SPECIAL PRICING

Lakeshore has a variety of ways that you can use to assign a special price to an item.   This discussion will describe what strategies are available as well as the priority in which the price is selected, if a particular item may qualify for several pricing schemes.

Some of the methods allow you to set an expiration date.   If you do not need an expiration date, leave the field blank and the pricing will be used indefinitely.   If you set an expiration date, the pricing will be ignored once the current date is past that expiration date.
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Prices will be assigned to a line item on an order according to the following priority:

Override Price

If a specific price for an item is entered on the order, this will override any other pricing scheme and that exact price will be used.   You will see the characters **Ov** beside the price when you display the order in the future or by the word **Override** displayed beside the price on the invoice.

Customer/Design/Item

A special price can be selected based on a combination of customer number, design number and item number. Design number can apply to a specific logo or combination of logos such as "XYZ logo embroidered on left pocket".   You can also assign design number to a program or other code.   For example, a shirt with an ABC logo gets the special price but a shirt with any other logo gets the regular price.

Some features of this type of pricing:

- You can include up to 10 price breaks
- The combination is set up on the *customer pricing* screen. See a screen shot on the next page.
- The item number does **not** have to be on the item file
- The design number does **not** have to be valid but it is highly recommended that you set these up for future reference
- You can set an expiration date.

If you do not see the "design/item" option on the customer pricing screen and/or do not see the design number prompt on the line item of the order, you may need to "turn on" the design option.   You can do this by going to

Reference Information
      System Options
            Reference Information

At the bottom of the screen, there is an option labeled "Do you want the computer to generate design numbers?"   You would need to change this from "Don't use" to either "Yes" or "No".   The "Yes" response would be the one usually used. Answer "No" only if you have some sort of special numbering scheme you want to use.   Once you change this option, you should start seeing the design-related prompts.

Special price for a specific customer/item combination

The customer gets this specific price on the item.

Some features of this type of pricing:

- You can include up to 10 price breaks.
- It is set up on the *customer pricing* screen.
- The item number does **not** have to be on the item file.   If it is on your item file, the current pricing on the item file will be called up as your initial default.
- You can set an expiration date.

Coop/Price Group pricing

This type of pricing lets you assign a specific price to a group of customers.   Typical examples would be wholesale/retail pricing schemes or corporate/employee pricing where the corporate office pays one price and an employee or store pays another.

Some features of this type of pricing:

- The special price is assigned only if the coop number is entered on the order.
- You can include up to 10 price breaks
- The item number must be a **valid** item number

- You can set an expiration date.
- If a customer ALWAYS gets the special pricing, then you can enter the coop number on the customer file and it will automatically fill in on the order when you select that customer.

You can assign the coop number on the general information screen of the order and the coop price will be applied to all items entered on the order that are set up with a special coop price. Any items that are not set up in the coop will get regular pricing.

You can also select a coop price for a specific line item only by clicking on the look up icon beside the unit selling price on the order.

To set up coop pricing, follow these steps:

1.   Enter the most commonly used prices on the item file; customers/orders getting that pricing do not require any coop number to be entered. For example, if you are setting up wholesale/retail pricing and most customers are retail, enter the retail prices on the item file.

Another approach would be to assign the higher price on the item file and the discounted price on the item file.

2.   Assign a 4-digit coop number by going to

Reference Information
        Inventory
                Set up Coop/Price Group

3.   Add items to the coop by going to

Reference Information

        Inventory
                Set up Coop/Price Group pricing

4.   If certain customers always get only one set of coop prices, enter that coop number on the customers' data.   The coop number on the order will be filled in when you select the customer. If a customer can get more than one type of coop pricing, you will have to enter it on an order-by-order basis.

Special price for a class of items

This type of pricing is useful if you want to give special pricing to certain types of items.   For example, suppose your customer primarily buys ribbons from you but occasionally buys other types of items.   If you want to give the customer "end quantity" on the ribbons but regular pricing on the other types of items, this pricing scheme works well.

To define a price class, go to

Reference Information
        Inventory
                Price Class

The grouping of items is done by assigning each item in the group a single 2-digit **price class** on the item file.

Then, on the **customer pricing** screen, set up the pricing strategy you have used for that customer. It will be applied to all items in the group. There are several pricing strategies available for this type of price and these are described below.

A couple of points to remember for this type of pricing:

● Items must be set up on the item file
● Items can be in only one price class
● Items that do not have any price class pricing can have a price class of zero

Default special pricing (zero price class)

You can also use one of the pricing strategies to assign special pricing to any item that does not have one of the other pricing schemes assigned.   For example, if a customer gets a special price on 2 items and end quantity on everything else, you would set up special prices for the 2 items, then set up the default pricing as "end quantity".

The set up for this method is similar to the one for a price class but the price class is entered as zero.

A list of the various pricing strategies that can be used for the price class pricing is included at the end of this document.

Standard Price Breaks

The price assigned when you enter the item on the order will be based on the quantity break pricing set up on the item file.

If the item also has colors and sizes, you can indicate on an item-by-item basis whether you want to combine quantities to determine the appropriate quantity break.

IMPORTANT NOTE ON ALL PRICING TIED TO COMBINING QUANTITIES

When you enter an item on the order, the pricing related to that specific quantity is initially assigned. Once you finish entering the item and click on the Done key or the left or right arrow key, then the rest of the items on the order are reviewed to see if any quantities need to be combined.   If so, the price is updated on any of the items that are affected.

For example, suppose you combine colors of an item to determine the price break and an order is entered for 100 red items.   The 100-quantity break price will be assigned.   On the next line, you enter an order for 100 white items.   The 100-quantity break price will also initially be assigned as well.   When you click on Done, the combination pricing will be checked and BOTH items will be assigned the 200-quantity break price.

Therefore, if you are entering an order where this type of combination pricing may apply, wait until all items have been entered before you review the pricing.

Pricing Strategies used for Price Class definitions

The following pricing strategies are available for the "price class" and "default" definitions:

Standard quantity breaks

This is the default way items will be priced if you do not enter any kind of special pricing for the customer.

Combine quantities for all items in the class

The quantities of all items on the order that are assigned to the same price class are combined to determine the quantity used for quantity break pricing. This is similar to the combining of colors or sizes of a specific item that is described above.

This particular method is only used for items assigned to a specific price class and is not used for the default (price class zero) pricing.

Fixed column

With this type of pricing, the pricing will always be the specified column in the quantity breaks no matter the quantity ordered.

If the specified column doesn't exist (column 4 pricing is assigned and the item only has 3 price breaks), the end quantity price for that item will be used.

End quantity less discount percent

The price assigned to the highest quantity break that is set up for the item will always be used

In addition, you may specify an additional discount percentage to be used. For example, you can assign the end quantity less 10% discount.

List less discount percent

The list price of the item on the item file will be the basis of the calculated price. You then specify the discount percentage you want to give. An example would be 10% off list price.

The percentage can be zero. There are no quantity breaks with this pricing scheme.

Cost plus mark up percent

The cost of the item will be the basis of the calculated price. You can specify whether you want the cost to be the reference cost, including appropriate price breaks, or the current cost. Which type of cost to use is specified when you set up this method on the customer price set up screen.

Note that this is a MARKUP percentage not a discount or a gross profit percentage. So if the item has a cost of $1.00 and a mark up of 100%, then the selling price would be $2.00.

Next column

The appropriate quantity break will be determined based on the quantities on the order and whether you combine quantities based on size, color or price class. The selling price on the **next** price break higher will be used. For example, if the quantity falls in the second level, the selling price in the third level will be used. If there are no additional levels available, the customer gets end quantity.