

# TPQ CTRM B.V.

Steel

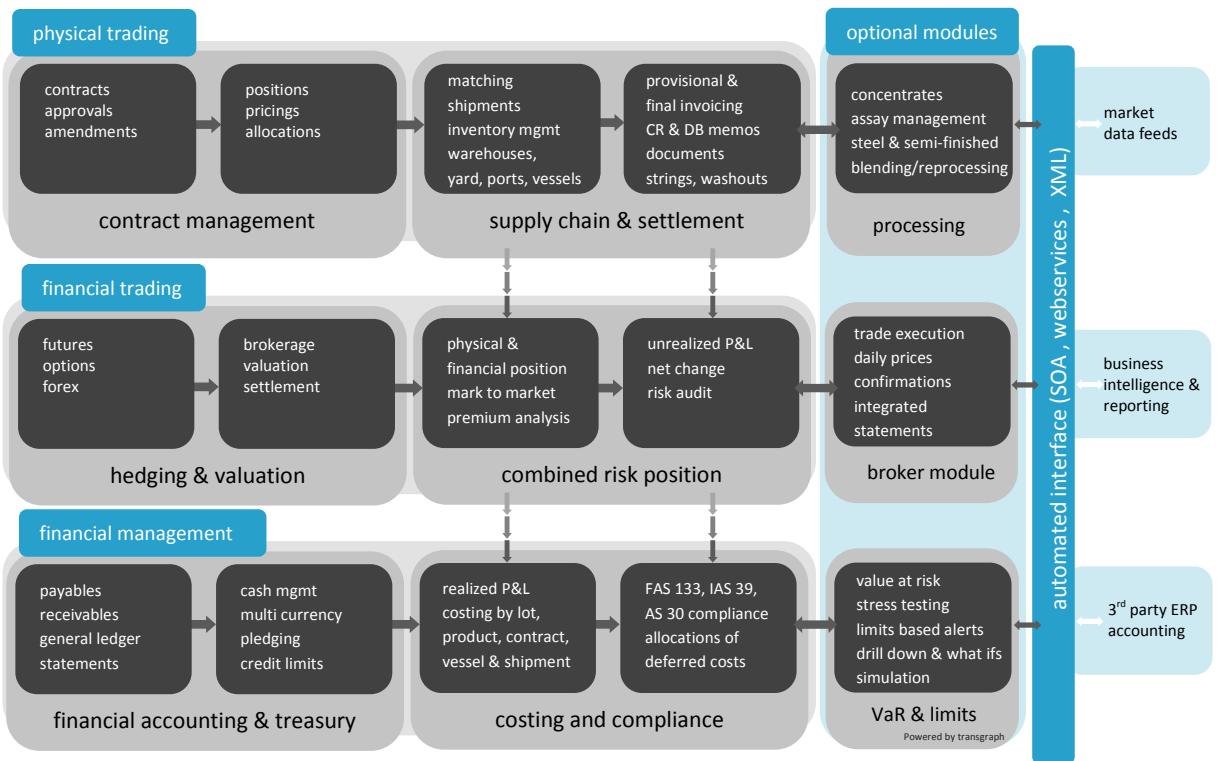


CTRM links contract management, logistics, risk management and financial aspects of international steel trading companies into one global platform enabling seamless, streamlined business transactions. The system is user friendly, and enables the control and efficiency that will allow organizations to maximize market opportunities, reduce transaction costs and facilitate collaboration with suppliers and customers.

CTRM functionality includes:

## CONTRACT MANAGEMENT

Comprehensive purchase and sales contract entry supporting multiple types of steels with varying dimensions and attributes (e.g. length, width, thickness, gauge, finish) in any unit of measure, quantity or currency with automatic conversions between differing units of measures and currencies. Pricing may be based on actual or theoretical weight.



## Pricing Calculator

that performs two types of pricing calculations, forward or backward being from either the mills or customers point of view. A series of supporting tables are automatically pulled up that calculate various cost elements such as harmonized tariff rate, brokerage, user fees, port fees, handling fees (e.g. unloading, wharfage,

devanning), inland freight, ocean freight, customs user fees, harbor maintenance fees, insurance, storage, financing costs. It can work as an adjunct to the Customer Sales Order or as a stand-alone function without reference to a specific Sales or Purchase Order.

- Backward Pricing calculation starts with the Customer Price (Sales Price) and calculates the Mill Price (Vendor Price) based on various user-defined cost elements

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that are derived from several tables or calculated and applies at appropriate stages of price calculations. The tables that make up the pricing calculator function are linked to the particular product, supplier, customer, origin and destination

- Forward Pricing calculation starts with the Mill Price (Vendor Price) and calculates the Customer Price (Sales Price) based on various user-defined cost elements that are derived from several tables or calculated and applies at appropriate stages of price calculations. The tables that make up the pricing calculator function are linked to the particular product, supplier, customer, origin and destination. The stand-alone pricing function can be used for determining forward prices independently of contract entry.

