



Menu 5: Price Maintenance

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MENU 5: PRICE MAINTENANCE

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Menu 5 Price Maintenance/ Price Books

MENU-5	PRICE BOOK MAINTENANCE & LISTINGS MENU	1 JSS.UPG dbs
13:07:05 30 Apr 1998		
1. Product File Price Maintenance	15. Price Book (Cost Book)	
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10. Maintain Advance Contract Prices		
11. List Advance Contract Changes		
12. Upd Contracts With Advance Changes		
Enter a Menu Path or <Enter>:		

Figure 5-1. Price Maintenance/Price Books main menu

Purpose

The main purpose of this menu is to set up special pricing for one or more customers. Two other features of Price Maintenance include program pricing for selected customers and reporting special pricing.

Basic procedure

The basic steps for Price Maintenance are 1) to set up pricing in Menu 5.2 (remember to load the program in the customer master file) or in Menu 5.3, and 2) to report special pricing using Menus 5.15 to 5.19.

5.1 Product File Price Maintenance

Set up or edit pricing and quantity breaks for each product at different stores.

Step 1

Enter to change pricing for all warehouses (the master record), or enter a company number to change pricing for only one warehouse.

Step 2

Enter the product number to view or edit its price.

PRICE MAINTENANCE		
PRODUCT :	111	111 MOTOR
A. QTY BREAK		B. PRICE
1. 3		6. 23.89
2.		7.
3. 10		8. 22.70
4. 20		9. 21.57
5.		10.
Branch Cost	Direct Cost	Each Price
15.640	14.300	25.42

Enter line#, Backout, DELETE, Edit, EAch Price, 0 to Accept

Figure 5-2. Price Maintenance

Step 2

Enter a line number 1-5 in Column A for quantity breaks (lots). Then enter the corresponding line number 6-10 in Column B (required step).

Any gaps in the quantity breaks display only the breaks. The order entry pricing program searches quantity breaks starting with the first (Column A) bucket and continues until it finds either an empty bucket or the highest quantity break it qualifies for.

Step 3

Enter '*EA*' to maintain each price. Once this number is valid, the changes are effective immediately.

Step 4

Type '*0*' to accept to enter next product number or '*end*'.

5.2 Contract File Price Maintenance

This menu sets up "programs" and contracts. A program is a group of prices set up for a group of customers, generally for a particular category of products such as "SUMMER98," a program for special pricing on AC parts that applies only to AC-qualified customers.



Remember to enter the program name or number into Customer Master, Menu 12.2.2.2, Screen 2, Field 7.

A contract is set up for specific customers.

Example Customer "Smith's AC" is a good customer who buys frequently but only a few products at a time. As an incentive to continue this trend, consider setting up special product pricing just for this customer.

Step 1

Enter your operator initials.

Step 2

Enter the customer number (the name and address display) or program name, and then **Enter** to confirm. You may see a message, NOT ON CUST.MAST FILE. IS THIS A PROGRAM (Y/N)? if you type an unrecognizable number. If you enter a customer *number*, type '*n*' to re-enter the number. If you enter a program *name* ("A," "B," "FALL98," "WINTER99..."), type '*y*' to continue.



You may also input stops and required fields to improve the flow of entering products. To do this, enter 'STOPS' or 'REQUIRED' at the customer prompt.

Step 3

Enter a product number to add to the program or contract, to view an existing item, or change its price. A product not yet on the program or contract displays message, NOT ON FILE. IS THIS A NEW ITEM (Y/CR) ? **Enter** to retype product number, or '*y*' to accept.

Step 4

Fill in the necessary fields for the changes you need, paying special attention to Price, Effective Date, and Price Breaks.

CONTRACT PRICE MAINTENANCE	
CUSTOMER:	123
PRODUCT	111-----
	111 MOTOR
1. PRICE	
2. OLD PRICE	
3. CURRENT AVG COST	13.180 IN WHSE 001
4. EFFECTIVE DATE	05/05/98
5. CONTRACT EXP DATE	
QTY BREAKS /	PRICES
6.	11.
7.	12.
8.	13.
9.	14.
10.	15.

