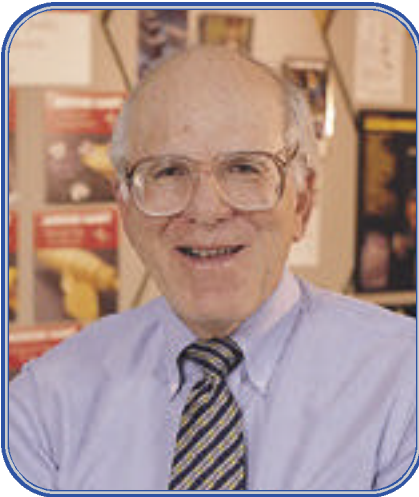


# For United Electric VCQ Lives Up To Its Promises



*Jerry Brown, CEO  
United Electric Supply Company*

The buck stops at Jerry Brown's desk. With ten electrical supply offices to manage, this straight-talking CEO from the "Show-Me" State relies on the timely, accurate, and concise information provided by Array and its Visual Cyberquery (VCQ) module.

United Electric Supply Company, based in St. Louis, was founded in 1907 and has been an

Array customer since August 1992. "We're probably one of the broadest users of the Array system," says Brown. "We've been very pleased with it—we find the system very manageable. It's user friendly. It's menu driven. It's screen friendly. And the Visual Cyberquery module is just excellent! It has allowed us to do many things that we couldn't do in the past. Since we've been online with Trade Service Systems, we have not found the need to look around and ask, Is there anything better on the market?"

## No-Nonsense Data Retrieval

Visual Cyberquery is an advanced, fourth-generation language report writer and query system that gives employees easy access to database information, regardless of experience. VCQ permits users to design and produce graphical business reports with exceptional speed, using a simple menu system. Data can be sorted, organized, and rearranged as desired. Reports can be prepared in a fraction of the time required by other report writers and conventional programming methods. And the data dictionary feature enables more experienced users to view data at the appropriate level of abstraction, shielding individual users or groups from data that is irrelevant to their needs.

Array's VCQ module is a proven, practical solution. With VCQ, it is easier to pay close attention to a growing customer base and to respond swiftly in the marketplace.

"The ease of data retrieval has really been a major benefit," says Brown. "What VCQ has done is make us more flexible. It's made us more responsive to customers because of all the information that it provides. For example, we've been able to give contractors specialized reports that show how much they've bought for a specific project by department or area breakdown. They use that information to do their billing and reporting to their client. So in terms of project management, VCQ has worked very, very well for us."

## Show Me Results

With its easy-to-use environment, fast report execution, and powerful query language, Visual Cyberquery is the report writer of choice for companies requiring maximum productivity. According to Brown, "When we were originally looking at the Array system, one of the people we talked to commented that they thought that VCQ was easily worth 35 percent of the cost of the system. They were right. From our perspective, it may be worth even more than that, because you can find out so much about what you're doing. It's only limited by your imagination!"

Array is a total information technology solution for the wholesale distribution industry from Trade Service Systems. With over 30 years of distribution and IT experience, Trade Service Systems helps you take your business from the Warehouse to the Web. Trade Service Systems' solutions allow you to professionally manage every aspect of your business by tracking and managing costs, putting in place a strategic pricing plan, taking control of your inventory and calculating the value of your customers. Turn your business data into valuable information and make informed, strategic management decisions that resulting in a better bottom line. In addition to the best software solution for distributors, TSS offers an ongoing partnership to help distributors grow, compete and succeed. Contact TSS to discuss a solution that's right for your business.



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