**Purchase Contracts** purchase order number or contract number is automatically generated but may be overwritten with a manual entry. Allows partial delivery of material, multiple shipments under a single Purchase. Order and tracks outstanding unshipped balances. Processes material returned or rejected by a customer in the Claims subsystem.

**Sales Contracts** – System handles four types of Sales Orders or Contracts: Back-to-Back, Consignment, Stock Orders, and Forward Sales. A sales order number or contract number is automatically generated but may be overwritten with a manual entry. Allows partial delivery of material, multiple shipments under a single Sales Order and tracks outstanding unshipped balances. Processes material returned or rejected by a customer in the Claims subsystem. Allows cancellation or modification of sales order with a full audit trail. Inquiry function allows users to check each sales order regarding order status. Facilitates the computation of Goods and Services Tax (GST) and Value Added Tax (VAT).

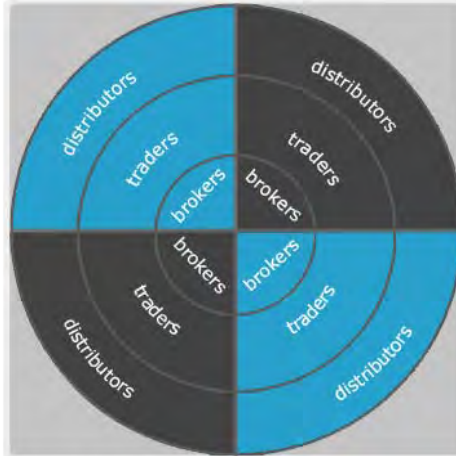
**Contract Allocation** – The system simplifies data entry by automatically generating offsetting contracts based on the initial contract when it is designated as "back-to-back", allowing the user to specify offsetting counterparty and terms. For outright purchases and sales, material can be reserved and/or allocated at any point – from a forward position, while in transit or

from a stock position. Once entered, allocations and reservations will ensure the material is not overcommitted, yet the system allows a method of breaking the allocation when needs dictate.

**Mill Allocation** – System allows reservation of mill rolling time against pending Sales Orders. Once the Mill provides acknowledgement that it can meet all quality, quantity and delivery conditions, then the Purchase and Sales Orders are confirmed.

Product Management supports multiple units of measurement: sizethickness, gauge, width, length and weight in both metric and English units (millimeters, inches, pounds, tonnes). Groups products into different categories using a product classification structure (i.e. Group, Quality, and Finish). Identifies coils and bundles with markings.

Position Analysis with instant, accurate information on financial position and inventory status including unshipped, in-transit, onhand and sold (but undelivered) components as well as net status. Position reports by time period, displayed by product classification, open contracts and commitments.



#### LOGISTICS AND INVENTORY

#### CTRM:Traffic&Operations

A purchase or sales contract in CTRM automatically becomes available to the Operations department. Product movements can then be recorded enabling allocation of products against multi-warehouse locations, piers, vessels, containers, and/or vendors. Matching of purchases to sales is available to reserve expected or actual inventory. Every allocated consignment is editable on-line. Easily identifies unshipped products or customer returns. Lot control, container organization and entering of marks per shipment are included. On-line inquiry facilities allow unshipped positions and customer's returns to be easily identified.

Import Shipping Details used to record the release of material from the supplier.

- Shipping Details are imported automatically into the system directly from the mill or any other third-party supplier.
- Importing Shipping Details relieves the forward Purchase position and increases In Transit position.
- Information includes such items such as product code, coil or bundle id, vessel id, mill id,shipment date, B/L date, ETA, destination port code, mill test number, heat number, gross weight and supplier invoice numbers

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- Creates a shipment representing the vessel as a cost center, and calculates the value of each purchase contract on the vessel by multiplying the purchase price by the total received weight plus any surcharge as stated in the surcharge table.
- Creates unapproved Supplier Invoices for all material imported based on the suppliers' invoice numbers and records these figures in a supplier's invoice table.

**Mill invoice verification** used to generate approved supplier invoices in A/P subledger. Used to verify calculated value of purchased material against milled supplied total invoice value. Function is run by shipment and shows all items loaded onto a vessel to the coil or bundle level of detail, by mill invoice number. Tracks any differences in values so that the invoice may be manually adjusted.

**Vessel Arrival Function** generates Customer Invoices or moves unsold material into Inventory.

**Shipment Functionality** allows movement of material from one location or mode of conveyance to another. This information is used to create a Shipping Notice advising the customer that the material is en route, as well as packing lists and pro-forma invoices. Total freight and insurance may be entered to calculate dutiable values for automatic generation of Broker Letters.



**Management Reports and Inquiries include:**

- Aged Receivables (Summary, Detailed and Open Receivable by Period)
- Customer Status Report with summary of detailed information including credit limit, aged amounts due, last pay date and amount, YTD order quantity and sales amounts.

