

What is ERS?

ERS is a business process between trading partners that conduct commerce without invoices. In an ERS transaction, the supplier ships goods based upon an Advance Shipping Notice (ASN), and the purchaser, upon receipt, confirms the existence of a corresponding purchase order or contract, verifies the identity and quantity of the goods, and then pays the supplier. **The supplier no longer will need to send invoices only monthly statements.**

How does ERS work at Mercury Marine?

The supplier and Mercury Marine enter into an agreement to use Evaluated Receipts Settlement (ERS). The supplier keeps the purchaser current with price/sales catalogue data from which Mercury extracts accurate product and pricing information during the purchasing cycle. The supplier delivers the ASN to the Mercury, permitting loading/receiving docks to be properly scheduled and accurate material receipts to be generated. Mercury Marine authorizes supplier payment upon confirmation of arrival of goods, making the invoice redundant. The agreed upon terms process occurs on the receipt date.

1. **Pricing Information** – A list or catalogue of products and prices is sent by the supplier to its Mercury Marine. The information has an agreed upon “shelf life” (30 days, 60 days, etc.). This pricing information may be sent to the purchaser electronically, faxed, or in a paper form. In some cases, it becomes a part of the written contract.
2. **Products/Goods Ordered** – Mercury Marine using the pricing information sent by the supplier places an order. Usually Mercury Marine will order specifying quantity, product type, price, freight collect account number, tax, etc. is generated. This purchase order has a unique number for the specific order. This purchase order must appear on the packing list. We recommend your packing list number is the same as the invoice number for easier matching the invoice on the remittance.
3. **Advance Shipping Notice (ASN)** – A supplier acknowledges the order by sending an ASN to the Mercury Marine. The ASN is usually sent electronically to the purchaser. In an EDI environment, ANSI X12 Transaction/Data Set 856 (Ship Notice/Manifest) is used. Note that transaction set 856 does not contain pricing or tax information.
4. **Goods/Products Shipped** – The supplier ships the goods with an itemized bill of lading or packing slip which references the purchase order or contract number.
5. **Validation/Matching Process** – Mercury Marine matches the goods receipt (bill of lading, packing slip) to the ASN, purchase order, or contract to validate accuracy.
6. **Payment Process** – Instead of responding to a supplier’s invoice, Mercury Marine calculates payment based on price information stored in our data base. **The supplier no longer will need to send invoices only monthly statements.** Price updates may be logged into our



computers either manually or through EDI messages sent by the supplier. The type, quantity, and condition of the goods received are entered either manually into the purchaser's computer or through the use of bar codes. The computer program calculates the payment amount due by multiplying the unit price times the quantity received generating an internal invoice recorded in the Mercury's data base. Terms are negotiated by the buyer and listed on the purchase order. The goods receipt date is used as the basis for taking discounts and determining the due date of the payment. (Mercury Marine no longer will be processing manual checks, if you are paid via check please contact your Account Payable Specialist to set a new method of payment)

Common asked questions:

How to read the remittance with ERS payment from Mercury Marine

PACKING SLIP		
SHIP TO: Mercury Marine Plant #3	PICKING SLIP DATE: Dec.29th, 2015	PICKING SLIP NO.: QEMM151229 ←
ATTN: Nigel Brown Tel: (920) 929- 2015	PRICE TERMS:	P.O #: D085803 D085804

The Invoice Number listed on remittance for the above will be: ERS-**QEMM151229**-12345

The suppliers Packing list number is the first set of numbers after the first dash -**QEMM151229** so number. Mercury recommends that you have your packing list number be the same as your internal invoice number.

How to apply the payment?

Your remittance will be emailed to your AR department four business day before the funds will be in your bank. In that remittance you will see the ERS number, PO#, Quantity Received, Price per Unit.

