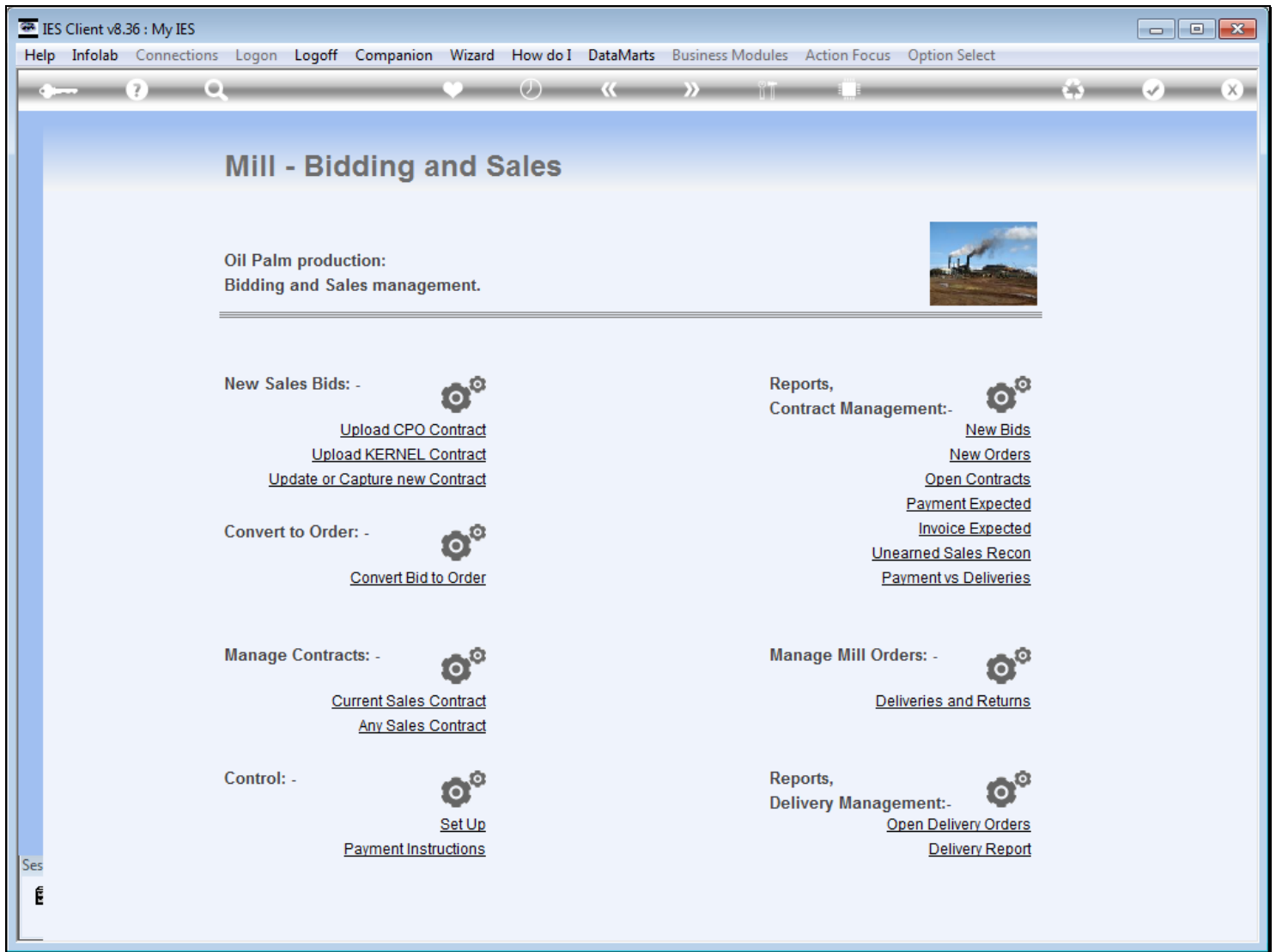


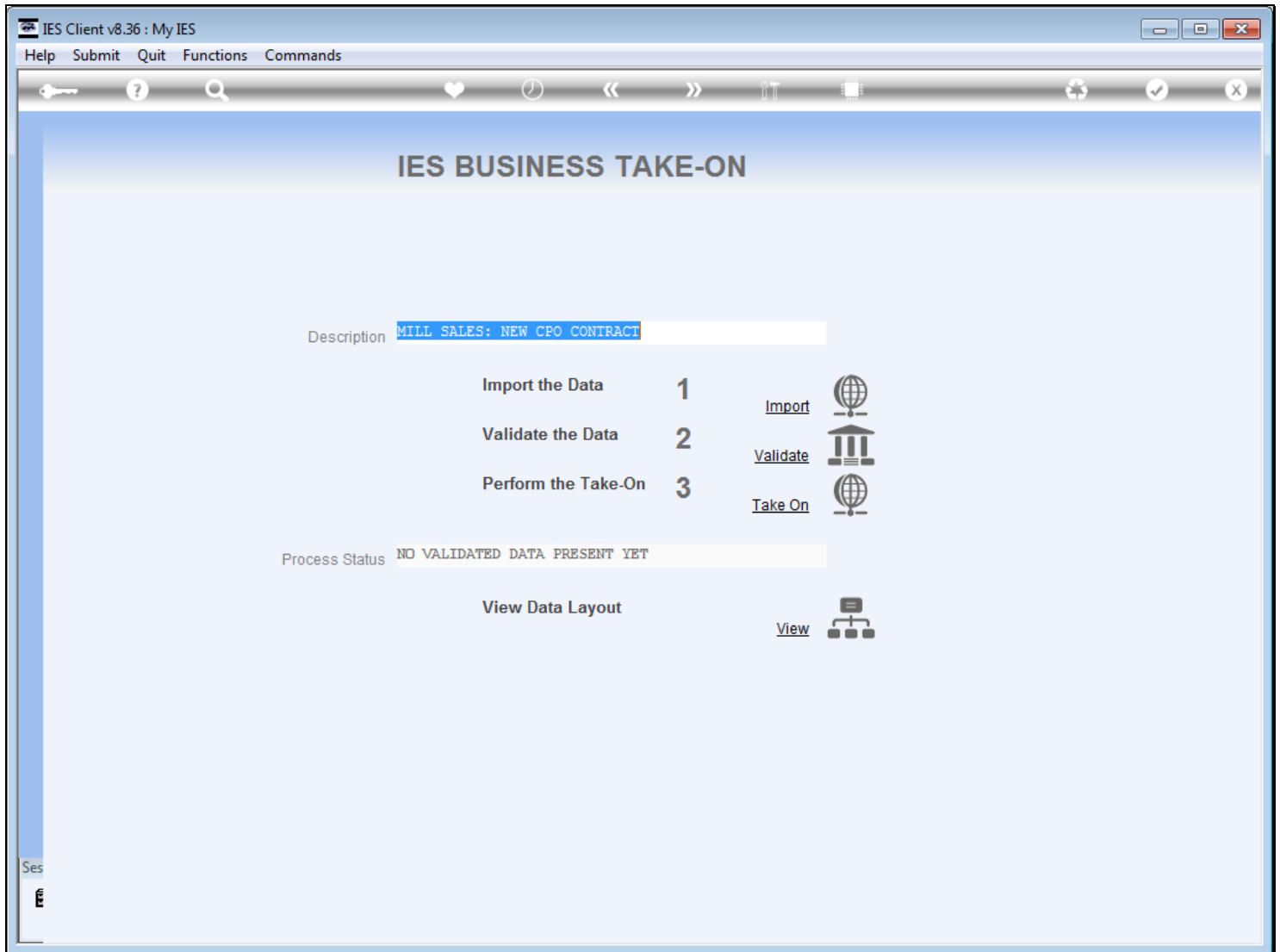
Slide 1 - Slide 1



Slide notes

A New Sales Bid may be uploaded for CPO or KERNEL, or captured for any of CPO, KERNEL, Shell or Fibre.

