



Advanced Pricing - 2009

Agenda

- 2008/2009 Upgrades and FAQ's – Spreadsheet 5.0.20
 - Program Validation
 - 5.21 tracking Program performance: Sales, Cost, Qty
 - Access Stock Status from Menu 5.15 (SS)
 - 12.3.32 Category OH report
 - M5.15 separate vendor – Class
 - M 12.2.8 L to lookup customer class
 - M 11.12 New Columns
 - M 11.2.8 and 11.2.9 New Columns
 - SS P displays sell price now
 - M5.35 New Prompt # 7 same format as matrix upload
 - 01-175 customer name has been added
 - Corp Flyer Pricing and Menu 5.15
 - Branch Specific Pricing
- List Price Change Management
 - New Day End Report of List Price Changes
 - Menu 32.29 List of Motors with List Price Structure Change
- Upload Utilities
 - Implement Non Johnstone Cost Change
 - Upload List Less pricing into 5.15 from sell price
 - LPM Upload

DWMQY Tasks/FAQ/Development Spreadsheet

MENU-5.0

PRICING - DAILY/WEEKLY/MONTHLY/QUARTERLY/YEARLY

09:01:56 15 Apr 2009

1 JFE SMM

1. Daily Tasks
2. Weekly Tasks
3. Monthly Tasks
4. Quarterly Tasks
5. Annual Tasks

19. Pricing FAQ's


20. Development requests

Program Validation – 5.19

```
PRICING PROGRAM MAINTENANCE
PROGRAM: 114-2
1. DESC Eveready Level 2

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

Program Validation Parameter M 35.3 field 11



1. Use 'C'lass or 'T'ype in customer discount maint	T
2. Set each price by warehouse	Y
3. Use List Pricing in Order Entry	Y
4. List Price Multiplier for Flyer	1.0000
5. Clear 50 & 100 Lots on B92-B98,L96-L98,N98	N
6. Menu-5.15 lowest each price	Y
7. PM.21.Price Matrix set to Y on ALL items	Y
8. System wide price markup	
9. Save List Prices for 60 days during weekend EOD	Y
10. Full 32.20 catalog update on weekend	Y
11. Program Validation	Y
12. Use lower Flyer over Matrix	y

Invalid Program

CUSTOMER CONTRACT NUMBER MAINTENANCE - SCREEN 1

CUSTOMER NUMBER : 110466

A AIR PRO INC

1. gator	17.	33.
2.	18.	34.
3.	19.	35.
4.	20.	36.
5.	21.	37.
6.	22.	38.
7.	23.	39.
8.	24.	40.
9.	25.	41.
10.	26.	42.
11.	27.	43.
12.	28.	44.
13.	29.	45.
14.	30.	46.
15.	31.	47.
16.	32.	48.

NOT ON PROGRAM FILE. HIT RETURN.

L to lookup Programs in Menu 5.15,
5.3, customer master when 35.3.11 is
set to Y

```
Page 1 PROGRAM
PROGRAM... desc.....
114-1 Eveready Level 1
114-2 Eveready Level 2
130-1 Bussman Level 1
130-2 Bussman Level 2
152-1 Coleman Cable Level 1
152-2 Coleman Cable Level 2
299-1 Cliplight Level 1
299-2 Cliplight Level 2
306-1 Fluke Level 1
306-2 Fluke Level 2
342-1 Savard Tubing Level 1
342-2 Savard Tubing Level 2
346-1 Spectronics Level 1
346-2 Spectronics Level 2
347-1 AO Smith Water Htrs Level 1
347-2 AO Smith Water Htr Level 2
372-1 Inficon Level 1
372-2 Inficon Level 2
374-1 ATP Level 1
374-2 ATP Level 2_
```

Using Menu 5.21 to track Program Sales

M-5.21 –We have added some sales columns to this report to make it more useful in monitoring activity and effectiveness of your programs. This will list sales, cost and qty for program tracking. The sales values in this report are MTD -Month-To-Date, YTD -Year-To-Date and LY-Last Year. The Cost values in this report are MTD -Month-To-Date, YTD -Year-To-Date and LY-Last Year. The Qty sold values in this report are MTD -Month-To-Date, YTD -Year-To-Date and LY-Last Year.

