

Installation & Operating Instructions

Macola Sales Forecast Import/Export Utility for MRP or Master Scheduling

This Excel-based utility is used to maintain your Macola Master Scheduling or MRP sales forecast

We initially developed this utility for ForecastPro customers to replace a module within the Macola software that does not meet the needs of all users. Since then, we have streamlined the utility for anyone who wants to conveniently create and maintain their Master Scheduling or MRP sales forecast. The utility allows you to import your Macola sales history into Excel, use that data to create your new sales forecast, and then export your new forecast to create your Macola Master Scheduling or MRP sales forecast. If you have not yet evaluated the ForecastPro software, it is an excellent and cost-effective sales forecasting tool. ForecastPro or not, our utility will save you hours of work manually maintaining your Macola sales forecast.

Sales Forecast Import - Export 03-23-10.xlsm - Microsoft Excel														
1	A	B	C	D	E	F	G	H	I	J	K	L	M	N
2	***** Monthly Sales *****													
3					1	2	3	4	5	6	7			
4	Item Number	Description	Prod Cat	Loc	1/1/2008	2/1/2008	3/1/2008	4/1/2008	5/1/2008	6/1/2008	7/1/2008	Total		
5	2373-TOM	BELT	SUM	CIN	0	0	4342	0	0	0	0	50		
6	436-E5498	ASSEMBLY KIT	SUM	CIN	10	40	0	0	0	0	0	90		
7	6233-5420	PRODUCT LINE PAINTING	SUM	CIN	0	0	6	0	0	0	0	6		
8	2373-JAV	BELT	SUM	CIN	1002	766	800	0	0	0	0	4		
9	6233-3693	PRODUCT LINE PAINTING	SUM	CIN	10	0	6	0	4	6	0	18		
10	2373-KHA	BELT	SUM	CIN	976	0	600	0	0	0	0	53		
11	2373-OLV	BELT	SUM	CIN	964	0	600	0	0	0	0	32		
12	2374-OLV	BELT	SUM	CIN	800	576	0	0	0	0	0	32		
13	2374-KHA	BELT	SUM	CIN	600	212	400	0	0	0	0	6		
14	2374-JAV	BELT	SUM	CIN	504	660	0	0	0	0	0	24		
15	6243-5439	PRODUCT LINE PAINTING	SUM	CIN	0	0	2	3	8	14	0	4		
16	261-E5413	BELT	SUM	CIN	0	0	0	0	0	2	0	50		
17	2374-TOM	BELT	SUM	CIN	0	0	2960	0	0	0	0	108		
18	E5431	EDGE HOUSING	FAB	CIN	0	0	0	4	3	45	53	15		
19	251-E5431	BELT	SUM	CIN	0	0	1	0	0	0	0	2		
20	6305-3693	IDLER PULLEY	SUM	CIN	0	0	0	1	0	0	3	204		
21	6395-5439	TURNTABLE PULLEY BELT	SUM	CIN	0	0	0	0	22	4	0	22		
22	6750-5422/5412	HOUSING	SUM	CIN	0	0	0	0	8	0	0	10		

WHO NEEDS THIS UTILITY?

If you are using the Macola Master Scheduling or MRP software, you must create a sales forecast for each item you sell. You have two options for creating a sales forecast. You can purchase the ForecastPro software to automate the process or manually create your own forecast. Once you have developed your sales forecast, you have to manually key it into the Macola software and maintain it into the future.

Our utility offers two key features:

- It imports your Macola historical sales data into Excel. Once it is in Excel, you can have the ForecastPro read that data and automate the creation of a sales forecast. If you are not using ForecastPro, you can create manual formulas for your forecast based on your historical sales or upcoming trends.

- Once you have developed your new sales forecast, our utility will export it to create the Macola Master Scheduling or MRP sales forecast file. This eliminates tedious manual keying into the Macola software.

Let's say that you want to:

- Create a sales forecast based on weekly or monthly historical data
- Export your resulting sales forecast from Forecast Pro into Macola
- Selectively replace portions of your existing Macola sales forecast
- Append or update your current sales forecast

HOW DOES IT WORK?

