

Direct from AIMS

Fall/Winter 2010



A Look Inside:

Meet Our Team!	
Spotlight on Annette Kesler.....	2
Customer EFT Module.....	3
Buying & Selling Bio & Blended Fuels.....	4



AUTO TAX
Electronic Fuel Tax Filing

Stand-Alone EDI Tax Filing Solution Now Available from AIMS

AIMS' tax solution, AutoTax, offers all marketers a better choice in filing fuel tax reports. Whether you are a current AIMS client or not, you will be able to use this software, and eliminate the need for other tax reporting software.

More and more states either require or allow petroleum marketers to file motor fuel tax reports electronically. There are two main formats in use among these states: the so-called "flat file" type, which is a variety of text file, or EDI type ("EDI" stands for "electronic data interchange").

Over time, EDI may become the predominant electronic tax filing tool because it offers superior data integrity. It is also likely that somewhere in the future all states will require electronic tax filing.

AIMS accounting software customers are situated perfectly to use this new system. But as with AUTOTAX and AUTOSIR, our new stand-alone EDI tax filing system, AutoTax can be used by marketers who aren't yet AIMS customers. It is also important to note that existing AIMS' clients who use this software will no longer need ZyTax for tax reporting.

By the end of the fourth quarter 2010, AIMS will roll out this stand-alone product, thus providing any petroleum marketer a way to file motor fuel taxes electronically in EDI format. Our new product will accept a .csv data file produced by the

marketer's accounting software, map its data according to EDI standards, and prepare the formatted file for transmission to a state's revenue department.

AIMS COMPAS 8.0 and COMPAS Commander clients have the built-in capability of producing these .csv files. In Commander, it is an optional module called "Tax Reporting Export," and in COMPAS 8.0, it is an optional module on the Tax Reporting Menu. Once you have built your tax reports in either COMPAS 8.0 or Commander, simply choose the "export" option to move the data into the EDI conversion software. It only takes seconds and you never re-key anything.

Using this module requires minimal training time, which can be delivered over the Internet.

Watch for a monthly AIMS Wire to announce the availability of this new system.

Rely on AIMS for solutions. We're dedicated to providing the essential software tools and services that make your business manageable and profitable.

Solution Spotlight



Meet Our Team!

Annette Kesler, *Director of Client Services*

In past issues of “Direct from AIMS,” we have featured our most senior staff members. We now feature our fifth-longest tenured team member, Annette Kesler. The more complex the product a company sells, the more important the quality and experience of its personnel becomes. AIMS personnel translate the potential benefits of AIMS’ software into actual benefits for our customers.



Annette Kesler

Annette Kesler is originally from Houston, TX. She began her career as a data entry clerk at an industrial supply firm in Houston, and within a year, became the Office Manager, supervising 5 employees. Annette then moved to Louisiana in 1985, and shortly after that, began working for the Monroe Civic Center, first as a Purchasing Agent, then becoming the Office Manager, and finally the Box Office Manager, where she supervised up to 15 employees at both the Civic Center and the Louisiana Purchase Gardens and Zoo.

Annette joined AIMS on October 26, 1992. She very quickly learned and mastered COMPAS 7.0 (then the current version of COMPAS) and began conducting on-site training for clients across the country.

Always interested in learning something new, Annette started

programming with a DOS editor program called “Brief.” By understanding programming, she became thoroughly familiar with how data moves through COMPAS. This aptitude made her exceptionally strong at providing customer support whenever she was in the office. Annette has performed many jobs at AIMS, from training, to client support, to internal accounting, to directing all of support services. Her current title is Director of Client Services.

Annette’s areas of expertise include software business intelligence design, jobber accounting best practices, and offering creative solutions for issues facing our clients and prospective clients.

She thoroughly understands how AIMS’ legacy products (COMPAS 8.0, AUTOSEND & AUTOSIR) and AIMS Windows product, COMPAS Commander, are designed, down to the data-flow level. She can quickly determine whether a proposed software change will fit within the systems’ current structure. Clients who have had Annette resolve problems for them will attest she knows her stuff.

Several AIMS projects have been particularly satisfying for her. The business intelligence design of COMPAS Commander is largely Annette’s brainchild. She also worked closely with Harold Cripps on the design and programming for COMPAS 8.0’s on-line Help feature. Over the last 14 years, she has also been instrumental in getting most

of the enhancements into COMPAS 8.0, including all of the process automation modules. A major accomplishment for Annette was the automation of AIMS’ internal billing system. This allowed us to go from three or four days of work doing monthly billing to less than eight hours per month.