```

09:26:25 09 Mar 2009  CUSTOMER LIST FOR CONTRACT (114-1)  PAGE 1
CONTRACT.. CUST #..  CUSTOMER NAME          sism cdate... SOLD.. SOLD.. SOLD.. SALES$ SALES$ SALES$ COSTS. COSTS. COSTS.
                MTD   YTD   LY   MTD   YTD   LY   MTD   YTD   LY   MTD   YTD   LY
114-1      109662  ALL CLIMATE SERVICES    032                16                31                14
114-1      6425     BARNES JEWISH SOUTH     008                144  448  844   60  279  791   39  136  382
114-1      110572  BARNES WEST CNTY HOSPITAL 008
114-1      HOT-1    HOT-1 TEST ACCOUNT      222
114-1      110392  JOHNSON CONTROLS - TRIGEN 008
114-1      54550   MARTINS SERVICE         032
114-1      110194  SAUER HEATING & COOLING 064
114-1      80450   ST JOSEPH HOSP - KIRKWOOD 008
  
```


Access Menu Stock Status from Menu 5.15

```

PRICE QUANTITY MAINTENANCE
CPS: p  PROGRAM: large-544      PVCTG: p  PRODUCT: b12-551      ABC: ALL
PRICING TYPE: PROGRAM PRICING  DESCRIPTION: AFE18-60A ALL FUEL KIT

      EACH      BUCKET 1      BUCKET 2      BUCKET A      BUCKET B
QTY    1. 1        6.          11.         16.          21.
DPOINT 2.         7.          12.         17.          22.
DISC%  3.         8.          13.         18.          23.
CPOINT 4. -3       9.          14.         19.          24.
GP%    5. 15.00   10.         15.         20.          25.

DPRICE: 29.69

BRANCH COST: 27.060      26.Effective Date
DIRECT COST: 25.240      27.Expiration Date 09/30/09
                        28.Ignore Pointer

      1          A0768
50.73          C804

Enter Line#, SSStock, Sell S1 S2 SA SB, Backout, DELETE, Edit, 0 to Accept _
  
```

12.3.32 Corp Category/Class OH Report

CATEGORY ON HAND REPORT

ENTER WAREHOUSE (3N) ?001

AT THE FOLLOWING PROMPT, ENTER 307-01;307-02 TO SEE SEVERAL CATEGORIES

ENTER 307] TO SEE ALL CATEGORIES STARTING WITH 307

ENTER CATEGORY(S) OR <ENTER> FOR ALL ?307

```
08:57:45 09 Mar 2009    CATEGORY ON HAND REPORT FOR WAREHOUSE 001    PAGE 1
```

CATEG.	PRODUCT#.....	PROD.DESC.....	QOH	IP.	ROP....	WLOC.	LOC2.	LOC3.	LOC4.	AVG COST	BRANCH COST	DIR.COST.	QTY SOLD.
													12 MONTHS
301-01	L36-045	3L01-140 LIMIT CONTROL	5			1	27B			3.100	3.100	3.020	19
301-01	L36-046	3L01-150 LIMIT CONTROL	1			1	27B			3.100	3.100	3.020	52
301-01	L36-047	3L01-170 LIMIT CONTROL	1			1	27B			3.100	3.100	3.020	9
301-01	L36-109	3F01-110 FAN CONTROL	1			0	27B			3.100	3.100	3.020	7
301-01	L36-110	3F01-120 FAN CONTROL	1			0	27B			3.100	3.100	3.020	4
301-01	L36-111	3F01-130 FAN CONTROL	6			1	27B			3.100	3.100	3.020	7
301-01	L36-112	3F01-140 FAN CONTROL	2			1	27B			3.100	3.100	3.020	9

M5.15 CLASS and Vendor Pricing

If you want to set up 5.15 pricing by product class – for example 411 Motor Mounting Parts - and want to narrow it down further by vendor – you can use this feature to give special pricing to just the Browning Motor Mounting Parts.

To set up this pricing you will use C for PVCTG and enter the product class V vendor number – as seen below.

PRICE QUANTITY MAINTENANCE