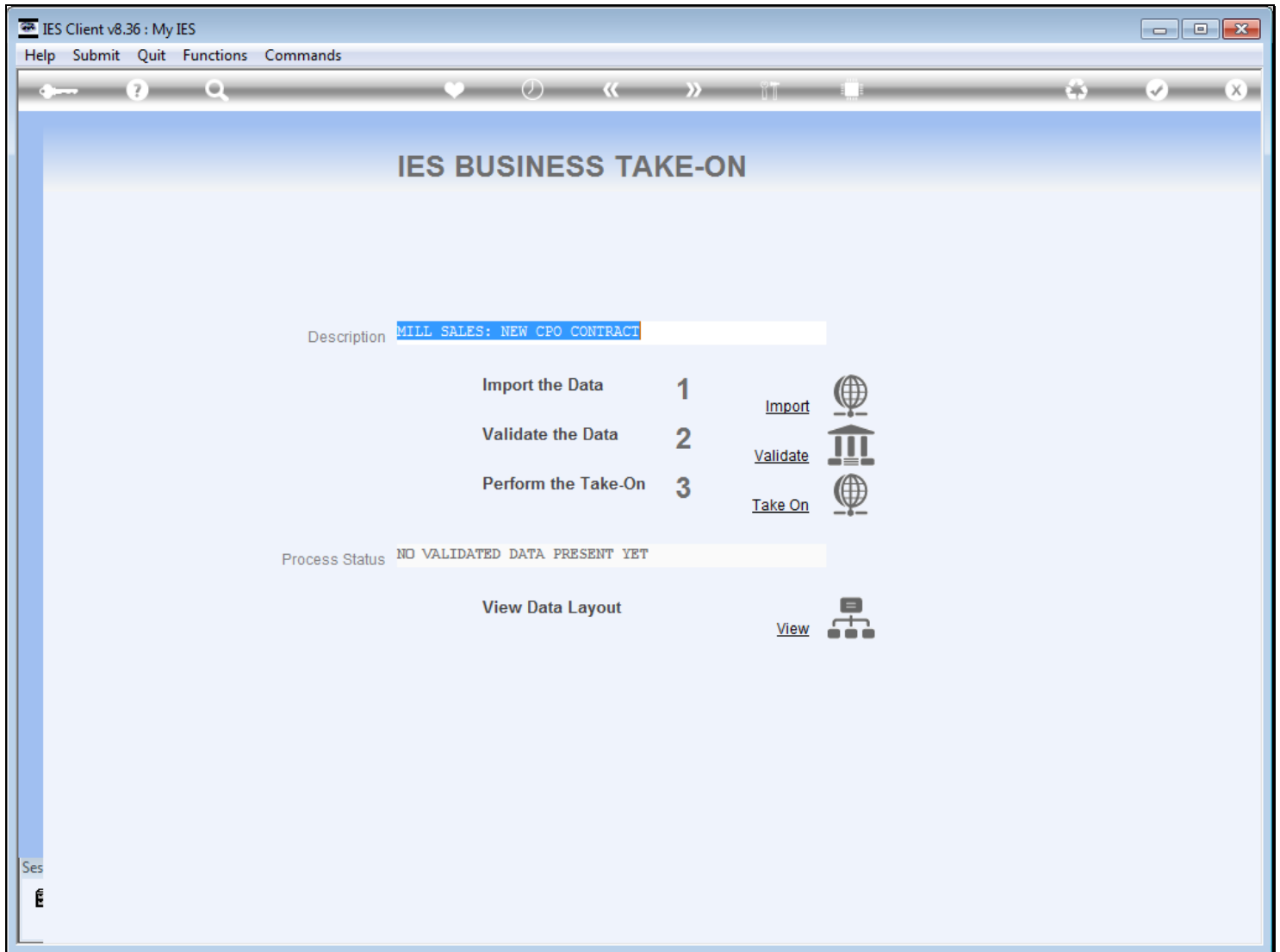
Slide 2 - Slide 2



Slide notes

This option is for uploading a new CPO Bid.

Slide 3 - Slide 3



Slide notes

Slide 4 - Slide 4

The screenshot displays the IES Client v8.36: My IES application window. The title bar includes standard window controls and the application name. The menu bar contains: Help, Infolab, Connections, Logon, Logoff, Companion, Wizard, How do I, DataMarts, Business Modules, Action Focus, and Option Select. The toolbar features icons for search, home, refresh, and other navigation functions. The main content area is titled "Mill - Bidding and Sales" and includes a sub-header "Oil Palm production: Bidding and Sales management." with a small image of a mill. Below this, the interface is organized into several functional groups, each with a gear icon:

- New Sales Bids: -**
 - [Upload CPO Contract](#)
 - [Upload KERNEL Contract](#)
 - [Update or Capture new Contract](#)
- Convert to Order: -**
 - [Convert Bid to Order](#)
- Manage Contracts: -**
 - [Current Sales Contract](#)
 - [Any Sales Contract](#)
- Control: -**
 - [Set Up](#)
 - [Payment Instructions](#)
- Reports, Contract Management: -**
 - [New Bids](#)
 - [New Orders](#)
 - [Open Contracts](#)
 - [Payment Expected](#)
 - [Invoice Expected](#)
 - [Unearned Sales Recon](#)
 - [Payment vs Deliveries](#)
- Manage Mill Orders: -**
 - [Deliveries and Returns](#)
- Reports, Delivery Management: -**
 - [Open Delivery Orders](#)
 - [Delivery Report](#)