Enter Line#, Backout, DELETE, Edit, 0 to Accept

Figure 5-3. Contract Price Maintenance

Contract Price fields:

1.PRICE The "each" or "sell" price for a specific item on this particular contract. Every contract and program item must have this price.

2.OLD PRICE This field cannot be altered; use this information on which to base new pricing.

3.CURRENT AVG COST Same as for Field 2.

4.EFFECTIVE DATE This date of last price change is vital; a contract or program without an effective date is invalid.

5.CONTRACT EXP DATE Contract expiration date used for pricing calculations. We recommend using expiration dates on programs and contracts to prevent indefinite pricing; however, it is not required.

6-10.QTY BREAKS Quantity at which price break begins

11-15.PRICES Price per item at quantity break

Step 6

Type *'0'* to accept and enter the next product number for the same contact. Enter another product number or type *'end'* for next customer number, or *'end'* again to exit.

5.2A Bulk Copy/Delete

MENU-5.2A	BULK CONTRACT FILE CHANGES	1 JSS.UPG dbs
06:59:56 04 May 1998		
1. Copy Contracts		
2. Delete Contracts		
3. Copy and Delete Contracts		
4. Change Effective/Expiration Date		
Enter a Menu Path or <Enter>:		

Figure 5-4. Bulk Contract File Changes menu

5.2A.1 Copy Contracts

Simultaneously copy *all* contract prices for a specific customer or contract number. This allows you to set up pricing for one customer or contract, and apply the special price to multiple customers or contracts.

- a. Enter customer number or contract number.
SOURCE CUSTOMER, CONTRACT NUMBER OR END:
- b. If entering *customer* number, type 'y' to confirm the customer information that displays on the screen, or continue to **Enter** for the next customer number.

If entering *contract* number, a message prompts IS THIS A CONTRACT NUMBER? (Y/N). Enter 'y' if it is; 'n' to retype the number.

- c. At the next prompt
DESTINATION CUSTOMER, CONTRACT NUMBER, (<CR> FOR DELETION), 'L'IST OR END:

type either the customer or contract number to which you want to copy the contract prices.

Example "FALL98" to "FALL99"
"123" to "999"

Use the 'L'ist option to string several customer numbers together to copy at once.

5.2A.2 Delete contracts

Simultaneously delete all contract prices for a specific customer or contract number. This saves you the hassle of deleting an entire program or one item at a time.

- a. Enter customer number or contract number.
- b. If entering *customer* number, type 'y' to confirm the customer information that displays on the screen, or continue to **Enter** for the next customer number.

If entering *contract* number, a message prompts IS THIS A CONTRACT NUMBER? (Y/N). Enter 'y' if it is; 'n' to retype the number.

- c. At the next prompt

DESTINATION CUSTOMER, CONTRACT NUMBER, (<CR> FOR DELETION), 'LIST OR END:

type either the customer or contract number to delete its prices, or just press **Enter**.

List to display the contract numbers and prices to be deleted.

- d. Confirm to bulk delete: 'y' or **Enter** to restart.

5.2A.3 Copy and Delete Contracts

Simultaneously copy and delete all contract prices for a specific customer or contract number. In one step, this copies special pricing from one program or customer to another while deleting that price from the original program or customer.

- a. Enter customer number or contract number.
- b. If entering *customer* number, type 'y' to confirm the customer information that displays on the screen, or continue to **Enter** for the next customer number.

If entering *contract* number, a message prompts IS THIS A CONTRACT NUMBER? (Y/N). Enter 'y' if it is; 'n' to retype the number.

- c. At the next prompt

DESTINATION CUSTOMER, CONTRACT NUMBER, (<CR> FOR DELETION), 'LIST OR END:

type either the customer or contract number to which you want to copy the contract prices.

- d. Confirm to copy and delete: 'y' or **Enter** to restart.

5.2A.4 Change Effective/Expiration Date

Simultaneously change effective and expiration dates for all contracts or programs and for specific customer or contract numbers. This saves you time from entering one item at a time and changing the date in Menu 5.2, Field 4.

