



## Note from the Editor

With the new release of Magaya software (version 8.0) you can now receive credit card payments from your customers. This new payment option is especially powerful when combined with the Recurrent Invoices feature: Generate invoices and receive payments automatically right in your Magaya system. Another option lets your customers make the payments themselves online at any time.

What started as a way for Mr. Kastytis Latvys of Atlantic Express to connect with his home country of Lithuania has grown into a successful NVOCC business and a large network of offices around the U.S. and the world. Read this month's case study for more. ■

## Topics

[How to Receive Credit Card Payments in your Magaya System](#)



With the new release of Magaya software (version 8.0), we offer a new option to receive payments from your customers: collect payments by credit card. Features of this new payment method include processing payments by credit card or by e-check and giving your customers the option to pay online.

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[Atlantic Express](#)



Atlantic Express is an NVOCC located in Bridgeview, Illinois, in the greater Chicago area. They have 20 employees in the Chicago area and a 50,000 square-foot warehouse.

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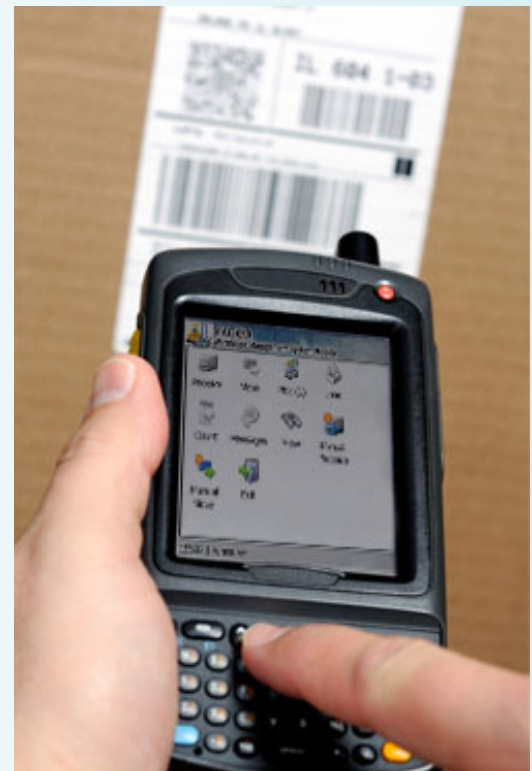
## In the Works

### Closing the Cycle for Online Pickup Orders

A new feature in the next release of Magaya software (version 8.0) will connect the Pickup Orders that your customers make online to the Warehouse Receipts you make using the Magaya WMS Mobile.

#### How it Works:

When your customers create a Pickup Order online in Magaya LiveTrack, they can print the labels for the boxes that they want picked up. As the boxes arrive at your warehouse, you can scan the labels with your Magaya WMS Mobile wireless device, and all the information from the Pickup Order is automatically converted into a Warehouse Receipt for you. To do this, use the Manual (Blind) Receive feature of Magaya WMS Mobile. This will improve accuracy and speed of the receiving process as it closes the cycle of the orders created online by your customer. ■



## How to Receive Credit Card Payments in your Magaya System

### Introduction

With the new release of Magaya software (version 8.0), we offer a new option to receive payments from your customers: collect payments by credit card. Features of this new payment method include processing payments by credit card or by e-check and giving your customers the option to pay online. The other method, PayCargo, is still available but it only supports ACH.

When a customer gives you their credit card or bank information, you can receive payments at any time in your Magaya system. If you have set up recurring invoices, you can now process the payment automatically also.

In this article we explain how to use this payment method in your Magaya system:

- First, you register online with the payment gateway (PaySimple),
- Then activate the payment option in your Magaya system,
- Next, set up payments accounts for your customers, and
- Receive the payments

Next month we will bring you more features for this payment option such as how your customers can pay their invoices online.

### Register

Magaya uses PaySimple as the payment gateway. To begin using this new payment option, first you need to register at [www.paysimple.com](http://www.paysimple.com). Create a merchant account, and provide any information requested during the registration process. You will receive a user key and API key to connect your Magaya system to their service.

