

Quantity Price Breaks



InterAcct
SOFTWARE PTY LTD

The standard InterAcct system (with the "Distribution" software module) offers a multi level pricing matrix. A recent customer has had this extended to provide Quantity Price Breaks as well.

The lowest 'level' in the Pricing Matrix is Customer Contract Pricing on a single product – with an expiry date. This too has the Quantity Price Break added. Next, you can define a customer's pricing by Price Level by Product Group – with an optional discount %. Then, you can have a default Price Level (with optional discount %) for a customer.

If none of these customer based price levels are used (see separate Software Profile on **Customer Price Lists**), then the Product Item pricing is used – with up to ten quantity breaks being defined by item.

The screenshot displays the InterAcct Master software interface. The main window shows product details for 'LIQUIBAR' (BARIUM). A 'Menu' is open, highlighting '9. Selling Price Levels'. Below the menu, a 'SELLING PRICES list' window is visible, showing a table with columns for Level, Price \$, Incl GST \$, Profit \$, Margin %, Markup %, Qty Break A, Price A \$, Qty Break B, and Price B \$.

Level	Price \$	Incl GST \$	Profit \$	Margin %	Markup %	Qty Break A	Price A \$	Qty Break B	Price B \$
1 1LIST	16.90	18.59	5.90	34.91	53.64	5	16.75	10	16.50
2 2TRADE	16.06	17.67	5.06	31.51	46.00	5	16.00	10	15.90
3 3W/SALE	15.21	16.73	4.21	27.68	38.27	5	15.10	10	15.00
4 4DISTRIB	14.37	15.81	3.37	23.45	30.64	5	14.30	10	14.25
5 SPECIAL1	0.00	0.00	0.00	0.00	0.00	5	0.00	10	0.00

InterAcct Demo - [ITEM CONTRACT PRICING - display , Daiken Air Conditioner, Cool 2.5KW, Heat 3.5KW]

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Group	Stock Item	QtyA	QtyB	QtyC	QtyD	QtyE	Price D \$	Margin %	Price \$
AIR-CON	FTXG25FVM.AW	0	1	2	5	6	1,890.00	40.48	1,890.00
							1,800.00	37.50	0.00
							1,790.00	37.15	0.00
							1,750.00	35.71	0.00
							1,745.00	35.53	0.00

Description: Daiken Air Conditioner, Cool 2.5KW, Heat

Customer Name: CORENTMO
Corporate Enterprises Pty Ltd, Trevor Jo

List Price \$: 1,995.00
Net Price \$: 1,890.00
Net Aust \$: 1,890.00
Last Cost \$: 1,125.00
Profit \$: 765.00

Order Date:
Last Order Qty: 0.00
Used Price \$: 1,890.00

Expiry Date: 31-Dec-2010

Menu

1. View : Customer File
2. View : Debtor's Info
3. View : Customer Price List
4. Update Customer Price List

Form help Field help

This file updates the customer contract pricing file.

This screens shows the Customer Contract Pricing file for a Product Item.

Here you can see the Net Contract Price \$, and the resultant profit margin.

That contract price has an Expiry Date, and if exceeded at the time of Order Entry, an error "stop" message will appear.

Contract Pricing has been extended to show Quantity Price Breaks for this customer.

InterAcct Master - [MULTIPLE PRICE LEVELS - display , BARIUM, Brand-Type/Size, Liquibar - Barium Enema

File Record Edit View Go Advanced Menu Graph Design Help

Group: BARIUM Item: BABAG500
 Description: Liquibar - Barium Enema Pre-Filled Bags 500ml

Net Cost \$: 11.0000
 List \$: 16.90

		Qty Break A	Qty Break B
Price level 1	1LIST	5	10
Price level 2	2TRADE	16.75	16.50
Price level 3	3W/SALE	16.00	15.90
Price level 4	4DISTRIB	15.10	15.00
Price level 5	SPECIAL	14.30	14.25
		0.00	0.00

PRICE LEVELS

	Price Level Description
1	List Price
2	Trade Price
3	Wholesale Price
4	Distributor Price
5	Special Customers
6	Special Customers - Wholesale

This is the file where you can define your prices – for up to five different levels in this example.

It would be possible to have the quantity price break prices calculated automatically – maybe based on a simple percentage discount formula.

This file automatically updates the Stock Item pricing by Level file – and shows the affect of gross profit margins.

