 U/W:
VENDOR: 389600        PART ID:                          MFR:
CONTROL DESCRIPTION: NAIL WIR COM GLV  605L3PK          PRINT IND:   Y
DETAIL MESSAGE CODES:                       BUYER ID: OOL    1099 CODE:  99
INVENTORY METHOD: P  PRICE IND:  1   COMMODITY CODE: 0017   FORECAST:   Y
     UNIT PRICE:        5.12000   QTY VARIANCE %: 10.000   SHELF LIFE:   9
     SAFETY/FIFO: N                  HAZARDOUS: N
ALTERNATE U/M 1: LB       CONVERSION FACTOR 1:        .20000
           2:                                2:
           3:                                3:
CAPRI UOM: LB       CAPRI CONVERSION FACTOR:      5.00   CAPRI M/D IND: M
              PG. S A WD P MIC-CODE. SIC-CODE.. AIC C FRT-CLS..
USER DATA :   017 N C OO Y                      042 O E95950
                                     PF4=NEXT ITEM
ITEM: 900168899            SEQ:      PF5=P/N XREF     PF6=DESC PF7=USER
                                                              CMD:
```

EXHIBIT 12
CONFIRMING ORDER ENTRY

Confirming Order Entry

PO #_____   Date _____

Inv. Mgr. Code_____
                              (SW&S)

CONFIRMING INFORMATION

Service Cntr_____   WHSE. I.D._____   Prod. I.D._____

Qty Ordered_____   Unit_____   Soucrv(M/D)_____
              (CAPSS)   (CAPSS)

Qty Ordered_____   Unit_____   ON JOB DATE_____
              (SW&S)   (SW&S)

                                                             Buyer Auth Code_____
                                                                              (CAPSS)

Description_____

VPN_____

RMKS_____

SELECTED VENDOR INFORMATION

Contract #   VNDR/ADO Codes   F.O.B.

_____   _____ /_____ _____ _____   Cty_____ St_____ Zip_____

Price   Confirm to/from   Vendor Co. Name

_____   _____   _____

Auth by_____   Entry by_____   Entry by_____
           (INV MGR)   (SW&S)   (CAPSS)

WORKING INFORMATION

Pri Ind	Contract #	VNDR/ADO Codes	Name & Phone	Price
1				
RMKS				
2				
RMKS				
3				
RMKS				
4				

ORIGINAL

PROPRIETARY

**Not for use or disclosure outside Southwestern Bell
Telephone Company except under written agreement.**

EXHIBIT 13
CONFIRMING ORDER ENTRY

Confirming Order Entry

PO #_____   Date _____

Inv Mgr Code __306__
(SWIMS)

CONFIRMING INFORMATION

Service Cntr _____   WHSE I.D __CLA_____   Prod I D __300 168 899_____

Qty Ordered __12____   Unit __EA____   Soucn/(M/D) __1_____ M
(CAPRI)   _(CAPRI)_

Qty Ordered __10____   Unit __EA____   ON JOB DATE __11/30/90_____
(SWIMS)   _(SWIMS)_

                                       Buyer Auth Code _____
                                                            (CAPRI)

Description __Nail Wire Common GLV 6D_____

VPN _____

RMKS _____

SELECTED VENDOR INFORMATION

Contract #   VNDR/ADD Codes   FO B

_____   _____/_____ __ __   _____   ____ __ __
                                       Cnty   _St_   _Lo_

Price   Confirm to/from   Vendor Co. Name

_____   _____   _____

Auth by _____   Entry by _____   Entry by _____
        (INV MGR)   _(SWIMS)_   _(CAPRI)_

WORKING INFORMATION

Pr Ind	Contract #	VNDR/ADD Codes	Name & Phone	Price
1		/		
RMKS				
2		/		
RMKS				
3		/		
RMKS				
4		/		

ORIGINAL

PROPRIETARY

**Not for use or disclosure outside Southwestern Bell
Telephone Company except under written agreement.**

EXHIBIT 14
CONFIRMING ORDER ENTRY

Confirming Order Entry

PO # _____   Date _____

Inv Mgr Code ___306_____
                              SWBS.

CONFIRMING INFORMATION

Service Cntr _____   WHSE I D __CLA_____   Proc I D __900 168 899_____

Qty Ordered ___20_____   Unit __EA_____   Soucn/(M/D) __20_____ 0
              CAPBi   CAPBi

Qty Ordered ___1_____   Unit __CS_____   ON JOB DATE __11/30/90_____
              SWBS   SWBS

                                                         Buyer Auth Code _____
                                                                              CAPBi

Description ___Nail Wire Common GLV 60_____

VPN _____

RMKS _____

SELECTED VENDOR INFORMATION

Contract #   VNDR/ADD Codes   F.O.B.

_____
                                                City   St   Zip

Price   Confirm to/from   Vendor Co. Name

_____ _____ _____

Auth by _____ Entry by _____ Entry by _____
          INV MGR   SWBS   CAPBi

WORKING INFORMATION

Pri Ind	Contract #	VNDR/ADD Codes	Name & Phone	Price
1				

RMKS _____

| 2 | | | | |

RMKS _____

| 3 | | | | |

RMKS _____

| 4 | | | | |

ORIGINAL

PROPRIETARY

**Not for use or disclosure outside Southwestern Bell
Telephone Company except under written agreement.**

EXHIBIT 15
CONFIRMING ORDER ENTRY

Confirming Order Entry

PO # _____   Date _____

Inv Mgr Code ___006___
                    SWIMS)

CONFIRMING INFORMATION

Service Cntr _____   WHSE I D. _CLA_____   Prod. I D _900 168 899_____

Qty Ordered ___5_____   Unit ___-8_____   Soucn/(M/D) __5_____   _''_
              CAPRI   CAPRI

Qty Ordered ___1_____   Unit ___PK_____   ON JOB DATE __11/30/90_____
              SWIMS)   SWIMS)

                                                       Buyer Auth Code _____
                                                                          CAPRI

Description ___Nail Wire Common GLV 60_____

VPN _____

RMKS _____

SELECTED VENDOR INFORMATION

Contract #   VNDR/ADD Codes   F.O.B.

_____ _____ _____ _____ ___ ___
                                                       City   St   Zip

Price   Confirm to/from   Vendor Co. Name

_____ _____ _____

Auth by _____ Entry by _____ Entry by _____
           INV MGR)   SWIMS)   CAPRI

WORKING INFORMATION

Pri Ind	Contract #	VNDR/ADD Codes	Name & Phone	Price
1				
RMKS				
2				
RMKS				
3				
RMKS				
4				

ORIGINAL

PROPRIETARY

**Not for use or disclosure outside Southwestern Bell
Telephone Company except under written agreement.**

EXHIBIT 16
SWIMS - PURCHASE ORDER LINE INQUIRY

