

# MARS BULLETIN

2011 Quarter 3

## HIGHLIGHTING MARS FEATURES

### Exception Viewing Only

One of the key strengths of the MARS-IW system is its orientation to exception viewing only. During the ordering process, the system will check to see if the prior history has any characteristics that warrant human intervention. If so, the system puts an "E", "S", or "N" in the flag field. Additionally, the system monitors the month-to-date sales, and if this figure is above or below the normal band of variation, it also puts an H (for high) or an L (for low), in the flag field. The concept is, if none of these three fields exist, the item is behaving well both historically and in the current month and



should be accepted without any human viewing. Accordingly, if you click on the "exceptions only" button on the upper far left of the "pre-select" screen, you will see only the exception items that had an E/S/N, H/L in the flag field. The same thing can be accomplished after the order is created by clicking on the bar towards the lower part of the order screen.

### Forecast Override

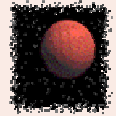
Under certain circumstances it may be desirable to override the MARS forecast with an externally developed forecast. This need may come about because of a special promotion that has no historic precedence, or to make use of a forecast derived by the host computer that comprehends some special criteria. In this case MARS will accept the externally imposed forecast in place of the one it has calculated, and will use it to calculate the reorder target. This forecast override takes precedence over the MARS forecast. MARS does not simply order in that amount immediately, however, but rather it incorporates the forecast into the reorder calculation exactly as if it was MARS's own forecast. Consequently the fore-

cast could be shown for a few months into the future and MARS would not order product until the month in question started to enter the reorder calculation period. The months that contain the forecast override appear highlighted in yellow on the item detail screen for quick identification. Additionally, reports comparing to actual are available from the Reports Menu pull-down.

### Goal Seeking—General

This feature allows you to force an order to either a higher level, or lower level to meet some pre-established total order size. Moreover, you can set the determining factor as weight, units, volume or cost. If the system is forcing the order to a higher level than the system originally wanted, it will review the entire file, and bring in items that were close to being reordered originally, rather than simply adding quantities to the items that were in the original order. If the system is being forced to reduce the order, it will take product out that has the least adverse impact on future order fill rates.

WELCOME  
to MARS!...



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### MARS Updates

Visit our website at:

[www.nbds.com/custupdate.htm](http://www.nbds.com/custupdate.htm)

to pick up the latest release. You must be a current 6.x user. MARS Updates for both Access and SQL users are available at no charge. Also look for a list of changes (PDF File), which may be viewed or downloaded. Contact NBDS if you have any questions on downloading the updates.

Regular Office Hours  
8 a.m.—4:30 p.m. CST  
Monday—Thursday  
Friday 8 a.m.—12:00 p.m.

After hours voice mail is available by calling 952-698-3500 and entering the appropriate extension as listed below.

Thomas Collins, Pres. 501  
[thomasp@nbds.com](mailto:thomasp@nbds.com)

Keith Root, VP 502  
[keith@nbds.com](mailto:keith@nbds.com)

Gary Lund, Development 503  
[garyl@nbds.com](mailto:garyl@nbds.com)

## INSIGHT

"When you are in any contest, you should work as if there were—to the very last minute—a chance to lose it."

- Dwight D. Eisenhower