InterAcct Master - [SELLING PRICES - display , BARIUM, Brand-Type/Size, Liquibar - Barium Enema Pre-F

File Record Edit View Go Advanced Menu Graph Design Help

Group	BARIUM	Item	BABAG500
Incl GST \$	18.59	Level	1LIST <input type="button" value="Search"/>
Net Cost \$	11.0000	Price \$	16.90
Profit \$	5.90	Margin %	34.91
Disc Factor	1.000000	Qty Break A	5
Markup %	53.64	Price A \$	16.75
		Margin %	34.33
		Qty Break B	10
		Price B \$	16.50
		Margin %	33.33

Menu

1. Go back one step
2. Multiple Price Levels
3. Client Group Pricing
4. Customer Contract Pricing

Form help **Field help**

This file can be used to create any number of 'special' selling prices for this product.

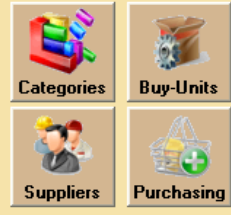
This screen is taken for the Product Item by Price Level file. It shows the base price for this price level (List), and the two quantity break prices – with the resultant profit margins.



Group: AIR-CON Status: C Serial/Batch? Y Supp Id: DAIKINCH
 Item Code #: FTXG25FVM.AW Supp #: Bar Code:
 *Description: Daikin Air Conditioner, Cool 2.5KW, Heat 3.5KW Category: SPLIT
 Type ? B Daikin Australia Pty Ltd Buy Unit: EACH
 Kg #: 5.50 Sell #: EACH

Buy Cost \$	1,125.0000	Open Bal #	4.000
Net Cost \$	1,125.0000	In Qty #	9.000
GST Tax \$	112.5000	Out Qty #	4.000
Average \$	1,091.6667	Adj Qty #	0.000
In Stock \$	9,825.00	In Stock #	9.000
Markup %	75.00	Reserve #	6.000
Sugg Sell \$	1,968.75	AvailQty #	3.000
List Price \$	1,995.00	S/Orders #	8.000
Margin %	43.61	B/Orders #	2.000
Diff %	3.02	F/Orders #	0.000
Labour #	1.25	P/Orders #	10.000
Last Rec'd		Net Qty #	11.000

- Menu**
1. Add Next Stock Item
 2. Product Item Elements
 3. Suggested Re-Order
 4. View : Stock Movements
 5. View : Transactions
 6. Where Item Used
 7. Serial Numbers
 8. Alternates, Supercessions
 9. Disclaimers
 10. Selling Price Levels
 11. Customer Pricing
 12. View : Backorders
 13. View : Purchase Orders
 14. Auto Create Purchase
 15. Product Description
 16. Alternate Suppliers
 17. View : Monthly Sales
 18. Print : Profile



Show Image



SELLING PRICES list , Daikin Air Conditioner, Cool 2.5KW, Heat 3.5KW

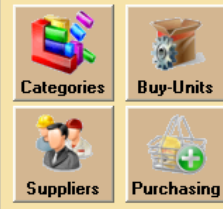
	Level	Price \$	Incl GST \$	Profit \$	Margin %	Markup %	QtyA	Price A \$	QtyB	Price B \$	QtyC	Price C \$	QtyD	Price D \$
1	1LIST	1,995.00	2,194.50	870.00	43.61	77.33	1	1,990.00	5	1,895.00	20	1,850.00	50	1,800.00
2	2TRADE	1,895.25	2,084.78	770.25	40.64	68.47	1	1,890.00	5	1,880.00	9	1,870.00	20	1,825.00
3	3W/SALE	1,795.50	1,975.05	670.50	37.34	59.60	1	1,780.00	9	1,760.00	20	1,725.00	50	1,700.00
4	4DISTRIB	1,695.75	1,865.33	570.75	33.66	50.73	1	1,680.00	9	1,650.00	20	1,600.00	50	1,575.00



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Show Image



ITEM CONTRACT PRICING list , Daikin Air Conditioner, Cool 2.5KW, Heat 3.5KW

	Customer Name	Net Price \$	Margin %	Expiry Date	Last Order Qty	QtyA	Price A \$	QtyB	Price B \$	QtyC	Price C \$	QtyD	Price D \$
1	Acme BHP Company of NSW	1,900.00	40.79	31-Dec-10	0.00	1	1,850.00	10	1,800.00	20	1,780.00	0	0.
2	Corporate Enterprises Pty Lt	1,890.00	40.48	31-Dec-10	0.00	1	1,800.00	5	1,790.00	9	1,750.00	20	1,745.