



# FALL INTERLUDE

## It's the Pretty Season!!!

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This is the time of year that everyone is glad to live in a 4-season country.

This summer was a very "TAXING" season. It was filled with global changes to our software and upgrades for every one of our supported customers. It certainly became obvious just how many loyal customers we have. We're not complaining...but it sure made the season fly by.

So, now here we are in autumn. What does this season have in store for us? The tax changes continue to be at the forefront. Of utmost importance to some of our customers is the special taxes on children's apparel. These products do not charge the PST portion of the HST tax in certain provinces. This has resulted in another overhaul of our taxation programs, but in such a way that our other customers would not be affected. Unlike the previous

tax changes, which we proudly gave to all our supported customers at no extra cost to them, we were forced to work out a moderate price for our special "children's wear" customers to share.

...And the tax changes, like the changing colors of the leaves, continue. Quebec will be increasing their rate in January, and we will be sending out simple instructions prior to the deadline to help you change your tax code file. Don't worry. Our recent tax changes took this increase into account. You will simply have to make the change in one screen.

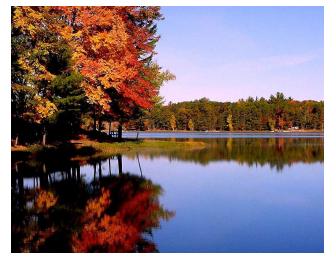
As well, there are certain consumers who pay only the GST portion of the HST tax (5%) at the point of sale. It seems pretty clear that this only affects sales to retail consumers ...in other words; the sales that your retailers make to consumers are

affected. UNLESS; you are selling to the public from your warehouse or from in-house stores, your sales are not affected by this additional rule.

For many of you the Fall Season represents a very busy time. This is when everything starts to rev up for the upcoming holidays. In our rush, remember this:

**Everyone must take time to sit and watch the leaves turn.**  
~Elizabeth Lawrence

Enjoy the season, everyone!



## Welcome to the Jonar Family

### Albert Mann Marketing Inc.



Situated in Ville St-Laurent, Quebec, Mann Marketing is owned and operated by Albert Mann who has over 40 years of experience in the houseware industry. Mann Marketing is an importer and distributor of houseware products in Canada including glassware, ceramic, bone china, cookware, bakeware, and other related items. They distribute various private label brands as well as world renowned brands including Pasabache, RCR, Salt+Pepper, and many others.

## Did You Know???

### Jonar's Commitment to New Technology

**At Jonar, we are committed to basing our business solutions on modern technologies that are widely accepted and tested worldwide based on the Microsoft Windows and .NET platforms.**

One of the various Microsoft development tools which we use to create components of our products is Visual FoxPro. Microsoft continues to offer extended support for Visual FoxPro into the second half of this decade. Applications based on Visual FoxPro work flawlessly on Windows 7 and earlier versions of Windows, and will fully function in running on future versions of Windows. Visual FoxPro based applications continue to function in mission critical solutions worldwide including many banks in the United States, as well as the U.S. Pentagon for strategic military information management and operations.

Jonar products and services will continue to invest in and evolve based on the latest and most appropriate

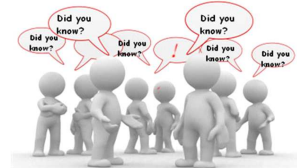
technologies, assuring that our customers are running our applications with the highest degree of functionality, performance, and reliability. Some newer Microsoft technologies have only been available out of beta for a short time, and it often takes time for these technologies to evolve for performance, reliability, and strategy.

**For example, while the first version of Silverlight was released in 2008, it was announced during the fall 2010 PDC conference that Microsoft's strategy for Silverlight has changed to primarily target their Windows Phone mobile platform. Mainly due to lack of adoption of Silverlight, HTML5 will become Microsoft's focus as the future primary web platform technology for business applications.**

Some business applications currently based on or being developed with Silverlight offer limited functionality as compared to more mature and popular adopted tools, and do not guarantee their usage of Silverlight will properly fit into Microsoft's rapidly changing

technologies in the long term.

Our company has partnered with technologists who keep up with current and future trends, including individuals who have recently worked at Microsoft with ongoing knowledge and access to important decision making information. While some companies often quickly adopt new and beta technologies for marketing purposes, at Jonar we use the right tools and technologies for our solutions. Our use of reliable Microsoft based development tools for our business solutions has been proven successful for the past 25 years with many advantages over our competitors. We maximize benefits to the users of our products, allowing our customers to remain productive, efficient, and competitive in a dynamic marketplace.