- a. Enter customer number or contract number.
- b. Enter new effective date. **Enter** to keep the original date.
- c. Enter new expiration date. **Enter** to keep the original date.
- d. Answer the next prompt, IS ALL INFORMATION OK (Y/N)?

5.3 Customer Discounts

This is a special pricing program to set up pricing for specific customers using broader categories: discounts or markups on product types or classes (depending on parameter in Menu 35.3), discounts for specific vendors, and authorize/restrict products.

Step 1

Enter your operator initials.

Step 2

Enter your customer number.

Step 3

Enter your company number.

Step 4

Edit the fields as necessary (see below).

CUSTOMER DISCOUNTS MAINTENANCE - SCREEN 1					
CUSTOMER:	123	CO:	02		
A. CLASS	B. PRODUCT	C. VEND	DESCRIPTION	D. A FLG	E. DISC%
1.	16.	31.391	GEM PRODUCTS, INC.	46.	61.10.00
2.	17.B10-223	32.	68Z3215 TEY2 VALVE	47.	62.-10.0
3.	18.B10-223	33.	68Z3215 TEY2 VALVE	48. N	63.
4. 010	19.	34.	'R' - INSTALLATION	49.	64.20.00
5.	20.	35.535	PENGUIN REFRIGERATI	50.	65.5.00
6.	21.	36.		51.	66.
7.	22.	37.		52.	67.
8.	23.	38.		53.	68.
9.	24.	39.		54.	69.
10.	25.	40.		55.	70.
11.	26.	41.		56.	71.
12.	27.	42.		57.	72.
13.	28.	43.		58.	73.
14.	29.	44.		59.	74.
15.	30.	45.		60.	75.

Enter Line#, Backout, DELETE, Edit, 0 to Accept, More, Copy

Figure 5-5. Customer Discounts Maintenance

Customer Discounts columns:

A. CLASS (1-15) Product class or type as determined in pricing parameter Menu 35.3

B. PRODUCT (16-30) Product number

C. VEND (31-45) Vendor number and name

D. A FLG (46-60) Discount authorization flag

N=NOT ALLOWED TO PURCHASE

CLASS OR PRODUCT SPECIFIED

E. DISC% (61-75) Discount percentage

Step 5

'0' to accept. Then, type next customer number or '*end*'.

Use the 'C'opy command to copy the discount to another customer.

5.3A Special One Day Discounts

Discount all products but flyer items for special storewide, one-day events. A flat percentage applies to all the items for the date set; discounts end automatically at midnight.

Step 1

Enter company number.

Step 2

The current counter discount date displays. Type a new date and confirm, or **Enter** to leave the date unchanged.

Step 3

The current counter discount percentage displays. Type a new discount percentage and confirm, or **Enter** to leave the percentage unchanged.

5.4 Rev Price/Cost Tran from Corp/DBS

Receive price and cost transmissions from Johnstone corporate. Please refer to Menu 32.1.

5.5 Products Not Yet Maintained - Bulk

This program normally runs in Menu 32.1, Receive Price/Cost Transmission. However, if products do not update there, use this menu to automatically update products not yet maintained. The program removes the flag that causes the New Products from Corporate Transmission report to print every night with day-end.

- One step: Enter 'y***' to proceed with the update.

5.6 Maintain Price.Change File

Set up price changes for non-catalog products.

Step 1

Enter your operator initials.

Step 2

Enter the product number to edit.

Step 3

Enter the effective date of the new price change(s).

```

*** ADVANCE PRICE CHANGE MAINTENANCE ***

PRODUCT 111          EFFECTIVE DATE 05/05/98
111 MOTOR
A. QTY BREAK  B. PRICE      C. DISC%      D. COMM%
1.      3      23.89
2.
3.      10     22.70
4.      20     21.57
5.                17.16
6.
7.
8.
9.
10.
11.
12.
13.
14.
15.

ENTER LINE # TO CHANGE, 0 TO ACCEPT:

```

Figure 5-6. Advance Price Change Maintenance

Step 4

Edit a line to change or add a quantity break, price, discount percentage, or commission percentage.

