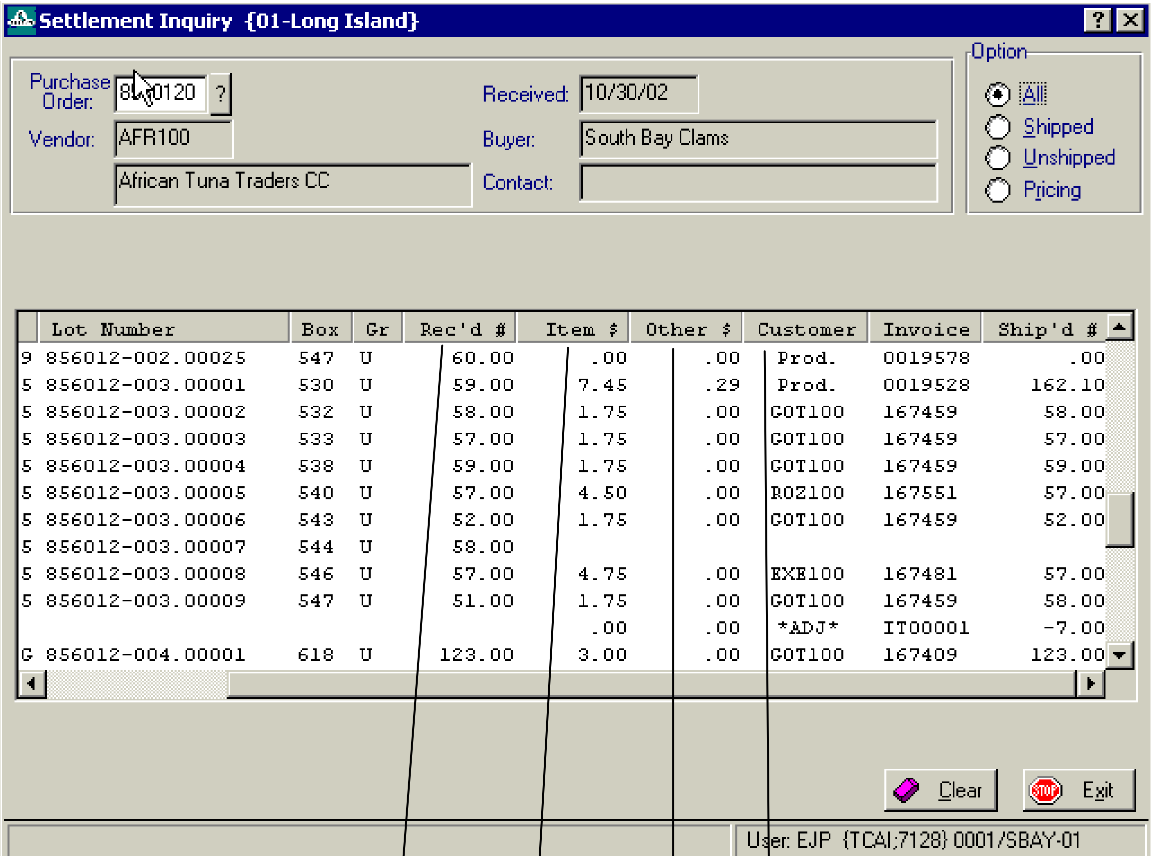
# Computer Associates, Inc.

36 Thurber Blvd., Smithfield, RI 02917 • Tel (401) 232-2600 • Fax (401) 232-7778 • www.caisoft.com

Settlement Inquiry {01-Long Island}

Purchase Order: 8[illegible]0120 ?

Received: 10/30/02

Vendor: AFR100

Buyer: South Bay Clams

African Tuna Traders CC

Contact:

Option: All / Shipped / Unshipped / Pricing

| Lot Number | Box | Gr | Rec'd # | Item $ | Other $ | Customer | Invoice | Ship'd # |
|---|---|---|---|---|---|---|---|---|
| 9 856012-002.00025 | 547 | U | 60.00 | .00 | .00 | Prod. | 0019578 | .00 |
| 5 856012-003.00001 | 530 | U | 59.00 | 7.45 | .29 | Prod. | 0019528 | 162.10 |
| 5 856012-003.00002 | 532 | U | 58.00 | 1.75 | .00 | GOT100 | 167459 | 58.00 |
| 5 856012-003.00003 | 533 | U | 57.00 | 1.75 | .00 | GOT100 | 167459 | 57.00 |
| 5 856012-003.00004 | 538 | U | 59.00 | 1.75 | .00 | GOT100 | 167459 | 59.00 |
| 5 856012-003.00005 | 540 | U | 57.00 | 4.50 | .00 | ROZ100 | 167551 | 57.00 |
| 5 856012-003.00006 | 543 | U | 52.00 | 1.75 | .00 | GOT100 | 167459 | 52.00 |
| 5 856012-003.00007 | 544 | U | 58.00 | | | | | |
| 5 856012-003.00008 | 546 | U | 57.00 | 4.75 | .00 | EXE100 | 167481 | 57.00 |
| 5 856012-003.00009 | 547 | U | 51.00 | 1.75 | .00 | GOT100 | 167459 | 58.00 |
| | | | | .00 | .00 | *ADJ* | IT00001 | -7.00 |
| G 856012-004.00001 | 618 | U | 123.00 | 3.00 | .00 | GOT100 | 167409 | 123.00 |

Clear   Exit

User: EJP {TCAI;7128} 0001/SBAY-01

Actual Received Weight – Does not include any adjustments other than changes made through Receipt Reversals.

Customer Code – The Customer Code for this sale. A code of 'Prod.' indicates that the lot has been put into production.

Actual Product Price – The product only sell price for the sale specified by the Customer Code and Invoice Number to the right. For Production Orders, the average product price of all sold lots received to this production order.

Actual Other Price – The Other sell price for the sale specified by the Customer Code and Invoice Number to the right. For Production Orders, the average other price for all sold lots received to this production order.

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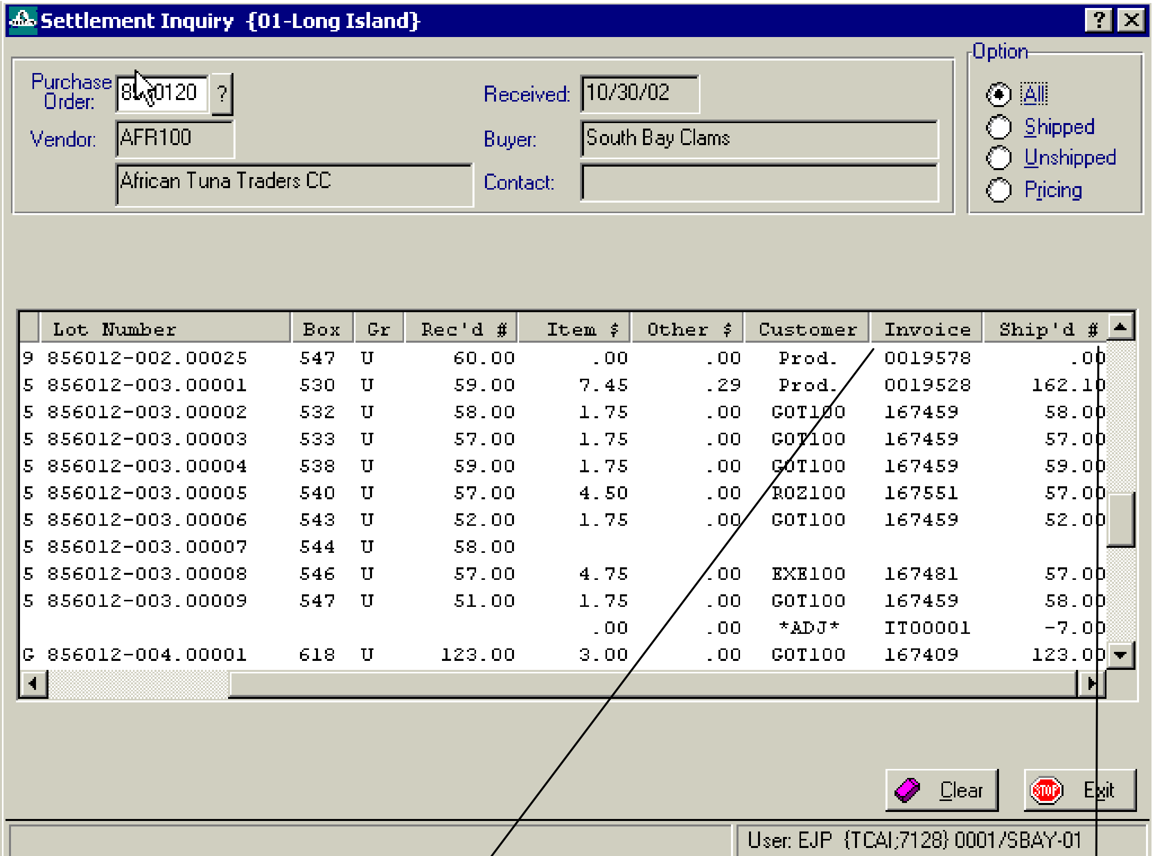


