



Packaging 3000 Bulletin

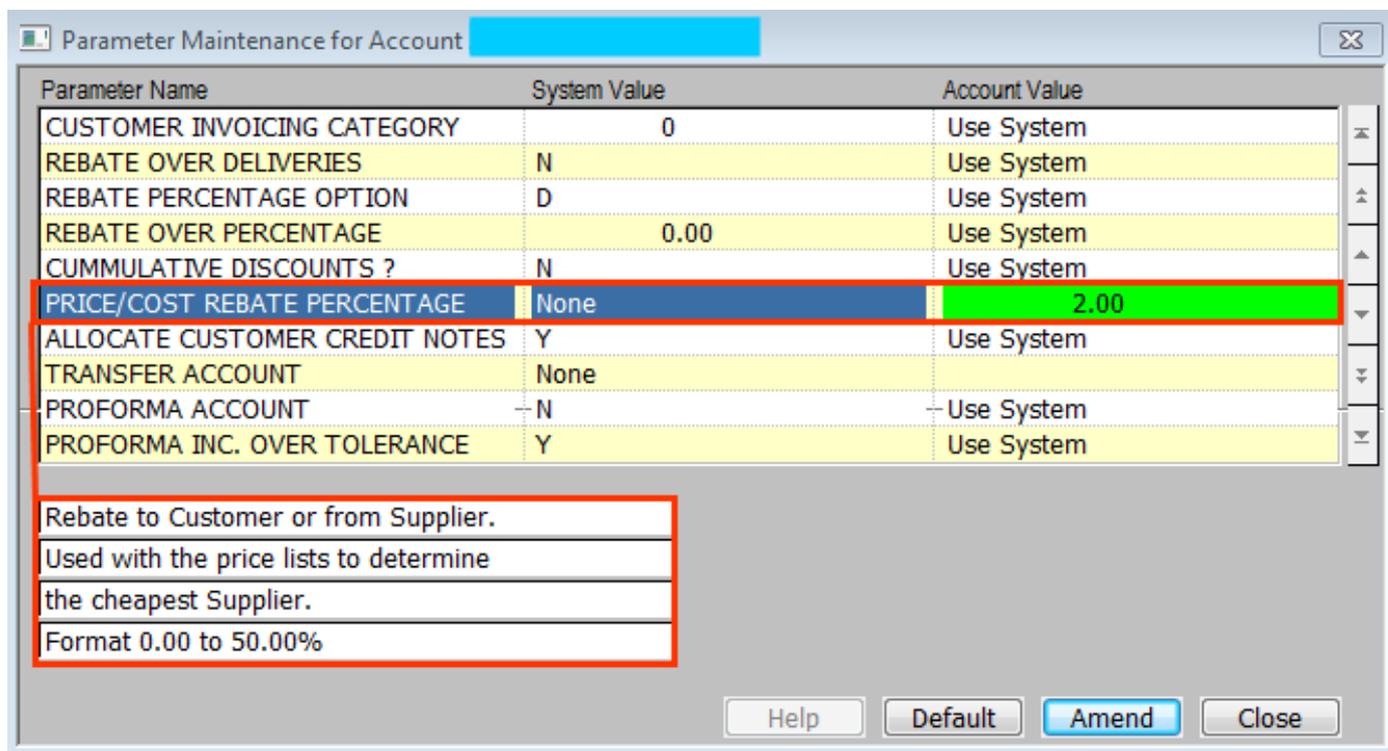
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Customer Rebates

Given the increasing prevalence of rebates for larger customers, we have added a feature to enable you to apply any customer rebates which exist when estimating. The rebate value can logically only be set at customer level. To amend this you need to take the following route:-

- Packaging 3000
- System Maintenance
- Customers and Suppliers
- Customer / Supplier Parameters
- Customer Parameters
- By Customer
- Select the Customer
- Accounts Parameters

Here, you can set/amend the % Rebate that you wish to take into account when costing for a customer.