After 18 years with AIMS, Annette continues to be motivated about enhancing AIMS’ software to meet the ever-changing demands of our industry. On any given day, she may be designing new components for Commander or one of our legacy products, or may be offering solutions to concepts presented by clients, prospective clients or AIMS personnel. Occasionally, she still codes program changes in our legacy products. With all the changes constantly occurring in the petroleum marketing business, she uses her creative skills every day.

Personally, Annette has been married for 36 years to Harold Kesler. Annette and Harold have two sons, Adrian, 34, and Trevor, 31. They also have a grandson, Chandler, and three granddaughters: Jadyn, Bonnie and Gracie. Her interests outside of work include spending time with her grandchildren, supporting her church, reading, gardening, enjoying their lake camp and sewing.

“It is a real pleasure for me to work for a company whose top priority is its clients,” she says. “I look forward to being a part of AIMS for a long time.”

Good To Know Info



AIMS Customer EFT Module

Both COMPAS 8.0 and COMPAS Commander have a module that allows marketers to electronically draft their customers' bank accounts when their invoices are due.

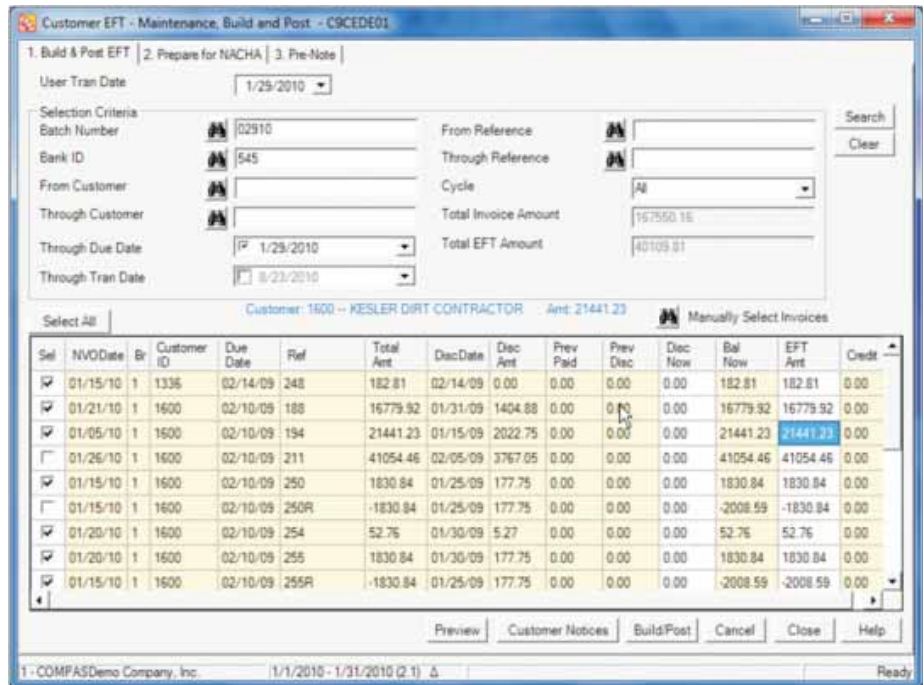
Neither version makes a system operator re-key ACH drafting instructions into their bank's computer system. Drafting instructions (called "batches") are assembled quickly in either version of COMPAS by selecting the desired customer account range and transaction date range. Also, both versions perform the actual posting of EFT receipts—another big time- and error-saver.

COMPAS Commander's Customer EFT module offers improvements in functionality over COMPAS 8. Overall, the invoice selection process is very visual, with more flexibility in refining item selections. Once selections are made, discount and drafting amounts can be edited right on the screen.