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| 5 | 856012-003.00003 | 533 | U | 57.00 | 1.75 | .00 | GOT100 | 167459 | 57.00 |
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| G | 856012-004.00001 | 618 | U | 123.00 | 3.00 | .00 | GOT100 | 167409 | 123.00 |

Invoice Number – The invoice number of this sale. When the customer is 'Prod.', this is the Production Order Number.

The Total Shipped Weight – The weight of this sale. For Production Orders, the total adjusted shipped weight of all lots received on this production order (see note below). Adjustments are shown with a sign opposite that of the adjustment because a positive number in this column normally indicates a withdrawal from the lot.

Production Order Notes – When multiple lots are tagged to the same production order each lot is assigned a ratio based on the weight of the lot versus the total weight tagged. The shipped weight for each lot is the total shipped weight of all lots received from the production order multiplied by this ratio. Example: Three lots are tagged to a production order, each weighing 100lbs. A total of 150lbs of product are received from this production order and sold for a total sale value of $750. Using the ratio of 1:3 or .3333 for each lot (100lbs:300lbs), a shipped weight of 50lbs and a shipped value of $250 is assigned to each lot. It is important to note that the production order tracking ability of settlement processing is dependent on the item that is being put into production being defined as 'Individual Lot Control'. This is because a given lot can only be stamped with one production order number and a single lot of a regular lot control item could be tagged to multiple production orders.

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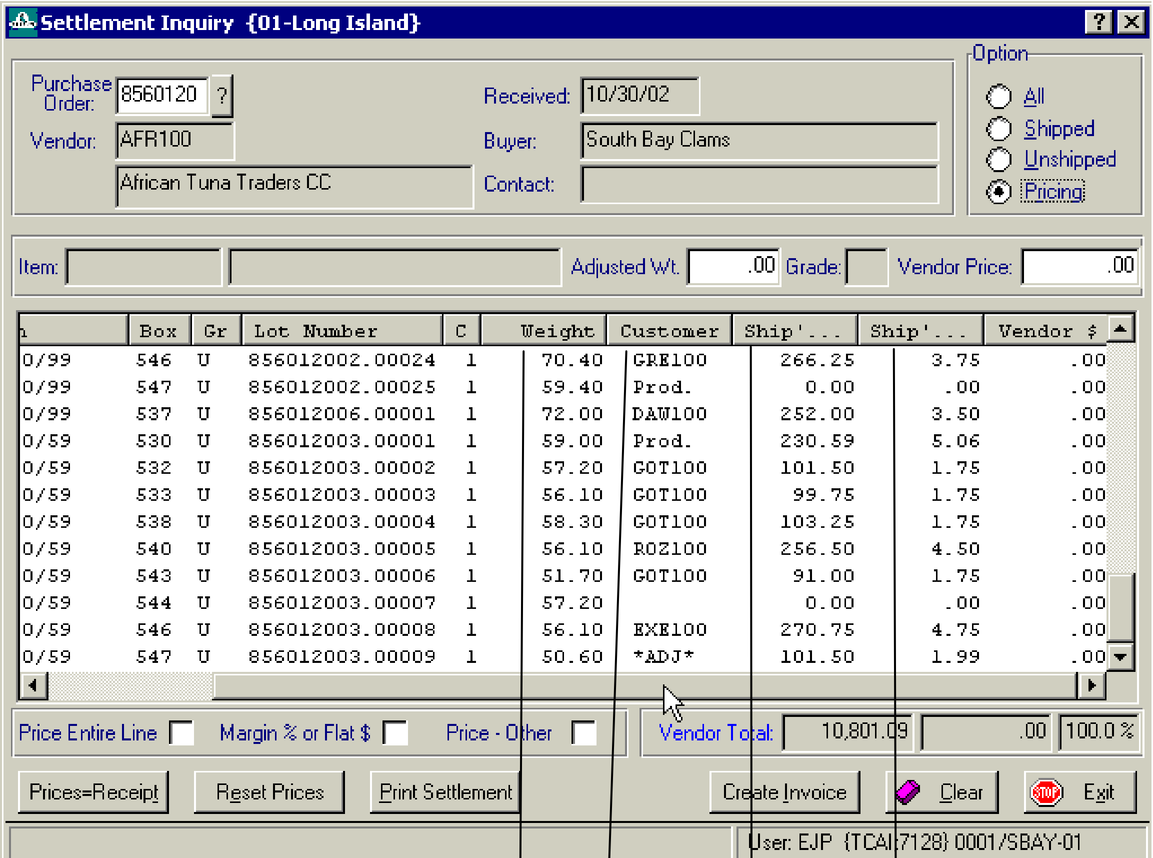