Slide notes

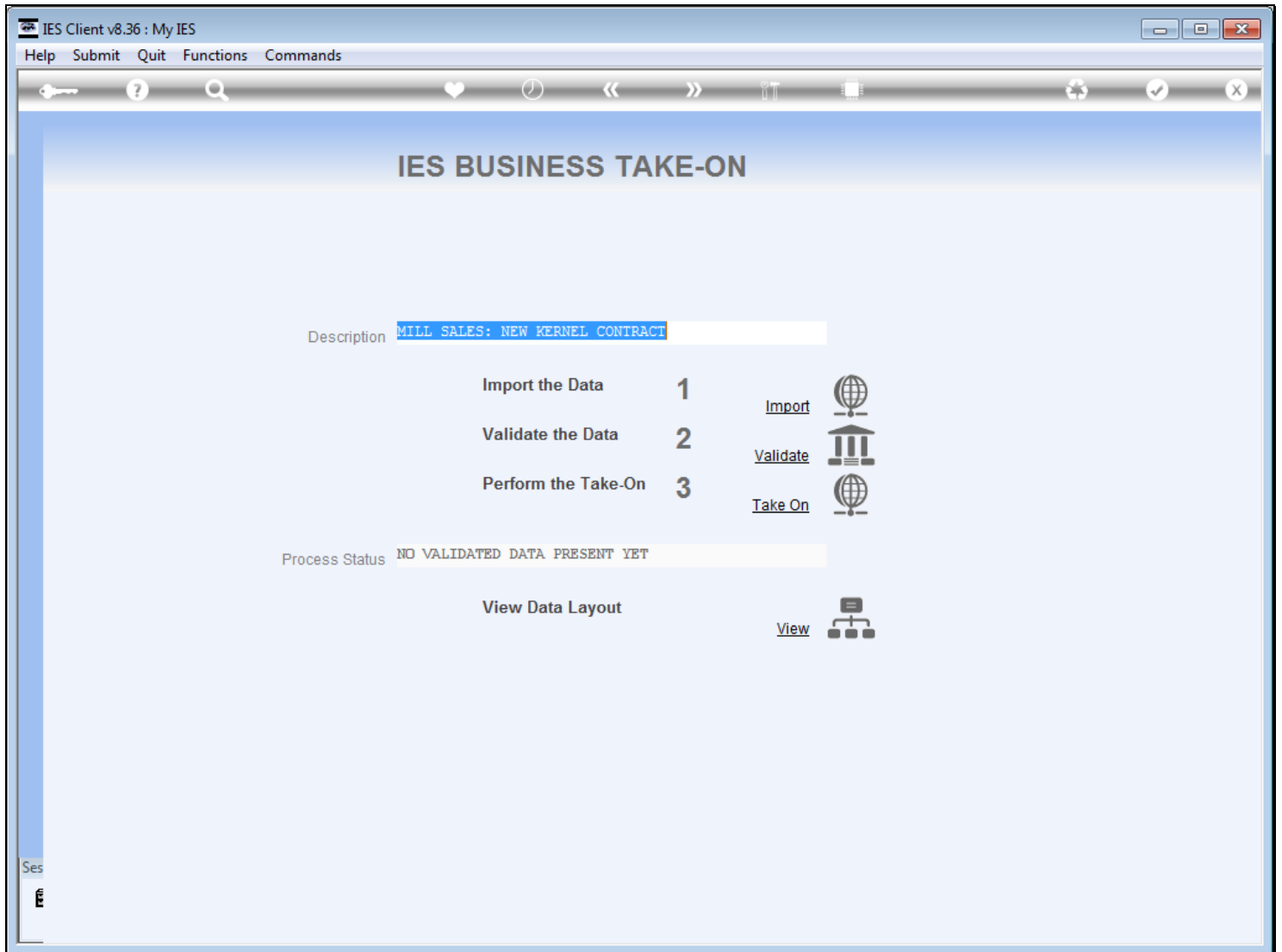
Slide 5 - Slide 5

The screenshot displays the 'Mill - Bidding and Sales' interface within the IES Client v8.36. The window title is 'My IES'. The menu bar includes: Help, Infolab, Connections, Logon, Logoff, Companion, Wizard, How do I, DataMarts, Business Modules, Action Focus, and Option Select. The toolbar contains icons for search, home, refresh, and other navigation functions. The main content area features a blue header with the title 'Mill - Bidding and Sales' and a sub-header 'Oil Palm production: Bidding and Sales management.' accompanied by a small image of a mill. Below this, the interface is organized into two columns of menu items, each with a gear icon:

- New Sales Bids:**
 - [Upload CPO Contract](#)
 - [Upload KERNEL Contract](#)
 - [Update or Capture new Contract](#)
- Convert to Order:**
 - [Convert Bid to Order](#)
- Manage Contracts:**
 - [Current Sales Contract](#)
 - [Any Sales Contract](#)
- Control:**
 - [Set Up](#)
 - [Payment Instructions](#)
- Reports, Contract Management:**
 - [New Bids](#)
 - [New Orders](#)
 - [Open Contracts](#)
 - [Payment Expected](#)
 - [Invoice Expected](#)
 - [Unearned Sales Recon](#)
 - [Payment vs Deliveries](#)
- Manage Mill Orders:**
 - [Deliveries and Returns](#)
- Reports, Delivery Management:**
 - [Open Delivery Orders](#)
 - [Delivery Report](#)

Slide notes

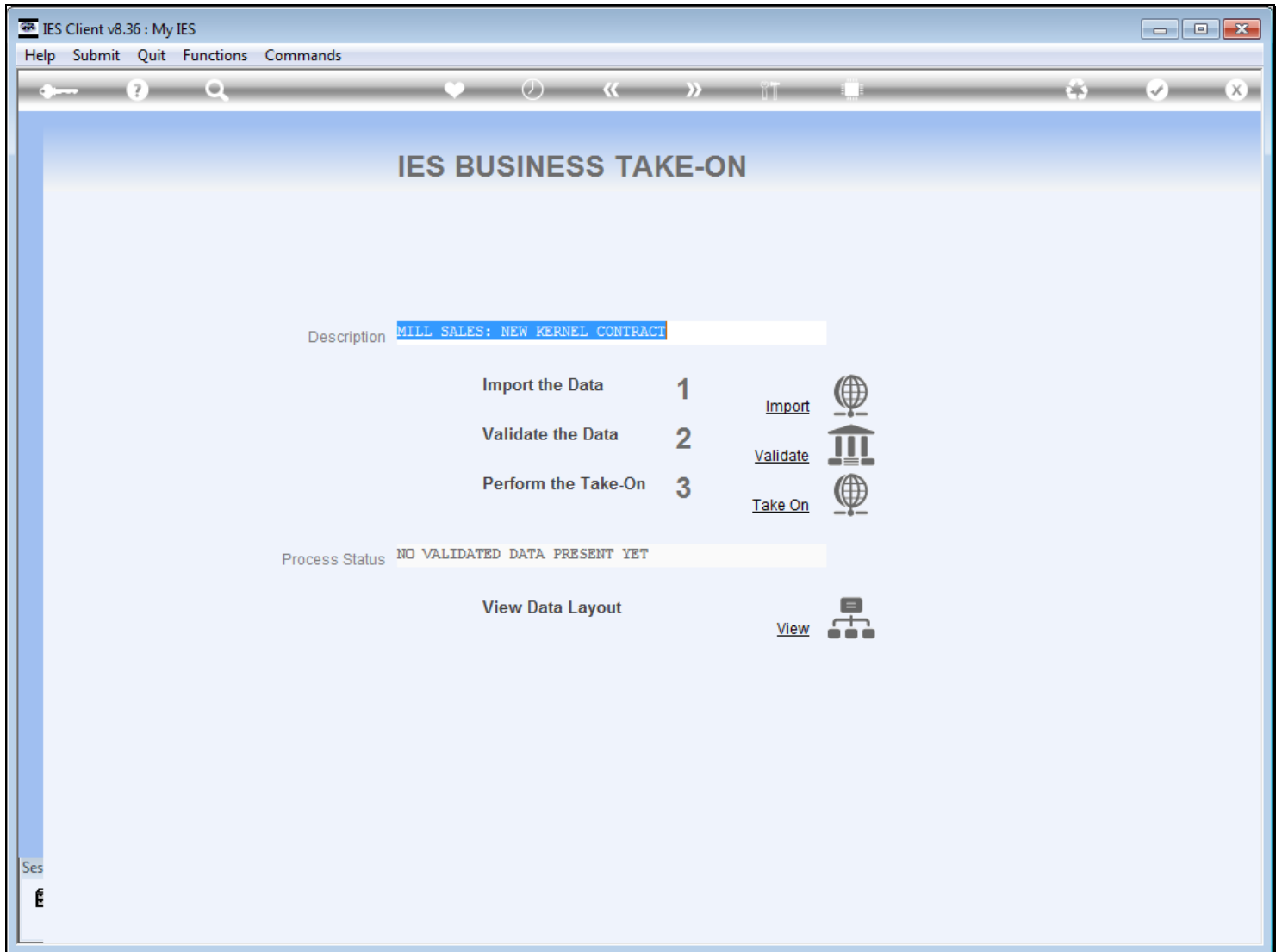
Slide 6 - Slide 6



Slide notes

And this option may be used for uploading a KERNEL bid.

