



# WINTER INTERLUDE

## Welcome To Our Winter Newsletter

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What does winter mean to the average person? Long cold nights and short dreary days; recovering from Holiday spending and partying; three months without a holiday. Okay, some people also see rosy cheeks and roaring fireplaces. But these people are very few and far between, and we question their sanity.

What does winter mean to the average business? This can be the most productive season. There are few people on vacation, and there are no statutory holidays (unless you are from Ontario). Winter represents

3 months of virtually uninterrupted work. Jonar can help you take advantage of it.

Our team of consultants can run a "needs analysis" on your company procedures and offer suggestions to improve and automate your daily production.

Interested? Give us a call. In the meantime, please enjoy the second issue of our revamped Newsletter.



## We welcome the following companies to the Jonar family



**Mellow Walk** - Situated in Toronto, Ontario, Mellow Walk manufacturers Canada's leading brand of steel toe comfort safety shoes and orthopedic friendly comfort footwear for men and women.



**Ranka Group** - Situated in Markham, Ontario, Ranka Enterprises imports and distributes a wide variety of apparel and soft goods throughout North America.



**Reliable Hosiery** - Situated in Montreal, Quebec, Reliable manufactures and distributes hosiery products throughout North America.

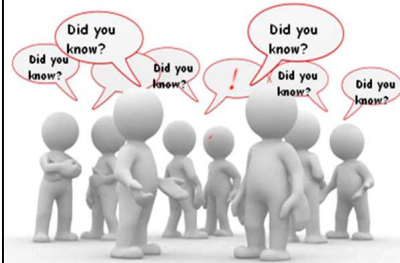


**Frank Lyman Design** - Situated in Montreal, Quebec, Frank Lyman Design has been a major manufacturer of fine ladies dresses since 2001. They manufacture and design the Frank Lyman collection exclusively in Quebec.

**Even in this economic climate nine new clients have come on board in the last 16 months.**

(NB: Only those customers who have agreed to the publication of their names are listed above. Others preferred to remain un-named and we respect their wishes.)

## Did You Know???



- Beginning July 1, 2010, the Department of Finance Canada plans to implement the electronic filing of goods and services tax (GST) returns by Canadian and Québec businesses that sell taxable goods equal to 1.5 million+ annually.
- Businesses with 50+ employees are required to file their T4's with the government electronically. 2010 is considered to be a transition year. By 2011 this will be a mandatory requirement.
- If you are selling to the US, you are no doubt aware of the US Consumer Product

Safety Commission. They are now offering an email alert service that will update you regularly on Due Dates, Announcements and other information from CPSC. You can visit their website to sign up.

- Ontario has a new training grant: The **Achieving Innovation & Manufacturing Excellence Initiative (AIME)** will contribute up to 75% to a maximum of \$50,000 towards employee and employer training. The training must be related to supporting innovation that will make a company more competitive. The program pays 100% of trainer, content and curriculum costs

as well as 50% of trainee, travel, facility rental and material/consumable expenses. To qualify companies must have between 15 and 1,500 employees, operate a manufacturing facility or facilities in Ontario, have been in business for 3 years or demonstrate a "solid financial footing", and produce products for sale.

## AND NOW A WORD FROM THE PRESIDENT



Despite the current economic situation, Jonar has been fortunate enough to continue to grow, adding to its family members on a regular basis. New customers help everyone. They bring in new concepts and fresh eyes. They help us continue to develop the system, which benefits everyone. As our long-time customers know, anyone who is up-to-date with the annual support will automatically obtain any enhancements to our standard system. As well, customized procedures that are programmed for a new customer can become available to everyone else at a shared cost.

On the first page of this Newsletter you will see a section that welcomes the latest additions to the Jonar family. Only those customers who have agreed to the use of their names are listed. Others are maybe a bit shy and we respect their wishes. In our last issue, we introduced this section for the first time, and each new customer mentioned expressed their appreciation for our welcome message.

We publish and distribute this newsletter 4 times a year and our release notes are generated as often as possible, so that

everyone knows what new features and functions are available. We have our new customers and our forward-thinking existing customers to thank for many of these advancements and for helping us to keep our software fresh.

## Dear Jonar

This section of our Newsletter remains empty. Why is that? We are still anxious to hear from you.



## SO, WHAT'S NEW AT JONAR?

**HST:** All of the changes have been made and tested in our software. The procedures are going out to everyone. We are pleased to remind you that these changes have been made at absolutely no cost to our supported customers.

**2-Character Size Scales:** We have been approached by a few customers about the possibility of implementing 2-character size scales to increase the number of possible scales by 100 times the current availability. We have figured out a way to do it at a cost that can be

shared by those of you who are interested. Contact us for more information.

**Style Follow-up:** Our follow up notepads for Customers and Vendors were so popular, we were asked to add another one for Styles. This function is now available in our standard package.

**JAS Notification:** We have been asked to automatically notify users when specific processes take place or when certain criteria are not met. For example, a customer goes on hold, an order passes its cancellation date

without being shipped, a PO exceeds a certain amount of money, etc. Since the rules and requirements will be different from person to person, we cannot just make this option standard. However, the main logic has been programmed. You just have to give us the rules and a message will pop up on the specific user's screen as soon he/she logs into JAS. Pretty cool, eh?



## BEHIND THE SCENES

Gail Kalisch has been Jonar's resident bookkeeper and trainer/support representative for 15 years. She came to us with hands on accounting experience as well as the educational background to support it.

Gail started at Jonar as an in-house employee to handle our internal duties in AP and

AR. At Jonar, once we recognize talent, we share it with our customers. Gail soon started going out to customers to train AP, GL and Payroll, and she now is the Product Manager for our accounting software, VJSI.

When asked what she likes the most about working at Jonar, she replied, "I really

like the fact that everyone here works well together. They are all team players."



## 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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**“It’s our business to make yours better”**

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