

Troubleshooting (Real World Example)

Jobber states that non stocked part Carter P76148M is not pricing correctly.

Prices as initially presented shown below.

AniTa - 192.168.1.183 (Prototype.wcf)

File Edit View Session Config Special Help

Customer # 1009 Bill To 1009 CASH SALES - WH Today's Date 02/1/1/31
CASH SALES - WHALLEY Ship Via Required date 1901/1/1
Notify
Salesman FOB
GST Lic. # PO #
SST Lic. # Clerk # 47
Phone (000) 000-0000 Payment Method \$ Cash
Transaction Type Invoice

line#	type	Part Number	Description	Quantity	Eco Fee	Core	plv	Net Price	+/-%	Extension	tax	flags
1												
2												
3												
4												
5												
6												

Line #	type	Part Number	Quantity	Eco Fee	Core	plv	Unit Price	+/-%	Extension	gst/pst	
1P		P76148M		.00	.00	2	465.90		.00	11	
Description ELECTRIC FUEL PUMP..										On-hand	
On-Hand		Category	CFP CARTER F/P	F1	652.26	B R A N C H E S					
On-Order Qty		Expected	/ /	Promotions	F2						465.90
Committed Qty		Supplier		Levy Code	F3						388.25
Customer b/o		Package			F4						323.54
Supplier b/o		Bin Loc.		Last Order Date	F5						211.33
Remarks		2008/12/19				187.02					
Sub Total									.00		

F1 Accept F2 Go to Footer F3 Last Price Paid F4 Up One Line F5 Down One Line F6 Catalogue F7 Interchange F8 Add Comment F9 Find Product F10 Return Search F11 Customer Note F12 Shift/F12
 Shift/F1 Insert New Line Shift/F2 Cardex Search Shift/F3 Delete Line Shift/F4 Branch Inquiry Shift/F5 Product Inquiry Shift/F6 Recall Query Shift/F7 Core Bank Inq. Shift/F8 Buyers Guide Shift/F9 Blank Query Shift/F10 Fleet Tracking Shift/F11 Customer Note Shift/F12

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Cost (F6) as shown on UNI Victor is \$163.64

List (UNI Reference (F1) as shown on Victor is \$467.54

When you see results like these it what you are looking at is a simple arithmetic problem. The first step to figuring out what is going on is to confirm that the category record is looking at the correct price book. In this case we confirmed that the correct price book is UNI560 and the Category record in fact does reference that in the Price book field.

With that confirmed the next (and most likely) place to look is at your multipliers. Do this in Pricing – Multiplier Maintenance – Change Mode. Calling this up for this example we see the screen as on the following page. (Jobber stated he had copied multipliers from PAD since it was priced the same way as the problem category.

This means that the category in question originally had the following multipliers.

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File Edit View Session Config Special Help

Category PAD RAYBESTOS **Change** **Price Multipliers**

Discount Level

Stocked

4	Price	Becomes Price	+	%	R=Retail Rounding , C=Cent Rounding
8	6	Becomes Price	5	+ 65.00000-	% C
12	6	Becomes Price	6	+ 13.00000	% C
16	4	Becomes Price	6	+ 73.00000	% C
20	3	Becomes Price	4	+ 20.00000	% C
24	2	Becomes Price	3	+ 20.00000	% C
28	1	Becomes Price	2	+ 40.00000	% C
33	Remarks	0	0	.00000	

Margins

Price 1 (List)	%
Price 2 (OTC)	71.4 %
Price 3 (Dealer)	60.0 %
Price 4 (Trade)	51.8 %
Price 5 (Jobbe)	42.0 %
Price 6 (Cost)	60.0 %

Non-Stocked

Discount Level

Original to Price Level ? 5

Vendor UNI694 RAYBESTOS (FRICTION)

C=Cents Rounding

41	Price	Becomes Price	+	%	C
45	6	Becomes Price	6	+ 13.00000	% C
49	4	Becomes Price	6	+ 73.00000	% C
53	3	Becomes Price	4	+ 20.00000	% C
57	2	Becomes Price	3	+ 20.00000	% C
61	1	Becomes Price	2	+ 40.00000	% C
65	0	Becomes Price	0	+ .00000	%
69	Remarks				

Margins

Price 1 (List)	%
Price 2 (OTC)	60.0 %
Price 3 (Dealer)	51.8 %
Price 4 (Trade)	42.0 %
Price 5 (Jobber)	60.0 %
Price 6 (Cost)	

Default Category PAD RAYBESTOS

Any change Stocked? 4.

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In looking at this screen we see that field 40 tells us that the Original to price is “5” this field is initially filled based on what you specify as the initial calculation to be done on the first “Becomes Price” line as shown in 41.

We know that the Price book delivered to your system from UNI contains a cost (F6) of \$163.63 and List (F1) contained a value of \$467.54

It is important to pay attention to what UNI tells you they are providing as a base price. If they state that this line is a reference priced line you MUST use the value shown in Price one as your base level. While there MAY be values in the other fields you cannot count on that being true as they have specified that this line is a reference priced line and that is the only price they can be counted on to provide. So... with that back ground lets look at the parameters set up above.

We know that this is a reference line so the first thing that is wrong is that field 40 should be set to 1 (List). This will automatically reset itself when we correct the multipliers. The following steps will illustrate the process to fix this specific problem.

Starting with the first line in Stocking Inventory We looked up on Victor and determined the Victor Cost to be \$163.64. So grabbing our calculator we perform the following calculation.