```
CPS: p  PROGRAM: 592-1          PVCTG: c  PROD CL: 411V592      ABC: ALL
          PRICING TYPE: Browning Level 1  CLASS DESC: MOTOR MOUNTING PARTS
                                          VENDOR NAME: BROWNING MFG. DIV
```

12.2.8 Customer Class – L to lookup

CUSTOMER CLASS MAINTENANCE

CUSTOMER CLASS: ---

1. DESCRIPTION

2. PROGRAM

00=LPM OVERRIDE N^	0Z=RETAIL CUSTOME^	03=TIM ADLER ^	04=JEFF COLLIER ^
05=BOB BERDING ^	07=RON STOGSDILL ^	08=STEVE CROOK ^	09=MARK MICKE ^
16=JEFF MILLER ^	17=JEFF KELLER ^	18=DAVE NIEDZWIEC^	25=BRUCE SCHAEFER^
32=BILL WRIGHT ^	42=TONY KURTZ ^	49=RYAN LEWIS ^	51=DENNIS HOWELL ^
53=RUSTY GRAHAM ^	59=JOHN McCLELLAN^	60=MERVIN WRIGHT ^	AC=A/C CONTRACTOR^
AI=INSTALLERS - A^	AP=APARTMENTS ^	BE=BUY EFFICIENT ^	B0=BOTTLERS ^
BR=JOHNSTONE BRAN^	CC=CHRISTMAS CARD^	CD=COLEMAN DEALER^	CG=CHRISTMAS GIFT^
CI=CORRECTIONAL I^	CR=COMMERCIAL REF^	DA=DOMESTIC APPLI^	EC=ELECTRICAL CON^
EF=ENGINEERING FI^	EM=EMPLOYEE PURCH^	EV=EVCON DEALER ^	FM=FACILITIES MAI^
GC=GOODCARE CUSTO^	GD=GOODMAN DEALER^	HD=HARDWARE STORE^	HM=HOTEL, MOTEL ^
HS=HOSPITALS ^	IA=INDOOR AIR QUA^	JC=JOHNSON CONTRO^	NA=NATIONAL ACCOU^
NH=NURSING HOMES ^	OL=ON-LINE CUSTOM^	PT=ProTradeNet NA^	RM=RESTAURANT MAI^
RT=RETAIL CUSTOME^	SC=SCHOOLS - PRIV^	SD=STYLECREST DEA^	TS=TEST ^
UN=UNIVERSITIES ^	VD=VENDING COMPAN^	WH=WHOLESALE SUPP	

Menu 11.12 Customer Activity Report – New Columns Customer Class and WHSE

14:07:03 08 Apr 2009 CUSTOMER ACTIVITY REPORT FOR DATES 03/01/09 THROUGH 03/31/09 FOR CUSTOMER # all CO# all PAGE 1

Customer Name	Cust#	ABC	TOTAL-SALES	GP AMT...	Number of... Transactions	Number of... Returns	apd..	lpm.....	CC1	CC2	CC3	CC4	CC5	WHSE
1ST CHOICE HTG & COOLING	112310	N	30.00	14.56	1	0		0.4950	AC					
A & A APPL - WASH PARK	500	D	100.51	38.82	2	0	45	0.4750	AC					
A & H MECHANICAL CONTRACTI	105455	D	4.29	2.37	1	0	11	0.4950	AC					
A & OL INC.	111789	D	353.90	114.56	1	0		0.4550	AC					
A ACCURATE REFRIGERATION	102407	D	76.52	25.25	3	0	1	0.4850	AC					
A ALL APPLIANCE SERVICE	11755	B	701.14	306.20	10	0	11	0.4650	AC	NA				
A AND S REFRIGERATION SERV	300	D	164.43	69.97	5	0		0.4850	AC	OL				
A B BERENDS	103926	D	55.88	17.10	2	0	57	0.4950	AC	OL				
A TO Z ENTERPRIZES	110397	C	807.17	352.29	3	0	-4	0.4850	AC					
A'S HEATING & COOLING INC	327	A	1702.73	392.97	11	1	20	0.4650	AC					
A-1 BUDGET HTG & CLG	111404	C	1794.82	520.79	5	1	1	0.4850	AC					
A-J FRANJIC HTG & CLG	110238	A	3759.30	1,150.81	10	1	3	0.4550	AC	GC				
A. BEHRENS APPLIANCE SERVI	7500	D	42.66	8.86	1	0	-1	0.5050	DA					
AAA HEATING AND COOLING	850	D	0.00	0.00	1	0	30	0.4750	AC					
AAA SERVICE	109006	D	130.52	50.30	3	0		0.4950	AC					

M 11.2.8 and 11.2.9 – Added the LPM

11.2.8 Comparative Sales by Customer