Step 5

Type '0' to accept, enter next product number or 'end.'

5.7 List Price.Change File

Print a report of all products with upcoming price changes.



Caution: this report may be very lengthy.

- Choose one of the following:
 1. PRICE TRANSMISSION PRICE CHANGES (25TH)
 2. COST TRANSMISSION PRICE CHANGES (5TH)
 3. ALL PRICE CHANGES
 4. OTHER PRICE CHANGES

Once you select any price-change list, the following message appears:

```

NOW GENERATING THE LISTING
ENTRY # XXX

```

- Enter to return to the main Pricing menu.

5.8 Upd Product File from Price.Change

Update the product file from the Price.Change file. Please refer to Menu 32.2, Update Product From Price Change File, for details.

5.10 Maintain Advance Contract Prices

Create and edit upcoming changes in contract prices. Consider using Menu 5.2 instead for more options.

Step 1

Enter your operator initials.

Step 2

Enter the customer number and then confirm.

Step 3

Enter the product number.

Step 4

Type the effective date of the new price or **Enter** for today's date.



You can only alter the "new price."

5.11 List Advance Contract Changes

Print contract changes entered in preceding menu or in Menu 5.2, Contract File Price Maintenance.

Step 1

Enter to continue.

Step 2

Type the cutoff effective date (MM/DD/YY) or **Enter** for all price changes that have taken place.

5.12 Upd Contracts with Advance Changes

Update all contracts with price changes entered in Menu 5.10 or 5.2.

Step 1

Enter to continue.

Step 2

Type the effective date (MM/DD/YY) for the price change(s).

5.15 Price Book (Cost Book)

Print a report of products and pricing information including prices, price breaks, and costs.

Warning: This report is very long.

Step 1

Enter to continue.

Step 2

Select a destination printer.

Step 3

Answer the next questions in the order of the prompts (**Enter** to return to the previous prompt).

- a. DO YOU WANT TO SHOW COST (Y/N)?
- b. Select price options:
 1. EACH PRICE
 2. LOT 1 PRICE
 3. LOT 2 PRICE
 4. LOT A PRICE
 5. LOT B PRICE
 6. ENTER A COMBINATION OF PRICE OPTIONS
 7. ALL PRICES
- c. Enter beginning prefix number to printer or **Enter** for all.
- d. Enter ending prefix number or **Enter** for all.
- e. Enter warehouse number.
- f. Enter AOC vendor number (separate several with semicolon), or **Enter** for all.

Price book begins processing immediately.

5.17 Price Book for a Customer

Print a report of pricing for specific customers. The customer number and name print in the header of the report. This menu includes all contract and program prices (setup in Menu-5.2) associated with that customer.

Step 1

Select a printer destination.

Step 2

Fill in the following screen:

```

CUSTOMER PRICE BOOK SELECTION ROUTINE

ENTER COMPANY # (2N)
ENTER CUSTOMER # OR <CR> FOR ALL
ENTER BEGINNING PREFIX OR <CR> FOR ALL
ENTER ENDING PREFIX
ENTER AOC VENDOR # OR <CR> FOR ALL
SHOW ONLY PRICES BELOW GROSS MARGIN OF

COST OPTIONS:
1. BRANCH COST
2. AVERAGE COST
3. NO COST
ENTER COST OPTION
PRICE OPTIONS:
1. CONTRACT PRICES ONLY
2. PROGRAM PRICES ONLY
3. DISCOUNT PRICES ONLY
4. PROGRAM & CONTRACT PRICES
5. PROGRAM, CONTRACT & DISCOUNT PRICES
6. ALL PRICES
ENTER PRICE OPTION