Parameter Name	System Value	Account Value
CUSTOMER INVOICING CATEGORY	0	Use System
REBATE OVER DELIVERIES	N	Use System
REBATE PERCENTAGE OPTION	D	Use System
REBATE OVER PERCENTAGE	0.00	Use System
CUMMULATIVE DISCOUNTS ?	N	Use System
PRICE/COST REBATE PERCENTAGE	None	2.00
ALLOCATE CUSTOMER CREDIT NOTES	Y	Use System
TRANSFER ACCOUNT	None	
PROFORMA ACCOUNT	N	Use System
PROFORMA INC. OVER TOLERANCE	Y	Use System

Rebate to Customer or from Supplier.
 Used with the price lists to determine
 the cheapest Supplier.
 Format 0.00 to 50.00%

This rebate value is now used in the revised costing screens as follows.





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Estimating Costs Display / Input

We have made changes in estimating to give you more control over which KPIs (Key Performance indicators) you use to determine the way your estimates are priced.

The costing screen is now configurable by you to control what is displayed and which fields are used to increase above cost to give the final price.

Conventional Estimate Breaks

Quantity	Int	Next Break	Cost EACH	Mark-up	Grs Price EACH
1,000			12.47	20.2995	15.00

Target Mark-up	16.0877	Customer Rebate	0.30	Rebate	2.00 %
Unit Group	EACH	Net Rebated Price	14.70	Profit	14.87 %
Cost	1000	Job Profit	2,231.12	Mail Content	73 %
Profit	EACH			Net Mat Cont	73 %
Net Price 1000 (T01)	14,700.00	Materials Each (E03)	10.90		
Net Price GP% (G01)	98.00	Contrib 3 Each (E08)	3.25		
Contrib 2 Ksm (K06)	302.82	Contrib 2 NP% (N06)	25.50		

No of Costings	1	Active	1	Current Price Expiry	
Default Costing	1	Next Price		Next Price Effective	
BOUGHT BOARD COSTING					
Prices to Delivery Zone	Oxford				
Prices Exist to Other Delivery Zones					
Last Price Change	27/03/2012				
Price Approved by	GT	27/03/2012			

Approve Unapprove Query

Costings Del Zones Notes Text etc

Amend
Apply
Close

In order to amend the three displayed fields (to the left of the highlighted area below) and the three input fields (to the right), you will need to amend the settings of the Estimating System Parameters and also, understand the 3 digit codes used to select the fields.





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The Estimating parameter values may be set for the system as a whole but specific values can also be set for individual customers should you wish. Take the following route to set the parameters at system level:-

- Packaging 3000
- System Maintenance
- System Administration
- Packaging Parameters
- Estimating Parameters

Parameter Maintenance for Account

Parameter Name	System Value	Account Value
MATCHING PRODUCT SIZE TOL	5	Use System
DEFAULT BREAK STATUS	U	Use System
NO. OF DAYS APPROVAL LASTS	0	Use System
ESTIMATE KPI DISPLAY 1	N06	T01
ESTIMATE KPI DISPLAY 2	E01	G01
ESTIMATE KPI DISPLAY 3	K01	K06
ESTIMATE KPI AMENDABLE 1	G06	E03
ESTIMATE KPI AMENDABLE 2	L08	E08
ESTIMATE KPI AMENDABLE 3	V12	N06
FIXED ADDITIONAL COST	5.00	0.00
FIXED ADDITIONAL % COST	0.00	Use System

Enter the field to be input on the estimate break screen

Buttons: Help, Default, Amend, Close

Prior to amending your parameters, it is recommended that in Estimating, you view the new costing display. The windows below are now displayed when the 'Costings' option is selected from quantity break processing. Please note, this is where the transport costs are now kept. Select the 'Costs' button to activate the Costing Details window.