Slide 7 - Slide 7



Slide notes

Slide 8 - Slide 8

The screenshot displays the IES Client v8.36: My IES application window. The title bar includes standard window controls and the application name. The menu bar contains: Help, Infolab, Connections, Logon, Logoff, Companion, Wizard, How do I, DataMarts, Business Modules, Action Focus, and Option Select. The toolbar features icons for search, home, back, forward, and refresh. The main content area is titled "Mill - Bidding and Sales" and includes a sub-header "Oil Palm production: Bidding and Sales management." with a small image of a mill. Below this, the interface is organized into two columns of menu items, each with a gear icon:

- New Sales Bids: -**
 - [Upload CPO Contract](#)
 - [Upload KERNEL Contract](#)
 - [Update or Capture new Contract](#)
- Convert to Order: -**
 - [Convert Bid to Order](#)
- Manage Contracts: -**
 - [Current Sales Contract](#)
 - [Any Sales Contract](#)
- Control: -**
 - [Set Up](#)
 - [Payment Instructions](#)
- Reports, Contract Management:-**
 - [New Bids](#)
 - [New Orders](#)
 - [Open Contracts](#)
 - [Payment Expected](#)
 - [Invoice Expected](#)
 - [Unearned Sales Recon](#)
 - [Payment vs Deliveries](#)
- Manage Mill Orders: -**
 - [Deliveries and Returns](#)
- Reports, Delivery Management:-**
 - [Open Delivery Orders](#)
 - [Delivery Report](#)

Slide notes

Slide 9 - Slide 9

The screenshot shows the IES Client v8.36: My IES application window. The title bar includes 'Help', 'Infolab', 'Connections', 'Logon', 'Logoff', 'Companion', 'Wizard', 'How do I', 'DataMarts', 'Business Modules', 'Action Focus', and 'Option Select'. The main content area is titled 'Mill - Bidding and Sales' and features a sub-header 'Oil Palm production: Bidding and Sales management.' with an image of a mill. Below this, there are several sections, each with a gear icon and a list of links:

- New Sales Bids: -**
 - [Upload CPO Contract](#)
 - [Upload KERNEL Contract](#)
 - [Update or Capture new Contract](#)
- Convert to Order: -**
 - [Convert Bid to Order](#)
- Manage Contracts: -**
 - [Current Sales Contract](#)
 - [Any Sales Contract](#)
- Control: -**
 - [Set Up](#)
 - [Payment Instructions](#)
- Reports, Contract Management: -**
 - [New Bids](#)
 - [New Orders](#)
 - [Open Contracts](#)
 - [Payment Expected](#)
 - [Invoice Expected](#)
 - [Unearned Sales Recon](#)
 - [Payment vs Deliveries](#)
- Manage Mill Orders: -**
 - [Deliveries and Returns](#)
- Reports, Delivery Management: -**
 - [Open Delivery Orders](#)
 - [Delivery Report](#)

Slide notes

Slide 10 - Slide 10

IES Client v8.36 : My IES

Help Submit Quit Functions Commands

New Mill Sales Bid

CPO, Kernel, Shell or Fibre

For no changes, please choose QUIT
[Quit](#)

To save changes, please choose SAVE
[Save](#)

To remove this Bid, please choose DELETE
[Delete](#)

Status **New**
Created By **Tim Tono**
Created On **27/05/2013**

Other Bidders	Other Bid Price
1	0.00

System Contract Key: 1658480295
Contract Date: 27/05/2013
Product:
Product Type:
Unit:
Quantity:
Delivery Unit:
Delivery Qty: 0.00
Quality: FFA
Quality: M+I
Quality: Dirt
Winning Bid:
Currency: LOCAL RP
Win Bid Price: 0.00
Tax Type: Std Rate VAT excl Capital Goods & Services
Unit Tax Price:
Forex Rate:
CIF Rotterdam: 0.00
Condition:
Payment Date:
Delivery Date:

Slide notes

The Capture option may be used for any new Bid, and may also be used for modifying a previously imported Bid.

Slide 11 - Slide 11

IES Client v8.36 : My IES

Help Submit Quit Functions Commands

New Mill Sales Bid

CPO, Kernel, Shell or Fibre

For no changes, please choose QUIT [Quit](#)

To save changes, please choose SAVE [Save](#)

To remove this Bid, please choose DELETE [Delete](#)

Status **New**

Created By **Tim Tono**

Created On **27/05/2013**

System Contract Key	1658480295	
Contract Date	27/05/2013	
Product		
Product Type		
Unit	Delivery Unit	
Quantity	Delivery Qty	0.00
Quality: FFA		
Quality: M+I		
Quality: Dirt		
Winning Bid		
Currency	LOCAL RP	
Win Bid Price	0.00	
Tax Type	Std Rate VAT excl Capital Goods & Services	
Unit Tax Price		
Forex Rate		
CIF Rotterdam	0.00	
Condition		
Payment Date		
Delivery Date		

Other Bidders	Other Bid Price
1	0.00

Slide notes

Slide 12 - Slide 12

IES Client v8.36 : My IES

Help Submit Quit Functions Commands

New Mill Sales Bid

CPO, Kernel, Shell or Fibre

For no changes, please choose QUIT [Quit](#)

To save changes, please choose SAVE [Save](#)

To remove this Bid, please choose DELETE [Delete](#)

Status **New**

Created By **Tim Tono**

Created On **27/05/2013**

System Contract Key	1658480295	
Contract Date	27/05/2013	
Product		
Product Type		
Unit	Delivery Unit	
Quantity	Delivery Qty	0.00
Quality: FFA		
Quality: M+I		
Quality: Dirt		
Winning Bid		
Currency	LOCAL RP	
Win Bid Price	0.00	
Tax Type	Std Rate VAT excl Capital Goods & Services	
Unit Tax Price		
Forex Rate		
CIF Rotterdam	0.00	
Condition		
Payment Date		
Delivery Date		

Other Bidders	Other Bid Price
1	0.00

Slide notes

Slide 13 - Slide 13

The screenshot shows the IES Client v8.36: My IES application window. The main window title is "New Mill Sales Bid" and the subtitle is "CPO, Kernel, Shell or Fibre". The interface includes a menu bar (Help, Infolab, Connections, Logon, Logoff, Companion, Wizard, How do I, DataMarts, Business Modules, Action Focus, Option Select) and a toolbar with various icons. The main form contains several fields and buttons:

- Buttons:** "Capture OR" (highlighted), "Retrieve New Bidding record", "Quit", "Save", "Delete".
- Text:** "For no changes, please choose QUIT", "To save changes, please choose SAVE", "To remove this Bid, please choose DELETE".
- Form Fields:** System Contract Key (1658480295), Contract Date (27/05/2013), Product, Product Type, Unit, Quantity, Quality: FFA, Quality: M+I, Quality: Dirt, Winning Bid, Currency (LOCAL RP), Win Bid Price (0.00), Tax Type (Std Rate VAT e...), Unit Tax Price, Forex Rate, CIF Rotterdam (0.00), Condition, Payment Date, Delivery Date.
- Other Bid Price:** A dropdown menu showing "Other Bid Price" with a value of "0.00".

A modal dialog box titled "SINGLE SELECT: Mill Production Options" is open in the center. It contains a list box with the following items:

- Select -
- 1 OP101 Palm Oil
- 2 OP102 Kernel Palm Oil
- 3 OP103 Shell
- 4 OP104 Fibre

The dialog box also has buttons for "Select ALL", "Show Full Line", "Cancel", and "OK".

Slide notes

Slide 14 - Slide 14

IES Client v8.36 : My IES

Help Infolab Connections Logon Logoff Companion Wizard How do I DataMarts Business Modules Action Focus Option Select

New Mill Sales Bid

CPO, Kernel, Shell or Fibre

For no changes, please choose QUIT
[Quit](#)

To save changes, please choose SAVE
[Save](#)

To remove this Bid, please choose DELETE
[Delete](#)

Status **New**
Created By **Tim Tono**
Created On **27/05/2013**

Other Bidders	Other Bid Price
1	0.00

Capture OR [Retrieve New Bidding record](#)

System Contract Key	1658480295	
Contract Date	27/05/2013	
Product		
Product Type		
Unit	Delivery Unit	
Quantity	Delivery Qty	0.00
Quality: FFA		
Quality: M+I		
Quality: Dirt		
Winning Bid		
Currency	LOCAL RP	
Win Bid Price	0.00	
Tax Type	Std Rate VAT excl Capital Goods & Services	
Unit Tax Price		
Forex Rate		
CIF Rotterdam	0.00	
Condition		
Payment Date		
Delivery Date		

Slide notes

Slide 15 - Slide 15

IES Client v8.36 : My IES

Help Submit Quit Functions Commands

New Mill Sales Bid

CPO, Kernel, Shell or Fibre

For no changes, please choose QUIT [Quit](#)

To save changes, please choose SAVE [Save](#)

To remove this Bid, please choose DELETE [Delete](#)

Status **New**
 Created By **Tim Tono**
 Created On **27/05/2013**

Other Bidders	Other Bid Price
1	0.00

Capture OR [Retrieve New Bidding record](#)

System Contract Key 1658480295
 Contract Date 27/05/2013
 Product OP103 Shell
 Product Type Shell
 Unit KILOGRAM Delivery Unit kg
 Quantity Delivery Qty 0.00
 Quality: FFA
 Quality: M+I
 Quality: Dirt
 Winning Bid
 Currency LOCAL RP
 Win Bid Price 0.00
 Tax Type Std Rate VAT excl Capital Goods & Services
 Unit Tax Price
 Forex Rate
 CIF Rotterdam 0.00
 Condition
 Payment Date
 Delivery Date

Slide notes

In the example of Shell, we can see that the default Price Unit and also the Delivery Unit is Kilogram. This is in fact dependent on the setup of the Stock Code, since we may price in 1 Unit and deliver in another, as long as we have a translation factor on the Unit master.