```

Figure 5-7. Customer Price Book Selection

- a. Company number
- b. Customer number or Enter for all
- c. Beginning prefix number or Enter for all
- d. Ending prefix number (if used beginning number)
- e. AOC vendor or **Enter** for all. AOC is the Manufacturing Vendor Number position. The choices are
 - I = VENDOR CODE
 - 'A' = BUY DIRECT OR THROUGH CORP
 - 'O' = ALWAYS BUY DIRECT
 - 'C' = ALWAYS BUY THROUGH CORP
- f. Selection criteria for scaling the report down, especially for low margin items that are much more sensitive to price and cost changes.
- g. Cost option: (1) branch, (2) average, or (3) no cost
- h. Price option:
 - (1) Contract prices only
 - (2) Program prices only
 - (3) Discount prices only
 - (4) Program & contract prices
 - (5) Program, contract & discount prices
 - (6) All prices

Step 3

Type 'y***' if all the information you entered is correct, or **Enter** to start over. The report prints immediately.

STOCK#	PAGE#	DESCRIPTION	PRICE	COST	MARG
B10-798	D69	LT8G D69 LINETAP VLV	2.70	1.620	40.00
B10-820	496	1609-100 CONTROL	37.12	24.130	34.99
B10-821	496	1609-101 CONTROL	34.35	22.330	34.99
B10-823	496	1609-103 CONTROL	36.35	23.630	34.99
B10-824	502	1609-105 CONTROL	34.22	22.240	35.00
B10-826	496	1609-106 CONTROL	35.82	23.280	35.00
B10-827	496	1609-090 CONTROL	34.55	22.460	34.99
B10-828	502	1609-094 CONTROL	33.75	21.940	34.99
B10-829	496	1701-063 CONTROL	38.55	25.060	34.99
B10-840	505	V46AA-1C 3/8 VALVE	49.90	38.490	22.86
B10-841	505	V46AB-1C 1/2 VALVE	54.90	41.820	23.82
B10-842	505	V46AC-1C 3/4 VALVE	66.90	50.380	24.69

Figure 5-8. Price Book sample report

5.18 Price Book for a Contract

Print a contract *or a program* with its products and prices.

Step 1

Enter to proceed and select a printer destination.

Step 2

Enter a contract number.

Step 3

Type 'y' to see cost; otherwise type 'n.' The report prints immediately.


```
31 Aug 1998          ***** PRICE BOOK FOR A CONTRACT *****
      PAGE:  1

CONTRACT NUMBER: doc

STOCK#      PAGE#  DESCRIPTION              PRICE      COST
B10-222     464    1234567890123456789012345  40.00     26.500
B80-955     591    1 501003 PUMP              25.00     29.060

                      ***

[405] 2 items listed out of 2 items.
```

Figure 5-9. Price Book for Contract

5.19 Contract Price File Listing

This menu combines the previous two menus. It merely provides another opportunity to print programs or contracts.

Step 1

Select a printer destination.

Step 2

Enter the customer or contract number (separate multiple with ';') or **Enter** for all.

Step 3

Enter the product number(s) or **Enter** for all.

Step 4

Choose to print to screen ('s') or printer ('r').

Step 5

Choose a sort option: '1' by customer or '2' by product.

PRODUCT #.	PROD.NAME.....	UM QTYS	PRICE...	SELL..	PRICES...	EFF.DATE	EXP.DATE
B10-120	083S DRYER	EA	25.00			06/05/97	06/30/97
B10-121	084 DRYER	EA	10.64	10	9.00	07/17/96	10/01/96
B10-128	164S DRYER	EA		3	10.00	10/28/96	11/15/96
S88-004	G303 MOTOR	EA	120.00			09/05/97	09/30/97

Figure 5-10. Contract Price report sample

Step 6

Enter to scroll to the next customer or **Ctrl+X** to break.

5.19A List of Customers

Print a list of customers who have a contract number in the customer master record, specifically in Menu 12.2.2.2, Screen 2, Field 7.

Step 1

Enter to proceed with the process

Step 2

Select a printer destination.

Step 3

Enter a contract or program number (or name), or **Enter** for all. The list prints immediately.

CONTRACT..	CUST #.	CUSTOMER NAME	CITY	STATE	ZIP....	PURCH.CONT....	PURCH.PHONE#
DOC	123	Jeff's Tester	PORTLAND	OR	98682	krusty	123-456-7890

[405] 1 items listed out of 31 items.