Adjusted Received Weight – The received weight of the lot +/- adjustments made in the Adjusted Weight field, Inventory Adjustments done using an 'ITAC' code that affects received weight and/or adjustments to reflect the vendor weight entered (if parameter is on.) This is the number that the vendor price will be extended by to get the invoice total.

Adjusted Sale Price – The Total Shipped Value from column to the left divided by the adjusted shipped weight. See notes below.

Customer Code - The customer code of the last sale found for this lot. 'Prod.' Indicates the lot went into production.

Total Shipped Value – The extension of the sale price multiplied by the shipped weight from the 'All' screen. If 'Price-Other' option is checked on, only includes the product price.

Adjusted Sale Price Notes – An adjustment is made to the shipped weight in order to best reflect the revenue generated per pound that was received from the vendor. The formula is as follows: Total Shipped Value/(Total Shipped Weight/Yield Factors). The Yield Factor is a number that gets set whenever a transfer is done in which the weight out does not equal the weight in. For example: A lot of whole cod is transferred to a new lot of cod fillets. 100lbs of whole cod are transferred out, but only 60lbs of cod fillets are transferred back in. This results in a yield factor of .6. Now those cod fillets are sold for $4/lb. The calculation looks like this: ($4/lb*60lbs)/(60lbs/.6)=$2.40/lb. This means that for each pound of whole cod received from the vendor, $2.40 of revenue was generated. If $4.00 (the sale price of the fillets) was shown then you might mistakenly pay the vendor more than the revenue generated. For production orders the shipped value (see Production Notes above) is divided by the weight of the product tagged to the production order for the same reason. Using the example from the Production Notes, the $250 shipped value is divided by the 100lbs tagged to the production order resulting in $2.50/lb being reported. If the actual sale price of $5.00/lb was reported, then the vendor might be paid $4.00/lb which would result in a loss ($250 revenue, $400 paid to vendor).

General Notes – The most important factor in getting good numbers from the settlement screen is proper inventory control. Because a settlement can be processed when none, some, or all of the product has been sold, the Adjusted Sale Price is derived at by dividing the shipped value by the shipped weight. If part of a lot is left in inventory when it has actually been dumped, that weight that will never be sold will not be divided into the shipped value and will not reduce the Adjusted Sale Price. For Example: A whole tuna that weighs 100lbs is sold for $5/lb (shipped value=$500.) Half of that tuna is rejected by the customer due to poor quality and is subsequently dumped. The 50lbs is credited back but a reason code that returns the product to inventory is mistakenly used. This will reduce the shipped value to $250 but also reduces the shipped weight to 50lbs. Settlement Processing reports this an Adjusted Sale Price of $5/lb because the returned 50lbs is in inventory and could be sold again. If you paid the vendor $4/lb based on this number then you will lose money (revenue=$250, cost=$400). If the correct reason code is used then the shipped value will be reduced to $250 but the shipped weight will remain 100lbs, resulting in an Adjusted Sale Price of $2.50/lb. If you decide to pay the vendor $2/lb then you will make some profit (revenue=$250, cost=$200). Note that if the incorrect reason code is used, all is not lost. A transaction can still be done to adjust out the remaining 50lbs. Adjustments affect the shipped weight but not the shipped value. So 50lbs adjusted out in the above example results in a shipped value of $250, a shipped weight of 100lbs, and an Adjusted Sale Price of $2.50.