Using a familiar Excel spreadsheet with robust Visual Basic programming, this utility imports your sales history quantities from Macola to an Excel spreadsheet. You then create your sales forecast. Once you have finished making your sales forecast, our utility exports this forecast directly to your Macola Master Scheduling MSFRCFIL file or the MRP Sales Forecast MRORDFIL file. It allows you to replace or append to an existing forecast or create a new one. Your sales forecast may be created manually or by using the ForecastPro software.

KEY FEATURES and BENEFITS

- Excel-based (i.e., you do not have to learn new software)
- Eliminates hours of tedious keying and proofreading
- Better manage your forecast
- Low cost and unlimited phone support (i.e., no ongoing maintenance costs)
- It's easy to use

SETUP OPTIONS

The utility offers flexible setup options and security:

Macola Database Connection Settings	
Server Name:	MIKEALLINONE
Database Name:	es_001
SQL Username (sa for example):	LEAHYCONSULTING
SQL Password:	*****
Location of Macola Registration File:	

Settings To Use When Importing Macola Sales History To History Extract Sheet	
Date Field To Determine Period:	Invoice Date
Interval (Basis For Column Headers):	Monthly
Item Filter:	Import only items sold within date range
Quantity Field:	Quantity Ordered
Start Date:	1/1/2002
End Date:	12/31/2002
Sales Location:	ALL
Product Categories:	ALL
Using Forecast Pro:	Yes
Include Credit Memos in Totals:	No

Refresh Data From Macola

Settings To Use When Exporting Sales Forecast From Forecast Sheet To Macola	
Forecast Inventory Location:	
Forecast File Initialization Option:	Initialize Forecast File (by: Item No. & Period)
Existing Future Forecast:	Remove Future Entries

Populate Forecast Sheet Columns From Macola Planning Calendar

Export Updated Forecast Data From Forecast Sheet To Macola

Display Only Export Errors

Display All Rows

PROCESSING STEPS:

Step 1 – Import your Macola sales history into Excel

When you first launch the program, go to the Setup tab. Adjust the 'Start date' and 'End date' settings to reflect the date range of the sales history you want to import into Excel. You can import sales history from one or all locations. You can also import data in weekly or monthly increments.

In our example below, we have specified that we want to extract sales data for 1/1/08 to 7/31/08 in monthly increments based on the invoice date, based on the quantity shipped, and only for the CIN location.

Click on the 'Refresh Data From Macola' button to start the importing.

Step 2 – If you are using the ForecastPro software

Go to the 'Data From Macola' tab.

If you are using the ForecastPro software, you should review your historical data before exporting it into ForecastPro. Refer to your ForecastPro step-by-step instructions for exporting this history into ForecastPro.

Step 3 – If you are not using the ForecastPro software

Go to the "Macola Sales History Extract" tab. Manually add formulas to create your new sales forecast.

This example shows the data that has been imported into Excel from Macola before creating formulas for your new forecast:

					***** Monthly Sales *****							
					1	2	3	4	5	6	7	
3	Item Number	Description	Prod Cat	Loc	1/1/2008	2/1/2008	3/1/2008	4/1/2008	5/1/2008	6/1/2008	7/1/2008	Total
4	2373-TOM	BELT	SUM	CIN	0	0	4342	0	0	0	0	50
5	436-E5498	ASSEMBLY KIT	SUM	CIN	10	40	0	0	0	0	0	90
6	6233-5420	PRODUCT LINE PAINTING	SUM	CIN	0	0	6	0	0	0	0	6
7	2373-JAV	BELT	SUM	CIN	1002	766	800	0	0	0	0	4
8	6233-3693	PRODUCT LINE PAINTING	SUM	CIN	10	0	6	0	4	6	0	18
9	2373-KHA	BELT	SUM	CIN	976	0	600	0	0	0	0	53
10	2373-OLV	BELT	SUM	CIN	964	0	600	0	0	0	0	32
11	2374-OLV	BELT	SUM	CIN	800	576	0	0	0	0	0	32
12	2374-KHA	BELT	SUM	CIN	600	212	400	0	0	0	0	6
13	2374-JAV	BELT	SUM	CIN	504	660	0	0	0	0	0	24
14	6243-5439	PRODUCT LINE PAINTING	SUM	CIN	0	0	2	3	8	14	0	4
15	261-E5413	BELT	SUM	CIN	0	0	0	0	0	2	0	50
16	2374-TOM	BELT	SUM	CIN	0	0	2960	0	0	0	0	108
17	E5431	EDGE HOUSING	FAB	CIN	0	0	0	4	3	45	53	15