Figure 5-11. Customers with contract numbers report sample

Step 4

Enter to scroll to the next customer or **Ctrl+X** to break.

5.20 Contract Cost Comparison Report

Print a report comparing the pricing listed on the current contract to the pricing in the product file.

Step 1

Enter to proceed with the process.

Step 2

Select a printer destination.

Step 3

Enter the customer number(s) to report or *'all.'*

Step 4

Enter the prefix or the contract to report or *'all.'* The report prints immediately.

Enter to return to main menu

CUST #.	CUSTOMER NAME..	PRODUCT #.	PRICE..	CONTRACT.CST...	DIR.COST..	DIR.QTYS	BR.COST...	DT.PR.CHANGE
123	Jeff's Tester	B80-955	30.00		27.830	10	29.060	8/18/98
123	Jeff's Tester	z95-004	5.00				1.400	8/18/98

Figure 5-12. Contract Cost Comparison report sample

Step 5

Enter to scroll to the next customer or **Ctrl+X** to break.

5.21 Contract Prices Below Minimum GP%

Print a report of contract prices below inputted minimum gross profit percent.

Step 1

Select a printer destination.

Step 2

Choose cost to compare contract prices against one of the following:

1. BRANCH COST
2. AVERAGE COST

Step 3

Choose one of the following:

1. PRINT CUSTOMER
2. PRINT CONTRACT

Step 4

Enter a warehouse number.

Step 5

Enter a customer or contract number, depending on your answer in Step 3, or **Enter** for all.

Step 6

Enter acceptable minimum gross profit percent.

CUST NO	CUSTOMER NAME	PROD NO	PROD DESCRIPTION	PRICE	AVG COST	GP%	SOLD.12MO	DATE
doc	**** PROGRAM ****	B10-222	12345678901234567345	40.00	31.344	21.6	0	08/18/98
		B80-955	1 501003 PUMP	25.00	20.601	17.6	0	08/18/98

Figure 5-13. Contract Prices Below Minimum Gross Profit report sample.

5.22 Sales by Contract Number

Print a report of sales based on contract numbers.

Step 1

Select a printer destination.

Step 2

Enter a company number or **Enter** for all.

Step 3

Enter the beginning fiscal period (YY/MM)—the fiscal period for analysis use.

Step 4

Enter the ending fiscal period (YY/MM).

Step 5

Enter the contract number or **Enter** for all. The report prints immediately.

05 May 1998	SALES BY CONTRACT/PROGRAM NUMBER FROM 9706 TO 9712			PAGE 1	
PRODUCT	DESCRIPTION	COST	SALES \$'S	QTY	GP%
B10-120	083S DRYER	5.878	7.00	1	16.00
TOTAL FOR CONTRACT/PROGRAM: A		5.878	7.00	1	16.00

S88-004	G303 MOTOR	81.183	120.00	1	32.35
TOTAL FOR CONTRACT/PROGRAM: ACONTRACT		87.061	120.00	1	27.45

Figure 5-14. Sales by Contract Number report sample

Appendix

Screen Column Headings

Name	Meaning
A FLG	Authorization flag
AVG COST	Average cost
BR.COST	Branch cost
CLASS	Product class
COMM%	Commission percentage
CONTRACT.CST	Cost of item on contract
CUST NO	Customer number
DATE CNG	Date of change
DIR.COST	Cost used when buying direct from vendor
DIR.QTYS	Corresponding quantity for direct purchases
DISC%	Discount percentage
DT.PR.CHANGE	Date price changed
EFF.DATE	Effective date
EXP.DATE	Expiration date
GP%	Gross profit percentage
MARG	Cost margin
PRICES	File price
PROD NO	Product number
PROD.NAME	Product name
PRODUCT	Product number
PURCH.CONT	Name of purchaser
QTY BREAK	Quantity break
SALES\$\$S	Sales in dollars
SELL	Sell price
SOLD.12 MO	Quantity sold in last 12 months
VEND	Vendor name

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