```
                                    PURCHASE ORDER                      RPR533-I
04/05/91 - 13:56:31               LINE INQUIRY
CO....: SWBT PUR GROUP: SWBT      VENDOR..: CAPRI
PO NO: C P5259560                          COMPANY   PURCHASING
LINE.: 0001                       SHIP TO: 000012 - SW BELL TEL CO        LTLROCK
OPEN                                                 REVIEW/EXPEDITE NOTES
COMMODITY.....: 0017              DESC...: NAIL WIR COM GLV  6D5LBPK
                                 ITEM...: 900168899
BUYER: 00L                       LOC....: CLA C1
            QUANTITY/PRICING                     DATES/CODES
UNIT PRICE....:       4.13        ORIGIN.: INVNTRY  NEEDED BY...: 04/21/91
PRICE VARIANCE:                                    PROMISED BY.:
QTY VARIANCE..:      10.000 X                       LAST PRINTED:
QTY ORDERED...:         50        UOM.....: PK      CREATED ON..: 03/21/91
QTY RECEIVED..:          0        AS OF..:          PURCH CODE..: 00
QTY RETURNED..:          0                          PRIORITY....: 08
QTY INVOICED..:          0        AS OF..:          MESSAGES....:
INVOICE TOTAL.:          .00                          M/R REFERENCE
            BUYER REVIEW/EXPEDITE                  NO..: DRP CLA 91079 0006
REVIEW........:           TRKG: 001 LATE REPORT    LINE: 0022
EXPEDITE......: 01/11/00 TRKG: 001 LATE REPORT     REQ.: DRP

PO NO: C P5259560            LINE: 0001 PF5=GL DIST PF8=LINE/ITEM PF9=RECEIPTS
                                                      CMD:
```

EXHIBIT 17
SWIMS - ITEM MASTER INQUIRY

```
Date 8/17/90

                          ITEM MASTER UPDATE                    RCS420-M
08/16/90 - 15:34:14                              CREATE DATE   10/16/89
ITEM ID: SPOONER4                                UPDATE DATE   08/15/90
     DESCRIPTION                        PRINT LAST ACTIVITY
000  DW UOM TEST ITEM4                    Y     08/14/90



U/M: BX     ORDER MULTIPLE:      1  WEIGHT:            U/W:
VENDOR:              PART ID:                          MFR:
CONTROL DESCRIPTION: DW UOM TEST ITEM4                 PRINT IND:  Y
DETAIL MESSAGE CODES:                  BUYER ID: 00A   1099 CODE:
INVENTORY METHOD: P  PRICE IND:  1  COMMODITY CODE: 0001  FORECAST:   N
     UNIT PRICE:        1.00000   QTY VARIANCE %:      SHELF LIFE:
     SAFETY/FIFO: N                   HAZARDOUS: N
ALTERNATE U/M 1: FT     CONVERSION FACTOR 1:       .00166
              2:                              2:
              3:                              3:
CAPRI UOM: XX      CAPRI CONVERSION FACTOR: 9999999.99   CAPRI M/D IND: X
            PG. S A WD P MIC-CODE. SIC-CODE.. AIC C PRT-CLS..
USER DATA :
                               PF4=NEXT ITEM
ITEM: SPOONER4            SEQ:     PF5=P/N XREF    PF6=DESC PF7=USER
                                                           CMD:
```

Note: The Bold Faced fields shown above are the three new fields that need to be added to the CSITMS segment (11 bytes total).

APPENDIX 1

ACRONYMS

1.	CAPRI	Computer Assisted Purchasing Receiving & Invoicing.
2.	CSITMS	Corporate System Item Master Segment.
3.	DOPAC	Disk Oriented Property & Cost (system).
4.	MDC	Materials Distribution Center.
5.	MOQ	Minimum Order Quantity.
6.	MR	Material Requisition.
7.	PIR	Perpetual Inventory Record.
8.	SOUCN	Sell/Order Unit Conversion.
9.	SSI	Standard Supply Item.
10.	SWAPS	Southwestern Accounts Payable System.
11.	SWIMS	Southwestern Inventory Management System.
12.	UOM	Unit Of Measure.
13.	VSPQ	Vendor Standard Package Quantity.
14.	+	Addition
15.	-	Subtraction
16.	*	Multiply
17.	/	Divide