```
ALL          ===== COMPARATIVE SALES BY CUSTOMER =====  
100         A & A REFRIGERATION          025 BRUCE SCHAEFER  
LPM: 0.4950
```

11.2.9 Comparative Sales by Salesman

```
REPORT NO 4          ALL COMPANIES          TIME: 14:13:04    DATE: 04/08/09  
SLSM: 000    NOT ASSIGNED          COMPARATIVE SALES BY SALESMAN          PAGE: 1  
  
***** C U R R E N T   Y E A R *****          ***** L A S T   Y E A R *****  
  
15          PREFERRED CASH CUSTOMER          SLMN: 000 NOT ASSIGNED          LPM: 0.5750
```

SS – P for Pricing \$ Sell Price

5.15 Product Pricing

CONT.NO 525-1
A.PROD# B92-910
QTY.EACH 1
DP.EA 04
SELL.PRICE 175.30

CONT.NO 525-2
A.PROD# B92-910
QTY.EACH 1
DP.EA 03
SELL.PRICE 184.29

5.35 Matrix File Listing

New Prompt # 7 Columns. Columns in the same order as 5.20.2 update Matrix from Excel for ease of uploading changes back into the system

Customer Price Matrix File Listing

Column options:

1. Each Columns
2. Bucket 1 Column
3. Bucket 2 Column
4. Bucket A Column
5. Bucket B Column
6. All columns - this requires running on a PC into a FT
7. COLUMNS - same as 5.20.2. Update Matrix from Excel

Enter 1-7 ?

01-175 Contracts with Cost Changes - New Column for Customer Name

```

005:38:23 08 Apr 2009      CONTRACT PRICES WITH COST CHANGES      PAGE      1

PRODUCT      CUSTOMER/CONTRACT      OLD BR COST  NEW BR COST  OLD DIR COST  NEW DIR COST  CPRICE      G/P%

S87-903      49275      LACLEDE GAS COM      6.450      6.380
L97-630      LARGE-544      657.890      616.020      604.061      604.061      665.28      7.40
L98-386      LARGE-544      560.970      525.270      515.070      515.070      567.27      7.40
005:38:29 08 Apr 2009      CONTRACT PRICES WITH COST CHANGES      PAGE      1

PRODUCT      CUSTOMER/CONTRACT      OLD BR COST  NEW BR COST  OLD DIR COST  NEW DIR COST  CPOINT      GP%

L97-630      544-1      657.890      616.020      604.061      604.061      -3      20.00
L98-386      544-1      560.970      525.270      515.070      515.070      -3      20.00
R53-412      EDLP      45.490      43.890      40.860      39.440      -1      32.00
R53-412      15      PREFERRED CASH      45.490      43.890      40.860      39.440      -1      35.00

```

Corp Flyer VS Menu 5.15 pricing

- New parameter has been created
35.3.12 Use lower Flyer over Matrix
- When set to Y – the system will use the lower price between the matrix and the Corp flyer price.