### Activate the Payment Option in your Magaya System

To activate the payment option in your Magaya system, follow these steps:

- 1) Go to Maintenance > Configuration > Online Payments
- 2) Click the checkbox to enable online payments with PaySimple:
  - Enter your user key and API key from PaySimple. Click the "Test Connection" button so the credentials are validated.
  - Select the bank account that you want to use to receive payments and the bank account for the fees.
  - Select the date that you want the system to create online

payments for any recurrent invoices you have set up in your system.

- Check the box to allow the system to update online payment generation range. This will optimize how the system looks for invoices to pay. This is recommended.
- Click "Save".

### Set Up Payment Options for a Customer

The benefits of entering this information include the ability to receive payments in your system. This is also useful if you have recurrent invoices already setup in your Magaya system; now you can run payments for these invoices automatically.

Steps:

- 1) Go to Maintenance > Customers and double-click on the customer's name to open their profile dialog box.
- 2) Go to the Payment Terms tab ("Pmt. Terms").
- 3) Click the "Payment Accounts" button. A dialog box opens. Click the "Add" button to open a screen for the account information.
  - Enter your customer's name.
  - Enter a description of the card or payment method such as Visa card. The description is required: If a customer gives you more than one payment method, you can name them to distinguish between them.

**Customers**

Billing Address | Other Addresses | Contacts | Rates | Charges | **Pmt Terms**

Payment Terms

Transactions are due after: 45 days.

The common type of payment is: Prepaid

The Credit Limit is: 0.00 USD

Parent Entity:

Invoice periodically: Weekly

TSA Compliance

This entity is a known shipper

Known shipper expiration date: 12/31/2010

Manage Online Payment Accounts

Payment Accounts...

- Select the type of account: credit card or e-check. If you select the e-check (ACH) method, fields will appear for the routing number and bank account number. Enter the information in the fields, and click OK to save.

**Account Information**

Account Holder information

First Name: Customer's First Name | Last Name: Customer Last Name

Description: Visa Corporate Account | Notes:

Billing Address: 8725 Nw 18th terrace, Miami, FL 33172, UNITED STATES

Payment Information

Credit Card  eCheck (ACH)

Card Type: Visa

Card Number:

Exp. Date:

OK | Cancel | Help

When you enter the customer's credit card number or banking details, this information is not saved in your Magaya system; it is saved in the database of the service provider (PaySimple).

## Receive Credit Card Payments

Now that you have entered your customer's credit card or banking information, you can receive payment for invoices that are in your Magaya system. This is very similar to receiving payments when a customer mails you a check. This example shows payment by credit card.

Steps:

1) Go to the Payments List, click "Add" and select "Customer Payment".

2) In the dialog box that opens, select the customer. This will activate the "Pay with" field.

3) Click the dropdown menu to select the payment method.

**Accounting Transaction**

Customer Payment | Attachments | Internal Notes

A/R Account: Accounts Receivable

Customer: Orlando Garden Shop

Deposit to:

Pay with: Visa card

Memo:	Description	Account Type
Division:	American Express	Credit Card
	Visa card	Credit Card

Invoices | Add | Edit | Delete | Refresh | Print

4) Enter the other payment details as usual. The amount entered in the "Amount Received" field is the amount that will be charged to their credit card (or debited from their bank account). A partial payment can also be made.

5) To see a confirmation number for the payment, click on the button next to the "Pay with" field.

Pay with: Visa card

Click to confirm payment

The Confirmation screen opens, showing the transaction details.

**Payment Confirmation**

Payment Type: Credit Card

Account Type: Visa

Account Number: \*\*\*\*\*1111

Confirmation Number: 102656

Estimated Settled Date: 2011/05/10

Status: Authorized

Amount: \$ 23.00

OK

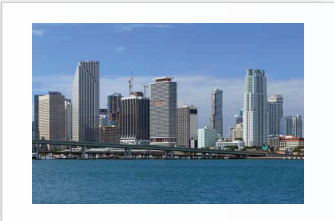
Just as with any payment method, your Payments List will be updated after you process the payment. The funds are sent directly to your bank, but you will need to go to the Deposits List in your Magaya system and "deposit" the payment so the deposit is updated in your Magaya system.