Slide 16 - Slide 16

IES Client v8.36 : My IES

Help Submit Quit Functions Commands

New Mill Sales Bid

CPO, Kernel, Shell or Fibre

For no changes, please choose QUIT [Quit](#)

To save changes, please choose SAVE [Save](#)

To remove this Bid, please choose DELETE [Delete](#)

Status **New**

Created By **Tim Tono**

Created On **27/05/2013**

Capture OR [Retrieve New Bidding record](#)

System Contract Key	1658480295
Contract Date	27/05/2013
Product	OP103 Shell
Product Type	Shell
Unit	KILOGRAM
Delivery Unit	KILOGRAM
Quantity	Delivery Qty 0.00
Quality: FFA	
Quality: M+I	
Quality: Dirt	
Winning Bid	
Currency	LOCAL RP
Win Bid Price	0.00
Tax Type	Std Rate VAT excl Capital Goods & Services
Unit Tax Price	
Forex Rate	
CIF Rotterdam	0.00
Condition	
Payment Date	
Delivery Date	

Other Bidders	Other Bid Price
1	0.00

Slide notes

Slide 17 - Slide 17

IES Client v8.36 : My IES

Help Submit Quit Functions Commands

New Mill Sales Bid

CPO, Kernel, Shell or Fibre

For no changes, please choose QUIT
[Quit](#)

To save changes, please choose SAVE
[Save](#)

To remove this Bid, please choose DELETE
[Delete](#)

Status: **New**
Created By: **Tim Tono**
Created On: **27/05/2013**

Other Bidders	Other Bid Price
1	0.00

Capture OR [Retrieve New Bidding record](#)

System Contract Key: 1658480295
Contract Date: 27/05/2013
Product: **OP103** **Lookup ?**
Product Type: Shell **Recent Values**
Unit: KILOGRAM AM
Quantity: Delivery Qty: 0.00
Quality: FFA
Quality: M+I
Quality: Dirt
Winning Bid
Currency: LOCAL RP
Win Bid Price: 0.00
Tax Type: Std Rate VAT excl Capital Goods & Services
Unit Tax Price
Forex Rate
CIF Rotterdam: 0.00
Condition
Payment Date
Delivery Date

Slide notes

Slide 18 - Slide 18

IES Client v8.36 : My IES

Help Submit Quit Functions Commands

New Mill Sales Bid

CPO, Kernel, Shell or Fibre

For no changes, please choose QUIT [Quit](#)

To save changes, please choose SAVE [Save](#)

To remove this Bid, please choose DELETE [Delete](#)

Status **New**
Created By **Tim Tono**
Created On **27/05/2013**

Other Bidders	Other Bid Price
1	0.00

System Contract Key 1658480295 [Retrieve New Bidding record](#)

Contract Date 27/05/2013

Product OP103 **Lookup ?**
Recent Values

Product Type Shell

Unit KILOGRAM

Quantity **Delivery Qty** 0.00

Quality: FFA

Quality: M+I

Quality: Dirt

Winning Bid

Currency LOCAL RP

Win Bid Price 0.00

Tax Type Std Rate VAT excl Capital Goods & Services

Unit Tax Price

Forex Rate

CIF Rotterdam 0.00

Condition

Payment Date

Delivery Date

Slide notes

Slide 19 - Slide 19

The screenshot shows the IES Client v8.36: My IES application window. The main window title is "New Mill Sales Bid" and the subtitle is "CPO, Kernel, Shell or Fibre". The interface includes a menu bar (Help, Infolab, Connections, Logon, Logoff, Companion, Wizard, How do I, DataMarts, Business Modules, Action Focus, Option Select) and a toolbar with various icons. The main content area contains a form for entering bid details. A dialog box titled "SINGLE SELECT: Mill Production Options" is open, displaying a list of options: 1 OP101 Palm Oil, 2 OP102 Kernel Palm Oil, 3 OP103 Shell, and 4 OP104 Fibre. The "Other Bid Price" field is set to 0.00. The form fields include: System Contract Key (1658480295), Contract Date (27/05/2013), Product (OP103), Product Type (Shell), Unit (KILOGRAM), Quantity, Quality: FFA, Quality: M+I, Quality: Dirt, Winning Bid, Currency (LOCAL RP), Win Bid Price (0.00), Tax Type (Std Rate VAT e), Unit Tax Price, Forex Rate, CIF Rotterdam (0.00), Condition, Payment Date, and Delivery Date. The dialog box has buttons for "Select ALL", "Show Full Line", "Cancel", and "OK".

Slide notes

Slide 20 - Slide 20

IES Client v8.36 : My IES

Help Submit Quit Functions Commands

New Mill Sales Bid

CPO, Kernel, Shell or Fibre

For no changes, please choose QUIT [Quit](#)

To save changes, please choose SAVE [Save](#)

To remove this Bid, please choose DELETE [Delete](#)

Status **New**

Created By **Tim Tono**

Created On **27/05/2013**

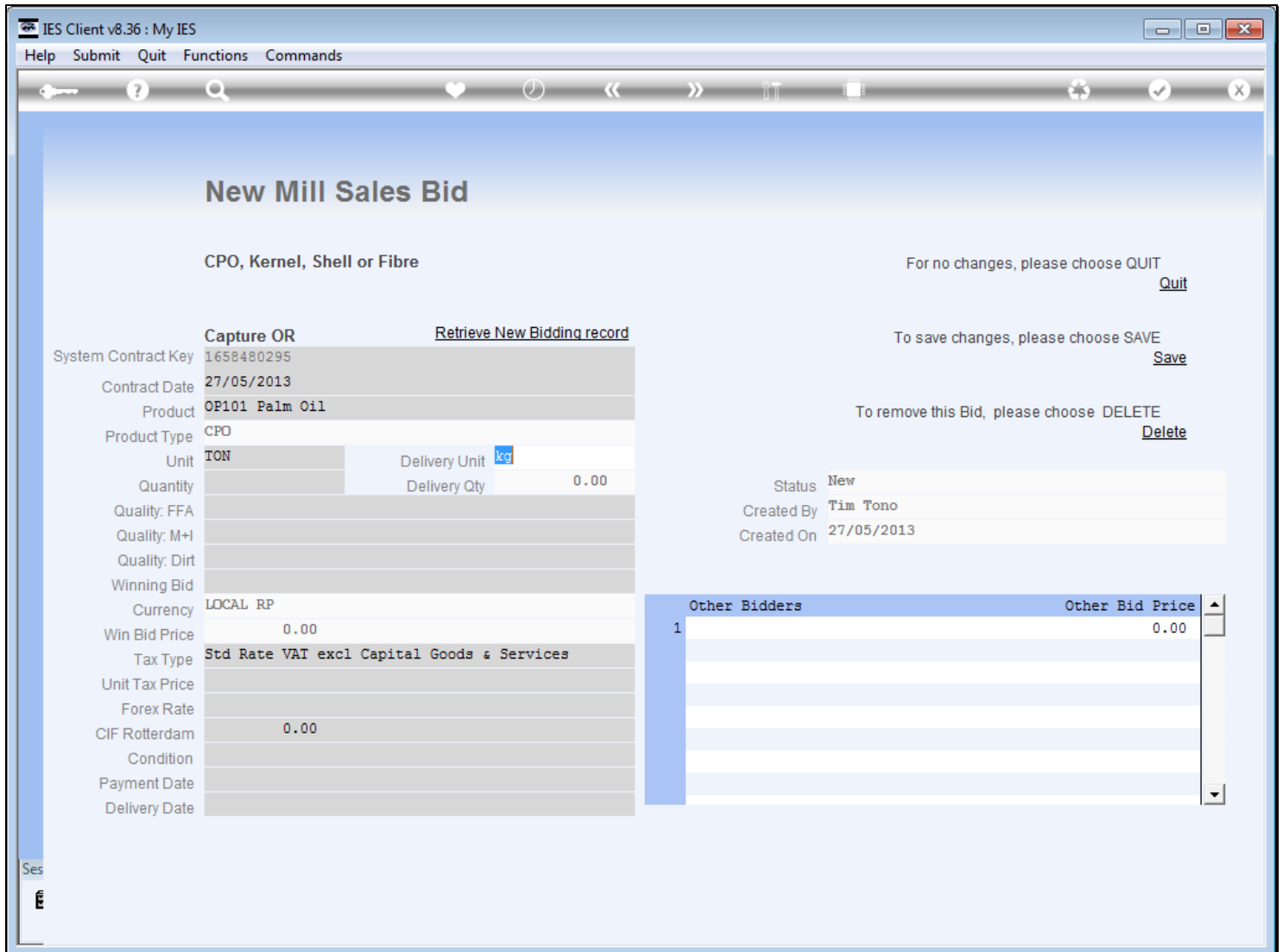
Capture OR [Retrieve New Bidding record](#)