```
PRICING PARAMETER MAINTENANCE
1. Use 'C'lass or 'T'ype in customer discount maint      T
2. Set each price by warehouse                          Y
3. Use List Pricing in Order Entry                      Y
4. List Price Multiplier for Flyer                      1.0000
5. Clear 50 & 100 Lots on B92-B98,L96-L98,N98          N
6. Menu-5.15 lowest each price                          Y
7. PM.21.Price Matrix set to Y on ALL items            Y
8. System wide price markup                             Y
9. Save List Prices for 60 days during weekend EOD      Y
10. Full 32.20 catalog update on weekend                 Y
11. Program Validation                                  Y
12. Use lower Flyer over Matrix ←                       y

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

Branch Specific Pricing

Set up program EDLP4 – which corresponds to warehouse 004. This sell price is only given to customers that buy from this Branch

```

PRICE QUANTITY MAINTENANCE
CPS: p  PROGRAM:  edlp4          PVCTG:  p  PRODUCT:  b92-910      ABC:  ALL
        PRICING TYPE: PROGRAM PRICING      DESCRIPTION: R410A-25 REFRIGERANT

          EACH          BUCKET 1          BUCKET 2          BUCKET A          BUCKET B
QTY      1.  1          6.          11.          16.          21.
DPOINT   2.          7.          12.          17.          22.
DISC%    3.          8.          13.          18.          23.
CPOINT   4.  -1          9.          14.          19.          24.
GP%      5.  18.50      10.          15.          20.          25.

DPRICE:  179.91

BRANCH COST:  146.630          26.Effective Date
DIRECT COST:  143.750          27.Expiration Date
                                   28.Ignore Pointer

          1          2          3          4          5          6          7          8          9
          229.95          229.95          229.95          229.95          229.95          229.95          229.95          229.95          229.95
          A0119
          C1192

Enter Line#, SStock, Sell S1 S2 SA SB, Backout, DELETE, Edit, 0 to Accept
1- END          4- TNO          5- CACT          6- CACT          7- COST          8- COP
    
```

List Price Management – JEN Pricing Center

The screenshot shows a Windows Internet Explorer browser window displaying the Johnstone Supply Pricing Center website. The browser's address bar shows the URL: <http://sp.johnstonesupply.com/C17/Pricing%20Center/default.aspx>. The website header includes the Johnstone Supply logo and navigation links: Home, News, Johnstone Documents, JXI, JEM, Pricing Center (selected), National Accounts, Order Information, and Account Summary. A search bar is located in the top right corner of the page.

The main content area is divided into several sections:

- Current Location:** Home > Pricing Center
- Actions:** Add to My Links, Alert Me
- General:**
 - ProdCatList.xls (PRODUCT CATEGORY LIST)
 - Case Quantity Program.xls
- Price Change Information:**
 - Upcoming Price Changes
 - Price Change Bulletins
 - Commodity Pricing
 - List Price Structure Change
- Additional Resources:**
 - American Metals Market
 - CNN Money Commodity Futures
 - The Dismal Scientist
 - The Journal of Commerce
 - Metal Commodity Charts
 - Metal Prices
 - US Department of Labor Statistics
- Contacts:** A table listing marketing managers by department.