**Credit Management Report** listing sales orders on credit hold by sales order number and reason code for being held (e.g. overdue balance, projected credit limit being exceeded due to open commitments and/or uninvoiced delivery order(s)).

Accounts Payable and Disbursements includes facilities offered to record vendor invoices and disbursements funds, invoice adjustment processing, purchase journal posting/reporting, automatic check processing, manual check processing, automatic general cash processing.

**Management Reports and Inquiries include:**

- Aged Payables (Summary, Detailed, and Open Payables by Period)
- Vendor Status Report with summary of detailed information including aged payables summary, date and amount of

last purchase, last payment date, YTD purchases

**General Ledger and Financial Reporting** encompasses the general accounting, financial controls and financial statement generator.

- Accounting Control includes year-end closing, general ledger trial balance, general ledger/subledger reconciliation, general ledger summary
- Financial Statement Generator includes budget reports comparing actual costs to budgeted, comparative financial statement used to compare budget versus actual for a specified accounting period

**ACCOUNTING AND COSTING**

**Cost Analysis** with detail and summary by accounting period and year-to-date by multiple organizational entities.

**Financial Management** with traditional Accounts Payable, Accounts Receivable, Subledger and a multi-company/divisional General Ledger System.

**Billing and Accounts Receivable** includes programs established for customer invoicing, cash receipts, sales and cash receipts journals, and analyzing sales and accounts receivable data.

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**Shipment Credit Check** tests the value of material plus surcharge with the current A/R balance against Customer's Credit Limit to ensure customer is within established credit limits.

**Claims Sub-system** provides a method of handling claims initiated by customers for material for which the customer believes a price adjustment is required. This adjustment may be due to the material being received damaged, not completely received or received but not as expected (quality claims). The primary steps in processing claims include:

- Recognizing the payment deduction by the customer,
- Initiating (entering) the claim,
- Reporting the claim to the mill or insurance company,
- Processing the claim (resolving the problem), and
- Closing the claim.

**Claims** are categorized as Insurance (transit) claims (material lost or damaged in transit) or Technical (quality) claims (material is not as ordered).

Harmonized Tariff Rate Table determines the Harmonized code and duty rates for a certain product and size, selects the rates by Country of Export as determined by the Mill address, by the Product group code and by the product dimensions. The rates are expressed as USD \$ per CWT.

**Anti-Dumping system** manages the reporting requirements as directed by the U. S. International Trade Commission (USITC) and the U. S. Department of Commerce (USDOC). These requirements call for the creation of a database detailing products imported for a specified time frame as mandated by the USDOC. This time frame may be specified based on one of the following: Invoice Date, Sales Order (Trade) Date, or ETA. The data requested may be specific to one mill (Vendor) or a range of mills. The Dumping Reporting process is comprised of two major processes:

- Selection of transactions to be reported, and
- Translation of codes from CTRM Steel codes to codes used by the USDOC

**CTRM:Documents** – Generates and securely delivers all the various documents needed to buy, sell, ship, and trade enabling timely shipments and prompt payments.

**CTRM:Offerings** – Public or private e-marketplace for traders to offer new, excess or distressed inventories.

**CTRM:Online** – Your customers may securely access their information via the internet from CTRM 24/7.

**CTRM:TradeChainCollaborator** – Collaborate with Banks, Inspection companies, Forwarders, Carriers, Public/Bonded Warehouses, and Customs brokers.

**CTRM:Query** – Enables ad hoc access to the complete CTRM Steel database for quick and easy custom queries and reports.

**CTRM:ERPIntegrator** – Integration between CTRM and ERP system with connectors and adapters or custom connectivity.



**WHY IMPLEMENT CTRM?**

- Real-time position management and elimination of surprise write-downs
- Risk reduction
- Timely financial reporting
- Lower operating costs
- Improves supply chain efficiencies

**ABOUT TRADEPAQ**

TRADEPAQ is part of a four-company software group (BankTrade, ResQNet B.V. and TRADEPAQ) founded in 1978 with over 300 employees. TRADEPAQ has several hundred sites installed around the globe, is headquartered in New York City and operates in offices throughout Europe, Asia/Pacific, and South America. TRADEPAQ enables clients with internal trading and treasury operations to benefit from solutions for contract management, risk management, commodity trading, inventory costing and sales profitability all fully integrated with our leading document, financial settlement, and supply chain execution systems. In addition, TRADEPAQ has numerous strategic relationships with software and service companies worldwide. Please refer to our website: [www.tradepaq.com](http://www.tradepaq.com) for more information. Our products incorporate patented rules-based technology and employ the most current interconnecting methodologies including XML, ebXML, cXML, SWIFT, bolero.net, ANSI X12 EDI, EDIFACT EDI, W3C XML, and BizTalk.

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