System Contract Key	1658480295
Contract Date	27/05/2013
Product	OP101
Product Type	Shell
Unit	KILOGRAM
Delivery Unit	KILOGRAM
Quantity	
Delivery Qty	0.00
Quality: FFA	
Quality: M+I	
Quality: Dirt	
Winning Bid	
Currency	LOCAL RP
Win Bid Price	0.00
Tax Type	Std Rate VAT excl Capital Goods & Services
Unit Tax Price	
Forex Rate	
CIF Rotterdam	0.00
Condition	
Payment Date	
Delivery Date	

Other Bidders	Other Bid Price
1	0.00

Slide notes

Slide 21 - Slide 21



Slide notes

Notice that for CPO our Price Unit defaults to TON, whereas the Delivery Unit defaults to Kilogram.

Slide 22 - Slide 22

IES Client v8.36 : My IES

Help Submit Quit Functions Commands

New Mill Sales Bid

CPO, Kernel, Shell or Fibre

For no changes, please choose QUIT [Quit](#)

To save changes, please choose SAVE [Save](#)

To remove this Bid, please choose DELETE [Delete](#)

Status **New**

Created By **Tim Tono**

Created On **27/05/2013**

Capture OR [Retrieve New Bidding record](#)

System Contract Key	1658480295
Contract Date	27/05/2013
Product	OP101 Palm Oil
Product Type	CPO
Unit	TON
Delivery Unit	KILOGRAM
Quantity	
Delivery Qty	0.00
Quality: FFA	
Quality: M+I	
Quality: Dirt	
Winning Bid	
Currency	LOCAL RP
Win Bid Price	0.00
Tax Type	Std Rate VAT excl Capital Goods & Services
Unit Tax Price	
Forex Rate	
CIF Rotterdam	0.00
Condition	
Payment Date	
Delivery Date	

Other Bidders	Other Bid Price
1	0.00

Slide notes

Slide 23 - Slide 23

New Mill Sales Bid

CPO, Kernel, Shell or Fibre

For no changes, please choose QUIT [Quit](#)

To save changes, please choose SAVE [Save](#)

To remove this Bid, please choose DELETE [Delete](#)

System Contract Key: 1658480295
 Contract Date: 27/05/2013
 Product: OP101 Palm Oil
 Product Type: CPO
 Unit: TON Delivery Unit: KILOGRAM
 Quantity: 100.00 Delivery Qty: 100,000.00
 Quality: FFA
 Quality: M+I
 Quality: Dirt
 Winning Bid
 Currency: LOCAL RP
 Win Bid Price: 0.00
 Tax Type: Std Rate VAT excl Capital Goods & Services
 Unit Tax Price
 Forex Rate
 CIF Rotterdam: 0.00
 Condition
 Payment Date
 Delivery Date

Status: New
 Created By: Tim Tono
 Created On: 27/05/2013

Other Bidders	Other Bid Price
1	0.00

Slide notes

The quality indicators are not forced, but are captured when they apply as maximum tolerance indicators on the Sale when converted to Contract.

Slide 24 - Slide 24

IES Client v8.36 : My IES

Help Submit Quit Functions Commands

New Mill Sales Bid

CPO, Kernel, Shell or Fibre

For no changes, please choose QUIT [Quit](#)

To save changes, please choose SAVE [Save](#)

To remove this Bid, please choose DELETE [Delete](#)

Status **New**
Created By **Tim Tono**
Created On **27/05/2013**

Capture OR [Retrieve New Bidding record](#)

System Contract Key	1658480295		
Contract Date	27/05/2013		
Product	OP101 Palm Oil		
Product Type	CPO		
Unit	TON	Delivery Unit	KILOGRAM
Quantity	100.00	Delivery Qty	100,000.00
Quality: FFA	0.20		
Quality: M+I			
Quality: Dirt			
Winning Bid			
Currency	LOCAL RP		
Win Bid Price	0.00		
Tax Type	Std Rate VAT excl Capital Goods & Services		
Unit Tax Price			
Forex Rate			
CIF Rotterdam	0.00		
Condition			
Payment Date			
Delivery Date			

Other Bidders	Other Bid Price
1	0.00

Slide notes

Slide 25 - Slide 25

IES Client v8.36 : My IES

Help Submit Quit Functions Commands

New Mill Sales Bid

CPO, Kernel, Shell or Fibre

For no changes, please choose QUIT [Quit](#)

To save changes, please choose SAVE [Save](#)

To remove this Bid, please choose DELETE [Delete](#)

Status **New**

Created By **Tim Tono**

Created On **27/05/2013**

Capture OR [Retrieve New Bidding record](#)

System Contract Key	1658480295		
Contract Date	27/05/2013		
Product	OP101 Palm Oil		
Product Type	CPO		
Unit	TON	Delivery Unit	KILOGRAM
Quantity	100.00	Delivery Qty	100,000.00
Quality: FFA	0.20		
Quality: M+I	0.20		
Quality: Dirt			
Winning Bid			
Currency	LOCAL RP		
Win Bid Price	0.00		
Tax Type	Std Rate VAT excl Capital Goods & Services		
Unit Tax Price			
Forex Rate			
CIF Rotterdam	0.00		
Condition			
Payment Date			
Delivery Date			

Other Bidders	Other Bid Price
1	0.00

Slide notes

Slide 26 - Slide 26

IES Client v8.36 : My IES

Help Submit Quit Functions Commands

New Mill Sales Bid

CPO, Kernel, Shell or Fibre

For no changes, please choose QUIT
[Quit](#)

To save changes, please choose SAVE
[Save](#)

To remove this Bid, please choose DELETE
[Delete](#)

Status **New**
Created By **Tim Tono**
Created On **27/05/2013**

Capture OR		Retrieve New Bidding record	
System Contract Key	1658480295		
Contract Date	27/05/2013		
Product	OP101 Palm Oil		
Product Type	CPO		
Unit	TON	Delivery Unit	KILOGRAM
Quantity	100.00	Delivery Qty	100,000.00
Quality: FFA	0.20		
Quality: M+I	0.20		
Quality: Dirt	0.20		
Winning Bid			
Currency	LOCAL RP		
Win Bid Price	0.00		
Tax Type	Std Rate VAT excl Capital Goods & Services		
Unit Tax Price			
Forex Rate			
CIF Rotterdam	0.00		
Condition			
Payment Date			
Delivery Date			

Other Bidders	Other Bid Price
1	0.00

Slide notes

The Winning Bid refers to the Customer that we are selling to, and this is an AR Debtor Account.