Contacts Table:

Please contact the appropriate Marketing Manager with questions or concerns			
Department	Name	Phone	Email
A – Commercial & Specialty Equipment	Chris Swanson	503-419-9011	chris_swanson@johnstonesupply.com
C – Commodities	Mark Westerback	503-419-9063	mark_westerback@johnstonesupply.com
E – Equipment	Lori Hayes	503-419-9055	lori_hayes@johnstonesupply.com
H – Tools	Ryan Thompson	503-419-9001	ryan_thompson@johnstonesupply.com
L – Controls & Hydraulics	Bill Jatho	503-419-9023	bill_jatho@johnstonesupply.com
P – Motors & Components	Judi Carpenter	503-419-9009	judi_carpenter@johnstonesupply.com
R – Refrigeration	Mark Westerback	503-419-9063	mark_westerback@johnstonesupply.com
S – Air & IAQ	Jeff Schultz	503-419-9031	ieff.schultz@johnstonesupply.com

The browser's taskbar at the bottom shows the Start button, several open applications, and the system tray with the time 9:57 AM and 100% zoom level.

EOD 01-182 List of Products with Price Changes

005:19:45 01 Apr 2009

PRODUCTS WITH PRICE CHANGES PAGE 1

AOC	VEND	PRODUCT	DESCRIPTION	OLD EA PRICE	NEW EA PRICE	OLD LIST PRC	NEW LIST PRC	SOLD.12MO	FLYER	BLOCK	MENU-5
A600	B12-380	B1370803	DEFROST ST	11.48	6.57	25.51	14.60	4		*	
A475	B13-509	A31614	5PK FLR ADPT	18.83	25.10	41.85	55.78	11		*	5.3
A499	B14-488	032F1162	EVR 6 1/2"O	41.89	54.40	93.09	120.89	29			
A499	B14-489	032F8078	EVR 6 1/2"S	41.89	46.26	93.09	102.80	3			
A499	B14-490	032F7115	EVR 6 3/8"O	41.89	54.40	93.09	120.89	59			
A499	B14-491	032F8071	EVR 6 3/8"S	41.89	46.26	93.09	102.80	6			
A499	B14-499	032F1189	EVR 25 1 1/	232.87	302.44	517.51	672.11	0			
A499	B14-504	032F1190	EVR25 1-1/8	266.19	352.60	591.55	783.58	-1			
A499	B14-505	032F1179	EVR32 1-5/8	349.40	453.76	776.47	1008.39				
A597	B16-905	2EC04700924	ENTHLPY	99.46	87.27	221.03	193.94				
A597	B17-042	2EC06700124	TRANSFOR	47.51	41.69	105.58	92.65			*	
A597	B17-043	2AC04700724	HP ECON	25.77	22.61	57.27	50.25			*	
A724	B17-151	ASP-MW-115	MINI WHIT	99.99	81.99	293.21	182.21	0	*		
A537	B81-030	801062	KL20-1ULT W/T	46.54	63.45	103.43	141.00	15			
A537	B81-031	801226	PAB3X-1T	78.00	91.47	173.34	203.27	4		*	
A499	B81-292	MT125HU-460	460V COM	1744.02	1875.72	3875.74	4168.41	2			
A597	B82-159	1FA0403	MANUAL DAMPE	57.15	43.46	127.00	96.58			*	5.3
A597	B82-160	1FA0404	MANUAL DAMPE	86.42	65.72	192.05	146.05			*	5.3
A597	B82-161	1FA0406	MANUAL DAMPE	71.09	54.06	157.98	120.14			*	5.3
A597	B82-162	1FA0411	MAN DAMPER	142.17	108.12	315.94	240.28			*	5.3
A597	B82-163	1FA0412	MAN DAMPER	157.50	119.78	350.01	266.19			*	5.3
A597	B82-164	2MD04702724	MOT DAMP	435.67	382.30	968.19	849.59				
O705	B82-511	PGMDD101/102	MANDWN	76.15	66.00	169.23	146.67			*	5.3
A705	B82-512	PGMDD103	MAN DWNFL D	80.72	69.96	179.38	155.47			*	5.3
O705	B82-513	PGMDMD101/102	MTRDWN	190.38	165.00	423.08	366.68			*	5.3
O705	B82-514	PGMDMD103	MTR DWNFL	198.00	171.60	440.02	381.35			*	5.3
A597	B84-299	1RD0410	100 BRO REL	71.67	62.89	159.27	139.76				
A597	B84-300	2EE04703724	SGL ENT	522.25	458.26	1160.60	1018.39				
O705	B84-306	25FD3672	25% MN AIR	83.77	72.60	186.16	161.34			*	5.3
O705	B84-307	25MFD3672	25% MR AIR	198.00	171.60	440.02	381.35			*	5.3
A515	B92-001	1/2X50	COPPER TUBING	53.57	45.26	119.05	100.58	89		*	5.15/3
A515	B92-002	1/4X50	COPPER TUBING	25.59	23.22	56.87	51.60	128		*	5.15/3