$\text{Cost} \times 100 / \text{list} - 100 = \text{Discount Percent from list to get to cost. (ie } 163.63 \times 100 / 467.54 - 100 = 65)$

So the first line in Stocking Inventory should read as

Price 6 becomes Price 1 plus -65.00000 C - As shown in screen shot following. (NOTE The multiplier is a negative number)

To confirm this as accurate grab a calculator and run the calculation (ie 467.54 minus 65% = 163.639 which rounds out to \$163.64 which exactly matches UNI Victor cost on the sample item.

Now that you have List (Supplied by Uni) and Cost calculated above and confirmed you can flesh out the other price levels by working from list down or cost up as appropriate to your business. (For this illustration we used Cost up).

For example I might decide that F5 Jobber should be 30% higher than Cost so the next line would read Price 5 becomes Price 6 plus 43.00000 C

The next line might read Price 4 becomes Price 6 plus 65.00000 C

The next line might read Price 3 becomes Price 6 plus 100.00000 C

The next line might read Price 2 becomes Price 6 plus 140.00000 C

We did not include a calculation for Price 1 since that is the base price that Uni Supplied in the price list and as such is already populated.

When I finished adding lines to the stocked portion of the screen I was asked to confirm that they should be copied to the non stocked portion of the screen and replied Y. Note that the system changed the TO PRICE field from 5 to 1. This field is used by the system to know where to put and

find the base price when calculating Non stocked prices.

This screen shot following illustrates the finished product.

AniTa - 192.168.1.183 (Prototype.wcf)

File Edit View Session Config Special Help

Category **CFP CARTER F/P** Change Price Multipliers

Discount Level

Stocked

Price	Becomes Price		+		%		R=Retail Rounding , C=Cent Rounding
6	Becomes Price	1	+	65.00000	%	C	
5	Becomes Price	6	+	43.00000	%	C	
4	Becomes Price	6	+	65.00000	%	C	
3	Becomes Price	6	+	100.00000	%	C	
2	Becomes Price	6	+	140.00000	%	C	
1	Becomes Price	6	+	185.57125	%	C	32 Desc.
0	Becomes Price	0	+	.00000	%		

Remarks

Non-Stocked

Discount Level

Original to Price Level ? 1

Vendor **UNI560 FEDERAL MOGUL (CARTE**

C=Cents Rounding

Price	Becomes Price		+		%		
6	Becomes Price	1	+	65.00000	%	C	
5	Becomes Price	6	+	43.00000	%	C	
4	Becomes Price	6	+	65.00000	%	C	
3	Becomes Price	6	+	100.00000	%	C	
2	Becomes Price	6	+	140.00000	%	C	
1	Becomes Price	6	+	185.57125	%	C	
0	Becomes Price	0	+	.00000	%		

Remarks

Default Category **CFP CARTER F/P**

Any change Non Stocked? 39

Price 1 (List) 65.0 %

Price 2 (OTC) 58.3 %

Price 3 (Dealer) 50.0 %

Price 4 (Trade) 39.7 %

Price 5 (Jobber) 30.0 %

Price 6 (Cost)

Start

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COUNT...

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Note that on the right the system has calculated the Gross Margin that will be achieved via the use of the multipliers as currently entered. If all looks acceptable, hit F1 to accept the input. Otherwise enter the field number you wish to change.

At this point you can check your work by going to the invoice screen and keying in a non stocked part as shown on the following page.

AniTa - 192.168.1.183 (Prototype.wcf)

File Edit View Session Config Special Help

Customer # 1009 CASH SALES - WHALLEY Bill To 1009 CASH SALES - WH Today's Date 02/1/1/38
 Ship Via Required date 1901/1/1
 Notify
 Salesman FOB
 GST Lic. # PO # Payment Method \$ Cash
 SST Lic. # Clerk # 47 Transaction Type Invoice
 Phone [(000)000-0000]

line#	type	Part Number	Description	Quantity	Eco Fee	Core	plv	Net Price	+/-%	Extension	tax	flags
1												
2												
3												
4												
5												
6												

Line #	type	Part Number	Quantity	Eco Fee	Core	plv	Unit Price	+/-%	Extension	gst/pst
1P		P76148M		.00	.00	2	392.74		.00	11
Description ELECTRIC FUEL PUMP..										On-hand
On-Hand		Category	CFP CARTER F/P	F1	467.54					
On-Order Qty		Expected	/ /	Promotions	F2	392.74				
Committed Qty		Supplier		Levy Code	F3	327.28				
Customer b/o		Package			F4	270.01				
Supplier b/o		Bin Loc.			F5	234.01				
Remarks		Last Order Date	2008/12/19			163.64				
Sub Total									.00	

F1 Accept F2 Go to Footer F3 Last Price Paid F4 Up One Line F5 Down One Line F6 Catalogue F7 Interchange F8 Add Comment F9
 Shift/F1 Insert New Line Shift/F2 Cardex Search Shift/F3 Delete Line Shift/F4 Branch Inquir Shift/F5 Product Inquir Shift/F6 Recall Querv Shift/F7 Core Bank Inq. Shift/F8 Buyers Guide Shift/F9 Blank Querv Shift/F10 Fleet Tracking Shift/F11 Customer Note Shift/F12

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If the non stock pricing now works correctly you can do a manual price update or if the price book is not on your system request that it be loaded and it will auto update overnight or you can run it right away.

Revision #1

Created 15 September 2021 23:48:00 by Jim

Updated 18 May 2022 20:32:01 by Jim