Next month, we will explain how to give your customers access to Magaya LiveTrack to pay their invoices online 24/7. ■

## New Customers in May 2011

Magaya Corporation welcomes the following 22 new customers who joined the Magaya Network Community

### In Florida



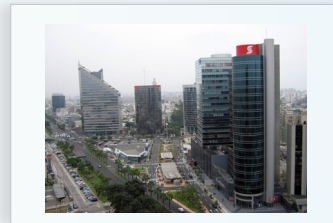
- Stacked Solutions, Fort Lauderdale
- Sylca Group, Inc., Aventura
- The Export Connection, Lake Worth
- Unilogistics of America, LLC, Miami

- BML Corporation, Medley
- Cargo in Action, Miami
- Cargo Management Group, Miami
- First Class Courier & Cargo, Miami
- Inter World Systems Cargo Corp., Doral
- NR Sales and Services, Inc., Plantation
- Planet Distributors, Miami
- SAR Express, Miami
- Sonic Shipping Solutions, Miami

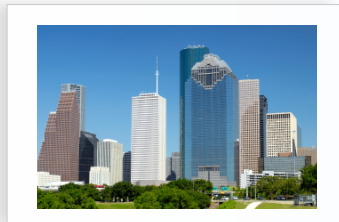
### In the Caribbean, South and Central America



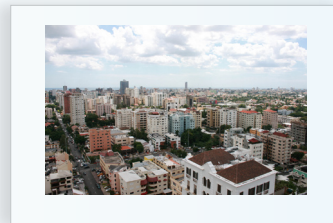
- Connexion Express, Colon, Panama
- Empresas Cigari, SRL, Santo Domingo, Dominican Republic
- Exec Direct Aviation Services Ltd., Kingston, Jamaica
- Kayser Worldwide, Guayaquil, Ecuador
- MIQ Logistics Inc. SRL, Lima, Peru
- NR Sales and Services Inc., (St. Kitts & Nevis), Basseterre, St. Kitts & Nevis



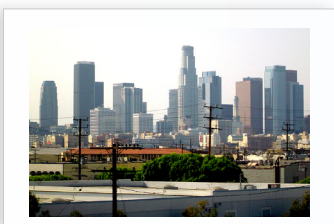
### In Texas



- Transmaritime Inc., Laredo
- Transmaritime Inc., El Paso



### In California



- International Cargo Shipping, North Hollywood, CA



## RORO Across the Ocean

### | Shipping a High Volume of Vehicles around the World

What started as a way to connect with his home country has grown into a large network of offices around the U.S. and the world. Mr. Kastytis Latvys created Atlantic Express in Chicago and ships vehicles to the Baltic region and many other places by using the Magaya Cargo System.



*We are looking for the best option for our customers, both cost-wise and transit time.*



Kastytis Latvys, President



## At a Glance

**Atlantic Express**  
www.atlanticexpresscorp.com

**Industry**  
NVOCC and Freight Forwarder

**Solution**  
Magaya Cargo System

Atlantic Express is an NVOCC located in Bridgeview, Illinois, in the greater Chicago area. They have 20 employees in the Chicago area and a 50,000 square-foot warehouse. The majority of their business is ocean shipments of vehicles. Other services and divisions in the company provide small package service, air freight, and brokerage services.

## Challenges

Atlantic Express was created by Mr. Kastytis Latvys in 1997. Mr. Latvys is Lithuanian, and he moved to the Chicago area from Lithuania in 1989. The area is home to many Lithuanians; in fact it is the largest community of Lithuanians outside of Lithuania. Mr. Latvys saw there was a need for people in this community to send packages to family and friends back in Lithuania. He started his business “to connect Lithuanians here in the US with Lithuanians in the old country,” he said.

Now his company has grown and offers more than small package shipping. They are a large exporter of automobiles from the US to the Baltic. Shipping autos requires specific procedures and documentation. Mr. Latvys looked for software that could handle their operations. They have been using the Magaya Cargo System since 2005. “Using Magaya has been a good investment,” he said. “It saves us hours of work because we don’t have to re-enter documents manually. It helps us reduce our costs.”

## Shipping Vehicles

In their ocean shipment division, 95% of the business is exporting vehicles. The majority of their customers are large wholesalers.