New Day End Report of List Price Changes

- You must have Parameter 35.10.4 List of Contract Prices with Cost Changes - set to Y to begin storing prices for this report.
- Menu 5 Column:
 - 5.15 in this column = there is a 5.15 matrix for this product with a DPOINT of 0 or 23
 - 5.3 in this column = there is a 5.3 fixed price for this product
 - 5.15/3 in this column = there is both a 5.15 matrix and a 5.3 fixed price for this product

EOD Update Parameter Maintenance

1. Print List of New Products to Maintain	N
2. Bulk Maintain New Products	Y
3. List PO's with Different Costs than Received	Y
4. List of Contract Prices with Cost Changes	Y

Best Practices for List Price Change

- If you have special pricing (5.3/5.15) set up for the product – review and make a decision if you need to update pricing or leave it alone
- List Price – allow transmission to update list price
- Communicate the changes to your Sales Team – so that they can inform your customers

Menu 32.29 – List of Motors with Matrix Pricing

07:37:05 07 Apr 2009 List of Motors with Matrix Pricing Page 1

a.prod.no.	desc.1.....	cat.page	ea.price.	list.each.	matrix
S80-115	FSE1016SF 1/6HP HEATMSTR	75	79.63	176.96	5.3
S80-116	FSE1026SF 1/4HP HEATMSTR	75	53.99	156.67	5.3
S80-117	FSE1036SF 1/3HP HEATMSTR	75	55.89	166.07	5.3
S80-118	FSE1056SF 1/2HP HEATMSTR	75	82.93	184.30	5.3
S80-119	FSE1076SF 3/4HP HEATMSTR	75	116.32	258.50	5.3
S80-120	FE1016SF 1/6HP HEATMSTR	75	75.45	167.67	5.15
S80-121	FE1026SF 1/4HP HEATMSTR	75	60.49	172.96	5.15
S80-122	FE1036SF 1/3HP HEATMSTR	75	65.99	183.27	5.15
S80-123	FE1056SF 1/2HP HEATMSTR	75	91.52	203.38	5.15
S80-124	FE1076SF 3/4HP HEATMSTR	75	111.38	247.52	5.15
S80-125	ORM5458F 1/3-1/6HP HMSTR	75	77.64	172.54	5.3
S80-126	ORM5458BF 1/3-1/6HPHMSTR	75	79.37	176.38	5.3
S80-127	ORM5488F 1/3-1/8HP HMSTR	75	101.22	224.94	5.3
S80-128	ORM5488BF 1/3-1/8HPHMSTR	75	109.27	242.83	5.3
S87-774	3053 GP SPLIT PH 2SPD MT	40	194.89	433.10	5.15
S88-090	6880 48FR 1/3HP COND FAN	73	70.28	156.18	5.15

Communication to your Sales Team

- Pricing Goals and Strategy
- Upcoming Cost/Price Changes Communication to Sales Team for communication to your Customers