Slide 27 - Slide 27

IES Client v8.36 : My IES

Help Submit Quit Functions Commands

New Mill Sales Bid

CPO, Kernel, Shell or Fibre

For no changes, please choose QUIT [Quit](#)

To save changes, please choose SAVE [Save](#)

To remove this Bid, please choose DELETE [Delete](#)

Status **New**
Created By **Tim Tono**
Created On **27/05/2013**

Capture OR [Retrieve New Bidding record](#)

System Contract Key	1658480295
Contract Date	27/05/2013
Product	OP101 Palm Oil
Product Type	CPO
Unit	TON
Quantity	100.00
Quality: FFA	0.20
Quality: M+I	0.20
Quality: Dirt	0.20
Winning Bid	01020 PT CPO Nusantara
Currency	USD
Win Bid Price	0.00
Tax Type	1
Unit Tax Price	
Forex Rate	
CIF Rotterdam	0.00
Condition	
Payment Date	
Delivery Date	

Other Bidders	Other Bid Price
1	0.00

Slide notes

Slide 28 - Slide 28

IES Client v8.36 : My IES

Help Submit Quit Functions Commands

New Mill Sales Bid

CPO, Kernel, Shell or Fibre

For no changes, please choose QUIT
[Quit](#)

To save changes, please choose SAVE
[Save](#)

To remove this Bid, please choose DELETE
[Delete](#)

Status **New**
Created By **Tim Tono**
Created On **27/05/2013**

Capture OR [Retrieve New Bidding record](#)

System Contract Key	1658480295
Contract Date	27/05/2013
Product	OP101 Palm Oil
Product Type	CPO
Unit	TON
Quantity	100.00
Quality: FFA	0.20
Quality: M+I	0.20
Quality: Dirt	0.20
Winning Bid	01020 PT CPO Nusantara
Currency	USD
Win Bid Price	0.00
Tax Type	1
Unit Tax Price	
Forex Rate	
CIF Rotterdam	0.00
Condition	
Payment Date	
Delivery Date	

Other Bidders	Other Bid Price
1	0.00

Ses

Slide notes

The unit price is stated inclusive of Tax, and refers to the Price Unit, not the Delivery Unit.

Slide 29 - Slide 29

IES Client v8.36 : My IES

Help Submit Quit Functions Commands

New Mill Sales Bid

CPO, Kernel, Shell or Fibre

For no changes, please choose QUIT [Quit](#)

To save changes, please choose SAVE [Save](#)

To remove this Bid, please choose DELETE [Delete](#)

Capture OR [Retrieve New Bidding record](#)

System Contract Key	1658480295
Contract Date	27/05/2013
Product	OP101 Palm Oil
Product Type	CPO
Unit	TON
Quantity	100.00
Quality: FFA	0.20
Quality: M+I	0.20
Quality: Dirt	0.20
Winning Bid	01020 PT CPO Nusantara
Currency	USD
Win Bid Price	0.00
Tax Type	Std Rate VAT excl Capital Goods & Services
Unit Tax Price	770.00
Forex Rate	
CIF Rotterdam	0.00
Condition	
Payment Date	
Delivery Date	

Other Bidders	Other Bid Price
1	0.00

Status: New
Created By: Tim Tono
Created On: 27/05/2013

Slide notes

A Forex Rate is optional here, and only stated if this is a Forex Sale and if the Rate is to be forced, i.e. agreed with the Buyer.

Slide 30 - Slide 30

IES Client v8.36 : My IES

Help Submit Quit Functions Commands

New Mill Sales Bid

CPO, Kernel, Shell or Fibre

For no changes, please choose QUIT
[Quit](#)

To save changes, please choose SAVE
[Save](#)

To remove this Bid, please choose DELETE
[Delete](#)

Capture OR [Retrieve New Bidding record](#)

System Contract Key	1658480295
Contract Date	27/05/2013
Product	OP101 Palm Oil
Product Type	CPO
Unit	TON
Quantity	100.00
Quality: FFA	0.20
Quality: M+I	0.20
Quality: Dirt	0.20
Winning Bid	01020 PT CPO Nusantara
Currency	USD
Win Bid Price	0.00
Tax Type	Std Rate VAT excl Capital Goods & Services
Unit Tax Price	770.00
Forex Rate	9500
CIF Rotterdam	0.00
Condition	
Payment Date	
Delivery Date	

Delivery Unit: KILOGRAM
Delivery Qty: 100,000.00

Status: New
Created By: Tim Tono
Created On: 27/05/2013

Other Bidders	Other Bid Price
1	0.00

Slide notes

Slide 31 - Slide 31

IES Client v8.36 : My IES

Help Submit Quit Functions Commands

New Mill Sales Bid

CPO, Kernel, Shell or Fibre

For no changes, please choose QUIT [Quit](#)

To save changes, please choose SAVE [Save](#)

To remove this Bid, please choose DELETE [Delete](#)

Capture OR [Retrieve New Bidding record](#)

System Contract Key	1658480295		
Contract Date	27/05/2013		
Product	OP101 Palm Oil		
Product Type	CPO		
Unit	TON	Delivery Unit	KILOGRAM
Quantity	100.00	Delivery Qty	100,000.00
Quality: FFA	0.20		
Quality: M+I	0.20		
Quality: Dirt	0.20		
Winning Bid	01020 PT CPO Nusantara		
Currency	USD		
Win Bid Price	0.00		
Tax Type	Std Rate VAT excl Capital Goods & Services		
Unit Tax Price	770.00		
Forex Rate	9500		
CIF Rotterdam	0.00		
Condition			
Payment Date			
Delivery Date			

Status **New**

Created By **Tim Tono**

Created On **27/05/2013**

Other Bidders	Other Bid Price
1	0.00

Ses

Slide notes

Slide 32 - Slide 32

New Mill Sales Bid

CPO, Kernel, Shell or Fibre

For no changes, please choose QUIT [Quit](#)

To save changes, please choose SAVE [Save](#)

To remove this Bid, please choose DELETE [Delete](#)

Status **New**

Created By **Tim Tono**

Created On **27/05/2013**

System Contract Key	1658480295
Contract Date	27/05/2013
Product	OP101 Palm Oil
Product Type	CPO
Unit	TON
Quantity	100.00
Quality: FFA	0.20
Quality: M+I	0.20
Quality: Dirt	0.20
Winning Bid	01020 PT CPO Nusantara
Currency	USD
Win Bid Price	0.00
Tax Type	Std Rate VAT excl Capital Goods & Services
Unit Tax Price	770.00
Forex Rate	9500
CIF Rotterdam	0.00
Condition	OPD
Payment Date	
Delivery Date	

Other Bidders	Other Bid Price
1	0.00

Slide notes

Slide 33 - Slide 33

New Mill Sales Bid

CPO, Kernel, Shell or Fibre

For no changes, please choose QUIT [Quit](#)

To save changes, please choose SAVE [Save](#)

To remove this Bid, please choose DELETE [Delete](#)

Status **New**
Created By **Tim Tono**
Created On **27/05/2013**

Other Bidders	Other Bid Price
1	0.00

Contract Details:

System Contract Key	1658480295
Contract Date	27/05/2013
Product	OP101 Palm Oil
Product Type	CPO
Unit	TON
Quantity	100.00
Delivery Unit	KILOGRAM
Delivery Qty	100,000.00
Quality: FFA	0.20
Quality: M+I	0.20
Quality: Dirt	0.20
Winning Bid	01020 PT CPO Nusantara
Currency	USD
Win Bid Price	0.00
Tax Type	Std Rate VAT excl Capital Goods & Services
Unit Tax Price	770.00
Forex Rate	9500
CIF Rotterdam	0.00
Condition	OPD
Payment Date	
Delivery Date	