In the example below, I added a formula to calculate a seven-month average and used that to create a three-month forecast based on the seven-month average:

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P
1					** Next 3-Month Forecast **			***** Monthly Historical Sales *****								
2								1	2	3	4	5	6	7	Total	Avg
3	Item Number	Description	Prod Cat	Loc	8/1/2008	9/1/2008	10/1/2008	1/1/2008	2/1/2008	3/1/2008	4/1/2008	5/1/2008	6/1/2008	7/1/2008		
4	2373-TOM	BELT	SUM	CIN	7	7	7	0	0	4342	0	0	0	0	50	7
5	436-E5498	ASSEMBLY KIT	SUM	CIN	13	13	13	10	40	0	0	0	0	0	90	13
6	6233-5420	PRODUCT LINE PAI	SUM	CIN	1	1	1	0	0	6	0	0	0	0	6	1
7	2373-JAV	BELT	SUM	CIN	1	1	1	1002	766	800	0	0	0	0	4	1
8	6233-3693	PRODUCT LINE PAI	SUM	CIN	3	3	3	10	0	6	0	4	6	0	18	3
9	2373-KHA	BELT	SUM	CIN	8	8	8	976	0	600	0	0	0	0	53	8
10	2373-OLV	BELT	SUM	CIN	5	5	5	964	0	600	0	0	0	0	32	5
11	2374-OLV	BELT	SUM	CIN	5	5	5	800	576	0	0	0	0	0	32	5
12	2374-KHA	BELT	SUM	CIN	1	1	1	600	212	400	0	0	0	0	6	1
13	2374-JAV	BELT	SUM	CIN	3	3	3	504	660	0	0	0	0	0	24	3
14	6243-5439	PRODUCT LINE PAI	SUM	CIN	1	1	1	0	0	2	3	8	14	0	4	1
15	261-E5413	BELT	SUM	CIN	7	7	7	0	0	0	0	0	2	0	50	7
16	2374-TOM	BELT	SUM	CIN	15	15	15	0	0	2960	0	0	0	0	108	15
17	E5431	EDGE HOUSING	FAB	CIN	2	2	2	0	0	0	4	3	45	53	15	2

Step 4 – Prepare your data to be exported back into the Macola Master Scheduling forecast file

Go to the 'Data From ForecastPro' tab and copy your new forecast into this worksheet. ForecastPro may have created this latest forecast or been manually created in Step 3 above.

In the example below, I copied the results of my manually created forecast for 8/08 through 10/08.

	A	B	C	D	E	F	G
1							
2					1	2	3
3	Item Number	Description	Prod Cat	Loc	8/1/2008	9/1/2008	10/1/2008
4	2373-TOM	BELT	SUM	CIN	7	7	7
5	436-E5498	ASSEMBLY KIT	SUM	CIN	13	13	13
6	6233-5420	PRODUCT LINE PAINTING	SUM	CIN	1	1	1
7	2373-JAV	BELT	SUM	CIN	1	1	1
8	6233-3693	PRODUCT LINE PAINTING	SUM	CIN	3	3	3
9	2373-KHA	BELT	SUM	CIN	8	8	8
10	2373-OLV	BELT	SUM	CIN	5	5	5
11	2374-OLV	BELT	SUM	CIN	5	5	5
12	2374-KHA	BELT	SUM	CIN	1	1	1
13	2374-JAV	BELT	SUM	CIN	3	3	3
14	6243-5439	PRODUCT LINE PAINTING	SUM	CIN	1	1	1
15	261-E5413	BELT	SUM	CIN	7	7	7
16	2374-TOM	BELT	SUM	CIN	15	15	15
17	E5431	EDGE HOUSING	FAB	CIN	2	2	2

Step 5 – Exporting your new sales forecast back into the Macola Master Scheduling software

Go to the Setup tab and click on the 'Import ForecastPro Data into Macola.' The program offers options for updating only a certain location and how you want to override any existing forecasts. This will replace any current forecast for these item numbers in the Macola sales forecast.

For more information on any of our PULSE family of Macola® add-on software products, call (513) 723-8091

Leahy Consulting is an independent ERP consulting company with over 30 years of experience supporting and optimizing the Macola® ERP software. Leahy Consulting is not associated with ECI® Software.

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