Upload Utilities M 5.20

- You can use these Upload utilities to create several efficiencies when maintaining Costing, Pricing, and Customer Information. If it is your first time we always recommend running a test with just a couple of items to ensure that you are using the correct format/columns.
- 1. Update Contracts from Excel (old 5.9) – You can update 5.3 prices and expiration dates, product costs, Each Price, product descriptions, ETC
- 2. Update Matrix from Excel – Update 5.15 prices here
- 3. Update Contract Prices from Quote (old 5.28)
- 4. Copy 5.15 Matrix Contract/Customer (old 5.30) – copy pricing from customer/contract to another
- 5. List Price Multiplier Upload (12.2.42) – update customer multipliers
- 6. Setup Matrix by Percentage
- 7. Convert Programs from Cost plus to List less
- 8. List of Unused Pricing Programs
- 9. Upload Matrix List Less from Excel – Set up list less matrix pricing

Implement Non Johnstone Cost Change

- Generate spreadsheet of Product numbers and Branch Cost/Direct Cost/List Price. You can use Menu 12.3.38 Product Pad (FT) for this.
- Send a copy of this spreadsheet with just the product numbers included to your vendor and have them provide you with the NEW costs. If this is a Corp Vendor – there may be an adder involved. You will want to verify that they are giving you the new costs with or without the adder if applicable.
- Once you have the spreadsheet with the new costs you must make a decision if you are going to update the Each and List Prices. IF so, update on the spreadsheet accordingly.
- Use Menu 5.20.1 to Update Direct/Branch/List and Each Prices as necessary.
- Do you want to maintain any 5.3 or 5.15 pricing? If so use 5.32.2 and 3 for matrix pricing and 5.23 for 5.3 prices.



LPM Upload M 5.20.5

- **Description:** This menu path M-5.20.5 allows you to bulk maintain your customers' list price multiplier from a spreadsheet.
- **Why Use it:** Instead of having to access customer master maintenance to change your customer List Price Multipliers in M-12.2.2.2, screen 2, field 37 for each and every customer you want to change, you can setup a spreadsheet in a specific format/layout and upload as few or as many customer multipliers as you want. ****This works really well in conjunction with Menu 12.2.40 Customer ABC Report.****
- Column A Customer Number – watch out for Leading ZEROS – make sure that column is formatted to TEXT
- Column B – Multiplier – must be 4 digits after the decimal EX .5000

This program will update Customer Master Screen Two field 37.LIST PRC MULT with the multiplier information provided from your spreadsheet. Make sure the file 'listprc.txt' is in the 'c:\pick' folder on your PC before beginning.

Enter 'Y***' to continue or 'END' to quit: _

Upload List Less pricing into 5.15 from sell price: 5.20.9

Menu Path 5.20.9 allows you to upload a Price.txt file into the system to update Program or Contract List Less (Dpointer 23) Pricing in Menu 5.15 with just the sell price.

- You will use Column A = Program Name (IE EDLP), **if you are not updating a program then you MUST enter NONE in this column.**
- Column B= customer number
- Column C : Part number.
- Column D : desired price (you must have the column formatted for number NOT currency)

Once that you have the columns in place you will save the file here: c:\PICK folder as price.txt.

If this is your first time using the utility we recommend doing a some test runs updating only a couple of items. Once you have verified that the test runs went smoothly – you can begin to use this upload for more items.



Example 5.20.9 spreadsheet

A	B	C	D
EDLP		B10-412	74.08
EDLP		B10-413	80.00
EDLP		B10-414	81.00
EDLP		B10-415	82.00
EDLP		B10-416	83.00
EDLP		B10-417	84.00
EDLP		B10-418	85.00
EDLP		B10-419	86.00
EDLP		B10-420	87.00
NONE	15678	B10-421	88.00
NONE	15678	B10-422	89.00
NONE	15678	B10-423	90.00
NONE	15678	B10-424	91.00
NONE	15678	B10-425	92.00
NONE	15678	B10-426	93.00
NONE	15678	B10-427	94.00
NONE	15678	B10-428	95.00

Questions???