Atlantic Express frequently ships autos to Lithuania, which is a transshipment hub. The vehicles are then transferred via rail or road to nearby countries such as Russia, Belarus, and Kazakhstan, where they have offices or destination agents. “Using Magaya is helpful with the time difference between the U.S. and Europe because information can be checked 24 hours a day,” Mr. Latvys said.

Another country that offers transshipment capabilities is Germany. From there, autos are distributed to countries in Western Europe. Other parts of the world that Atlantic Express ships to include Western and Northern Africa; South America; and countries such as United Arab Emirates (UAE) and Jordan.

Shipments of vehicles that are sent to Lithuania often arrive at the ocean port of Klaipeda. While many ports this far north in the Baltic Sea can be frozen in winter causing delays as ships wait for ice breakers,

Klaipeda is often open. From the seaport, vehicles and freight are transferred to railcars for distribution into Russia or other countries. The railcars are especially designed to handle vehicles, and Lithuania has upgraded its trains with modern locomotives. Some of the challenges of shipping in the Baltic region include old transportation networks and a variety of documentation requirements. Each country requires Customs documents in their language. There are also constant changes in Customs duties and laws. They also have to stay informed of changes in currency rates.

While the rail network is very important to transporting freight within Lithuania and the region, the communications network in some nearby countries is not always as advanced.



Loading Freight for Ocean Cargo

“Not much has changed from the old Soviet Union. Old methods are still being used, not many computers. Often we have to send telegrams to different rail stations along the way,” Mr. Latvys said.

The staff in the Klaipeda office of Atlantic Express sends the telegrams to stations, and then they send the shipment status back to Mr. Latvys and his staff in Chicago.

Managing the shipments is done in their Magaya Cargo System. The staff members at Atlantic Express often start a vehicle shipment with an ocean consolidation transaction created in the Magaya Cargo

System in the Chicago office or other US office. They arrange the door-to-door journey from the U.S. to the final destination, including the ocean, rail, and truck.

They use the Automated Export System (AES) that is built into Magaya software; it converts all the data from the shipment into the EEI (formerly called the SED) and sends it to the AESDirect website. Magaya software connects to the AESDirect website and transfers all the data so it does not have to be entered twice.

The Vehicle Identification Number (VIN) is recorded and used to track the vehicles during their journey. Customers can track the VIN on the Atlantic Express website.

## Worldwide Locations

The main office of Atlantic Express is in Bridgeview, south of Chicago, Illinois. They have close access to Highway 294 and Chicago Midway Airport. The nearby container yards and rail yards are convenient to move their car shipments from Chicago to coastal U.S. ports.

The company also has locations in many cities in the US, including Elizabeth, NJ; Chesapeake, VA; Miami, FL; Pasadena, TX; Wilmington, CA; Savannah, GA; and Tacoma, WA.

The advantage of having many locations in major ports gives the staff at Atlantic Express the opportunity to choose the best shipping options for the customer, saving them money and finding the best route to the destination. "We are looking for the best option for our customers, both cost-wise and transit time," he said. "We decide which port would be best, depending where the vehicle is located. If the shipment is a consolidation, we look at what we have shipping out of our different facilities. We don't like to hold the vehicles; recently

we had a high volume of shipments, so we ran two shifts to load the vehicles quickly. Working fast and giving customers the estimated transit times for each option so they can choose what is best for them – this is what differentiates us from our competitors."



At many of their locations, they offer additional services such as trucking domestic freight, and "reefer" refrigerated trucks to transport foods, and car carriers. They offer brokerage services.

Atlantic Express uses the Magaya Cargo System to create invoices with all the charges for shipments. When cars arrive at their location, they create a Warehouse Receipt and photograph the vehicles. They use many reporting features to see volume of shipments per destination and which ports are handling the most containers. "The reports are helpful to see how we are doing," Mr. Latvys said. "Magaya helps us save time with our documentation and organizes everything in one spot."

Many of their customers and employees have been with them for many years. The experience of the employees at Atlantic Express helps the company provide quality customer service.

"We get customers from word of mouth and referrals from our existing customers, especially the wholesalers."