Slide notes

Slide 34 - Slide 34

IES Client v8.36 : My IES

Help Submit Quit Functions Commands

New Mill Sales Bid

CPO, Kernel, Shell or Fibre

For no changes, please choose QUIT [Quit](#)

To save changes, please choose SAVE [Save](#)

To remove this Bid, please choose DELETE [Delete](#)

Status **New**

Created By **Tim Tono**

Created On **27/05/2013**

Other Bidders	Other Bid Price
1	0.00

Capture OR [Retrieve New Bidding record](#)

System Contract Key	1658480295		
Contract Date	27/05/2013		
Product	OP101 Palm Oil		
Product Type	CPO		
Unit	TON	Delivery Unit	KILOGRAM
Quantity	100.00	Delivery Qty	100,000.00
Quality: FFA	0.20		
Quality: M+I	0.20		
Quality: Dirt	0.20		
Winning Bid	01020 PT CPO Nusantara		
Currency	USD		
Win Bid Price	0.00		
Tax Type	Std Rate VAT excl Capital Goods & Services		
Unit Tax Price	770.00		
Forex Rate	9500		
CIF Rotterdam	0.00		
Condition	OPD		
Payment Date	28/05/2013		
Delivery Date			

Slide notes

Slide 35 - Slide 35

IES Client v8.36 : My IES

Help Submit Quit Functions Commands

New Mill Sales Bid

CPO, Kernel, Shell or Fibre

For no changes, please choose QUIT [Quit](#)

To save changes, please choose SAVE [Save](#)

To remove this Bid, please choose DELETE [Delete](#)

Status **New**
Created By **Tim Tono**
Created On **27/05/2013**

Other Bidders	Other Bid Price
1	0.00

Lookup ?
Recent Values

Slide notes

Slide 36 - Slide 36

IES Client v8.36 : My IES

Help Submit Quit Functions Commands

New Mill Sales Bid

CPO, Kernel, Shell or Fibre

For no changes, please choose QUIT [Quit](#)

To save changes, please choose SAVE [Save](#)

To remove this Bid, please choose DELETE [Delete](#)

Capture OR [Retrieve New Bidding record](#)

System Contract Key	1658480295		
Contract Date	27/05/2013		
Product	OP101 Palm Oil		
Product Type	CPO		
Unit	TON	Delivery Unit	KILOGRAM
Quantity	100.00	Delivery Qty	100,000.00
Quality: FFA	0.20		
Quality: M+I	0.20		
Quality: Dirt	0.20		
Winning Bid	01020 PT CPO Nusantara		
Currency	USD		
Win Bid Price	0.00		
Tax Type	Std Rate VAT excl Capital Goods & Services		
Unit Tax Price	770.00		
Forex Rate	9500		
CIF Rotterdam	0.00		
Condition	OPD		
Payment Date	28/05/2013		
Delivery Date			

Status: **New**

Created By: **Tim Tono**

Created On: **27/05/2013**

Other Bidders	Other Bid Price
1	0.00

Lookup ?
Recent Values

Slide notes

Slide 37 - Slide 37

IES Client v8.36 : My IES

Help Submit Quit Functions Commands

Date Selection

May 2013

Mon	Tue	Wed	Thu	Fri	Sat	Sun
29	30	1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30	31	1	2
3	4	5	6	7	8	9

Bids Bid

Fibre

Retrieve New Bidding record

For no changes, please choose QUIT
[Quit](#)

To save changes, please choose SAVE
[Save](#)

To remove this Bid, please choose DELETE
[Delete](#)

Status **New**

Created By **Tim Tono**

Created On **27/05/2013**

Other Bidders	Other Bid Price
1	0.00

Contract Date 27/05/2013

Product OP101 Palm Oil

Product Type CPO

Unit TON Delivery Unit KILOGRAM

Quantity 100.00 Delivery Qty 100,000.00

Quality: FFA 0.20

Quality: M+I 0.20

Quality: Dirt 0.20

Winning Bid 01020 PT CPO Nusantara

Currency USD

Win Bid Price 0.00

Tax Type Std Rate VAT excl Capital Goods & Services

Unit Tax Price 770.00

Forex Rate 9500

CIF Rotterdam 0.00

Condition OPD

Payment Date 28/05/2013

Delivery Date

Slide notes

Slide 38 - Slide 38

IES Client v8.36 : My IES

Help Submit Quit Functions Commands

New Mill Sales Bid

CPO, Kernel, Shell or Fibre

For no changes, please choose QUIT
[Quit](#)

To save changes, please choose SAVE
[Save](#)

To remove this Bid, please choose DELETE
[Delete](#)

Capture OR [Retrieve New Bidding record](#)

System Contract Key	1658480295
Contract Date	27/05/2013
Product	OP101 Palm Oil
Product Type	CPO
Unit	TON
Quantity	100.00
Quality: FFA	0.20
Quality: M+I	0.20
Quality: Dirt	0.20
Winning Bid	01020 PT CPO Nusantara
Currency	USD
Win Bid Price	0.00
Tax Type	Std Rate VAT excl Capital Goods & Services
Unit Tax Price	770.00
Forex Rate	9500
CIF Rotterdam	0.00
Condition	OPD
Payment Date	28/05/2013
Delivery Date	07/06/2013

Delivery Unit **KILOGRAM**
Delivery Qty 100,000.00

Status **New**
Created By **Tim Tono**
Created On **27/05/2013**

Other Bidders	Other Bid Price
1	0.00

Nex Pre Add Ins Ed Del

Slide notes

We may optionally capture other bidders detail if we wish to.

Slide 39 - Slide 39

IES Client v8.36 : My IES

Help Submit Quit Functions Commands

New Mill Sales Bid

CPO, Kernel, Shell or Fibre

For no changes, please choose QUIT
[Quit](#)

To save changes, please choose SAVE
[Save](#)

To remove this Bid, please choose DELETE
[Delete](#)

System Contract Key: 1658480295
 Contract Date: 27/05/2013
 Product: OP101 Palm Oil
 Product Type: CPO
 Unit: TON Delivery Unit: KILOGRAM
 Quantity: 100.00 Delivery Qty: 100,000.00
 Quality: FFA: 0.20
 Quality: M+I: 0.20
 Quality: Dirt: 0.20
 Winning Bid: 01020 PT CPO Nusantara
 Currency: USD
 Win Bid Price: 0.00
 Tax Type: Std Rate VAT excl Capital Goods & Services
 Unit Tax Price: 770.00
 Forex Rate: 9500
 CIF Rotterdam: 0.00
 Condition: OPD
 Payment Date: 28/05/2013
 Delivery Date: 07/06/2013

Other Bidders	Other Bid Price
1	0.00

Nex Pre Add Ins Ed Del

Slide notes

Once we have the required parameters captured, we may choose SAVE to place the new Bid on file.

Slide 40 - Slide 40

IES Client v8.36 : My IES

Help Submit Quit Functions Commands

New Mill Sales Bid

CPO, Kernel, Shell or Fibre

For no changes, please choose QUIT [Quit](#)

To save changes, please choose SAVE [Save](#)

To remove this Bid, please choose DELETE [Delete](#)

Status **New**

Created By **Tim Tono**

Created On **27/05/2013**

Capture OR [Retrieve New Bidding record](#)

System Contract Key	1658480358	
Contract Date	27/05/2013	
Product		
Product Type		
Unit	Delivery Unit	
Quantity	Delivery Qty	0.00
Quality: FFA		
Quality: M+I		
Quality: Dirt		
Winning Bid		
Currency	LOCAL RP	
Win Bid Price	0.00	
Tax Type	Std Rate VAT excl Capital Goods & Services	
Unit Tax Price		
Forex Rate		
CIF Rotterdam	0.00	
Condition		
Payment Date		
Delivery Date		

Other Bidders	Other Bid Price
1	0.00

Ses

Slide notes