Sample Remittance Advice:

Payment #	Payment Date	Payment Amt/Currency	Invoice #	Invoice Type	Invoice Date	Invoice Amount	Discount Taken	PO #	Line #	Release #	Item #
239100	29-Oct-15	104,295.53 USD	ERS-10430-3600942	STANDARD	4-Oct-15	7532.6	0	822857	1	236	
239100	29-Oct-15	104,295.53 USD	ERS-10430-3600942	STANDARD	4-Oct-15	7532.6	0	819989	1	271	

Description	UOM	Qty Recd/Rtrnd	Rcpt/ Rtrn Date	Packing Slip # / RMA#	Qty Invoiced	Plant #	Unit Price	Amount	Invoice Amount - Discount Taken
CR6	GAL	270	4-Oct-15	10430	270	015	18.28	4935.6	7532.6
PRIMER-	GAL	106	4-Oct-15	10430	106	015	24.5	2597	7532.6



MERCURY

What does an ASN look like?

MERCURY MARINE MANUAL ASN

FAX NUMBERS FOR		E-MAIL FOR	
PLT: 3	1-820-926-2693, 1-820-926-2695	PLT: 3	Asa.stan1@mercmarine.com , mer.marcdocuments@mercmarine.com
PLT: 4, 6 & 17	1-820-926-2691, 1-820-926-2695	PLT: 4, 6 & 17	Asa.stan17@mercmarine.com , mer.marcdocuments@mercmarine.com
PLT: 7	1-820-926-2688, 1-820-926-2695	PLT: 7	Asa.stan17@mercmarine.com , mer.marcdocuments@mercmarine.com
PLT: 14	1-435-743-3365, 1-820-926-2695	PLT: 14	Asa.stan14@mercmarine.com , mer.marcdocuments@mercmarine.com
PLT: 18	1-820-926-7071, 1-820-926-2695	PLT: 18	Pat18_m@mercmarine.com , mer.marcdocuments@mercmarine.com
PLT: 22	1-820-907-6645, 1-820-926-2695	PLT: 22	Pat22_m@mercmarine.com , mer.marcdocuments@mercmarine.com
PLT: 38	1-820-926-2689, 1-820-926-2695	PLT: 38	Asa.stan38@mercmarine.com , mer.marcdocuments@mercmarine.com

*Fields marked with an asterisk are required for international shipments only

*SUPPLIER NUMBER: <input type="text" value="20878"/>	*SUPPLIER NAME: <input type="text"/>
*DATE (SHIP DATE): <input type="text" value="16-Jan-16"/>	*PACKING SLIP #: <input type="text" value="01355304"/>
*RECEIVING PLANT: <input type="text" value="PLT 15"/>	*COMMERCIAL INVOICE #: <input type="text" value="01355304"/>
*MODE OF TRANSPORT: <input type="text" value="Boat"/>	PRO NUMBER: <input type="text"/>
CONSOLIDATOR: <input type="text"/>	*CARRIER: <input type="text" value="Expeditior"/>
STUFFING LOCATION: <input type="text"/>	*House BOL# / Master BOL#: <input type="text" value="45R9157747"/>

MERCURY MARINE PART NUMBER	RECEIPT QUANTITY	NUMBER OF CONTAINERS	BOX QUANTITY	CONTAINER TYPE	PACKING SLIP NUMBER	LOT CODE
8M0050013	6000	1	24	Wood Pallet	01355304	
8M0087447	8000		2			
8M0087448	16800		6			
8M0087451	20000		20			

What if the payment doesn't match what we shipped?

1. Check quantity and price on the remittance, if something doesn't match contact your Buyer.
2. Check the iSupplier portal to see if the shipment was received late. Also remember that your payment terms start when the product is received into our warehouse.
3. On the remittance the invoice number will read "ERS- your packing list-our receiving document".
4. If a payment is skipped, send proof of delivery referencing Mercury Marine's purchase order number and packing list to the Accounts Payable department (apinvoices@mercmarine.com) and your Buyer for investigation.