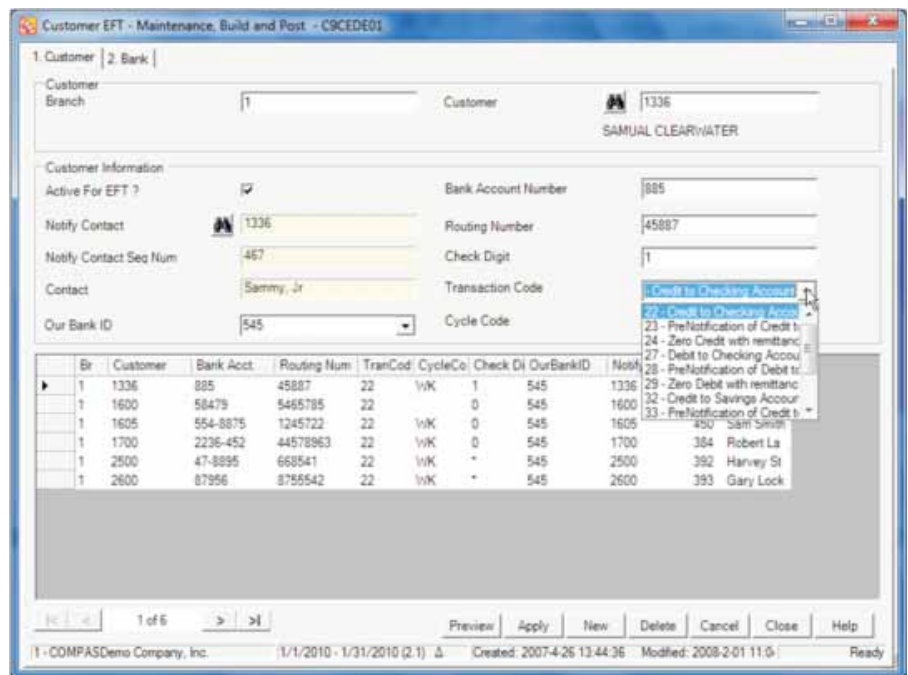
Both COMPAS 8.0 and COMPAS Commander create the drafting file in true NACHA format, therefore eliminating the biggest potential technical obstacle to implementation—incompatible file formats. Commander also permanently retains drafting batches. Because both versions store customers' bank account and bank routing numbers, these modules make it easy for your business to change banks.

The range of actions you can perform with Commander's EFT module exceeds that of COMPAS 8.0. This screen shot (at right) shows the functions the EFT module can perform for any given customer (notice the Transaction Code drop-down list).

Either version of the Customer EFT module will make a big impact on your cash flow. If you aren't using this module, please contact us for information and/or a demonstration.



Item selection flexibility is a key component with Commander's EFT Module.



Commander's EFT Module offers tremendous versatility.



235 DeSiard St. • Monroe, LA 71201
(800) 729-2467 • Fax (318) 322-3472
www.aims1.com • aims@aims1.com

Presorted Standard
U.S. Postage
PAID
Permit No. 1045
Monroe, LA

Visit AIMS' new website at

www.aims1.com

For a wide range of solutions, including:
Accounting Software, UST compliance, Fuel
Management, disaster recovery solutions, web
portals and more!

With COMPAS Commander, It's All Blue Skies When Buying and Selling Bio & Blended Fuel Products

Rely on the knowledge AIMS has acquired over 40 years to help you more easily handle purchases, sales and tax reporting of bio and blended products.

When buying pre-blended product: Tax profiles and customer selling prices can be set for any pre-blended product just as for any unblended product. These products are handled in Commander just like other products are..

When picking up ethanol or bio at one rack and splash-blending it with regular refined product at another rack: Commander automatically combines two or more source products into one product on the customer invoice, simply as a result of a simple BOL entry. It also handles all taxes on purchases and sales automatically—no work-arounds. Commander applies the proper markup on the customer invoice, and the customer sees just one line item per blended product, with the name you select.

Storing ethanol or bio-diesel at the bulk plant and splash-blending with regular refined product: Commander is perhaps the only software that can do this all from one screen, in one pass. The bulk plant product's laid-in cost is combined with the unit rack price of the regular refined product and results in an extremely accurate profit calculation. In this case also, Commander handles all taxes on purchases and sales automatically—no work-arounds. It also applies the proper markup on the customer invoice. The customer sees just one line item per blended product, with the name you select.

Tax reporting: Reporting taxes on blended product or bio product poses absolutely no challenge for Commander. No preliminary work is needed outside of Commander in order to pull and print/export all required tax reports. Commander's fuel and sales tax reporting takes only minutes each month.

RINS: AIMS can introduce you to a software solution for tracking, trading and reporting RINS. There is money in RINS. Don't leave it on the table.