## AND NOW A WORD FROM THE PRESIDENT



I must admit, I was very surprised to learn that other software houses were charging thousands of dollars for the HST changes and for some changes to EDI transaction sets.

Over the years, Jonar Systems has endeavored to make sure that our customers did not pay extra for changes that were beyond their control. We followed this principle through the introduction of the GST, through the Y2K panic, and now with the global changes to HST. We have always made changes to existing EDI transaction sets as part of the annual support.

These last two changes (taxes and EDI) turned out to be rather extensive. The time required to program, test and upgrade everyone was considerable.

Should we have charged our customers for all of this work? Maybe. But this has not been our "modus operandi" up to now. We are proud of that. Will we charge for future global changes in the future? Possibly. But certainly not thousands of dollars. Just enough to let everyone share in the total cost to us.

I guess that has also been our "way". When we develop major modifications that can help a lot of people, such as consignments, pick & pack, Excel generation, Web Orders, etc.; we offer them to all interested parties at a rate that lets everyone share the load.

Sometimes we are asked what our annual support covers. I think that the last few months

have answered that question.

I have to admit that we were reluctant to ask our "children's wear" customers to share the cost of the changes that were specific only to them. But we were very fair in the amount charged, and again, this was much less than what other software suppliers have charged for their tax changes.

Take a few minutes to look at our "So, What's New at Jonar" section and the "Items of Interest from Past Releases". Many of these new functions are offered to our supported clients at absolutely no extra charge to them. They are software enhancements that we wanted everyone to share.

## SO, WHAT'S NEW AT JONAR?



### BULK PO'S

- ◆ Similar to Bulk Orders, this function allows you to create a bulk PO for a vendor and then apply "Release PO's" to it, automatically reducing the quantities on the bulk PO.

### BROWSE SHIPMENTS

- ◆ There is a new browse screen that combines PO and Shipment information in one screen. Where do you find it? From the Shipment-In-Transit Inquiry screen, click on the browse button to the left of the Shipment field.

### TAXES BY PROVINCE

- ◆ We have added a new function to set taxes by Province. This will allow easy changes for the future, as new provinces jump on the HST or Special Tax bandwagons.

### MULTIPLE CURRENCIES

- ◆ A new feature in our Special Pricing program allows you to set up more than 2 currencies that will affect order entry, order modify, invoicing, and other programs that access the style price information.

### EMAIL PO CHANGES

- ◆ This new feature will automatically send email notices to pre-determined recipients when certain critical information on a PO is changed.

### MORE AUDIT TRAILS!

- ◆ We have added Shipments, RMA's and Code File changes to our ever growing audit database.

### EDI

- ◆ In addition to the previously announced changes to the HBC ASN, HBC has also added the 810 Invoice as a new transaction set.

## BEHIND THE SCENES

Sara Ravel has been programming for Jonar Systems since 1990.

She is our main developer of customized programs. She is the person we turn to for special functions and modules, such as multi-warehousing, piecework, consignments, PDM, production monitoring, and on and on.

Sara's in depth understanding of production processing and management requirements has made her an important member of our programming team, as well as constant source of information for our support staff.

**And she's cute, too!**



## Items of Interest from Past Releases

Previous issues from prior years contain many relevant articles, notes and other pertinent matters such as:

- |                        |                             |                              |
|------------------------|-----------------------------|------------------------------|
| ◆ Consignment Invoices | ◆ Discounts by Mailbox      | ◆ Automatic E-mailing        |
| ◆ Pick and Pack        | ◆ Scanning                  | ◆ Electronic Customer Orders |
| ◆ Vendor Scorecard     | ◆ Quick Entry               | ◆ Electronic Purchase Orders |
| ◆ EDI 820's            | ◆ Duty Drawbacks/Deferral   | ◆ Web Orders                 |
| ◆ 60 Divisions         | ◆ Store Replenishment (VMI) | ◆ Freight Tracking System    |

**JONAR SYSTEMS INC. (JSI)** offers its clients turnkey application software, installation, training, support and consulting services.

The application systems are tailored to vertical markets in the manufacturing, import and distribution sectors of the apparel and hard-goods industries. (JAS™) and (JSI+)

The main goal of JSI is to deliver cost-effective solutions, providing timely information so that the owner/managers can effectively run their organizations in an easy to use manner.



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