Costings for 1000 Quantity

Ref	Costing Description	Act	Def
1	BOUGHT BOARD COSTING	✓	✓

Manual Route/Spcl Prices

Calculated Transport: 50.52
 Override: []

Total KSM: 12.377
 Total Tonnes: 15.062

Net Price 1000 (T01): 14,700.00
 Net Price GP% (G01): 98.00
 Contrib 2 Ksm (K06): 302.82
 Materials Each (E03): 10.90
 Contrib 3 Each (E08): 3.25
 Contrib 2 NP% (N06): 25.50

Bought: [3] Made: []
 Stock Board: [] Factored: []

Buttons: New, Copy, Inactive, Default, Costs, Notes, Text etc, Compts, Other Mat, Amend, Apply, Close

Costing Details

	Break (V)alues	(N)et Pri%	(T)housand
Selling Price	15,000.00	102.04	15,000.00
Rebate	300.00	2.04	300.00
Net Sell Price (01)	14,700.00	100.00	14,700.00
Total Costs	12,468.88	84.82	12,468.88
Profit (02)	2,231.12	15.18	2,231.12
Mark-up		17.89	
Target Gross Price (10)	14,770.24	100.48	14,770.24
Target Net Price (11)	14,474.84	98.47	14,474.84
Target Profit (12)	2,005.96	13.65	2,005.96
Target Mark-up		16.08	
Materials (03)	10,901.49	74.16	10,901.49
Contribution 0 (04)	3,798.51	25.84	3,798.51
Inks and Coatings	0.00	0.00	0.00
Additional Costs	0.00	0.00	0.00
GM Contribution 1 (05)	3,798.51	25.84	3,798.51
Transport	50.52	0.34	50.52
Contribution 2 (06)	3,747.99	25.50	3,747.99
Direct Labour	185.87	1.26	185.87
Assembly	316.80	2.16	316.80
Contribution 3 (08)	3,245.32	22.08	3,245.32
Machine Recovery (09)	1,014.20	6.90	1,014.20
Profit (02)	2,231.12	15.18	2,231.12

Buttons: Exit





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Materials (03) 10,901.49 72.68 10,901.49
 Contribution 0 (04) 3,798.51 25.32 3,798.51

	Break (V)alues	(G)rs Pri%	(T)housand
Paper	0.00	0.00	0.00
Paper Waste	0.00	0.00	0.00
Board Cost	10,846.47	72.31	10,846.47
Board Waste	0.00	0.00	0.00
Board Run Waste	55.02	0.37	55.02
Other Materials	0.00	0.00	0.00
Factored Items	0.00	0.00	0.00
Total Materials	10,901.49	72.68	10,901.49

Once you have entered the new costing screen, you may amend/select the costing criteria as you require. You may also select the 'Materials' button to obtain a full breakdown of the material costs.

	Break (V)alues	(G)rs Pri%	(T)housand
Selling Price	15,000.00	100.00	15,000.00
Rebate	300.00	2.00	300.00
Net Sell Price	14,700.00	98.00	14,700.00
Total		83.13	12,468.88
Profit		14.87	2,231.12
Mark-up		17.89	
Target Gross Price (10)	14,770.24	98.47	14,770.24
Target Net Price (11)	14,474.84	96.50	14,474.84
Target Profit (12)	2,005.96	13.37	2,005.96
Target Mark-up		16.08	

Materials (03) 10,901.49 72.68 10,901.49
 Contribution 0 (04) 3,798.51 25.32 3,798.51

Select this button to alternate between Gross or Net of the previously discussed rebate value.

	Break (V)alues	(G)rs Pri%	(T)housand
Selling Price			15,000.00
Rebate			300.00
Net Sell Price			14,700.00
Total Costs			12,468.88
Profit			2,231.12
Mark-up			
Target Gross Price			14,770.24
Target Net Price			14,474.84
Target Profit			2,005.96
Target Mark-up			

Materials (03) 10,901.49 72.68 10,901.49
 Contribution 0 (04) 3,798.51 25.32 3,798.51

Select this button to set the Units to be used as :-
 Each
 Thousand
 KSM
 Tonne
 Machine Hour
 Labour Hour
 First Conversion Machine Hour
 Last Conversion Machine Hour





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Please note, the following Costing display is a feature applicable only to integrated sites.

If the current break uses board that you manufacture, then an additional costing line 'Board KSM Cost' will be displayed. This line will display the KSM cost of the board manufactured. This cost includes papers, waste, labour and the overhead from the corrugator.

If you then select 'Factory Split', the costs are broken down further as displayed below.

Costing Details			
	Break (V)alues	(G)rs Pri%	(T)housand
Selling Price	565.00	100.00	565.00
Rebate	11.30	2.00	11.30
Net Sell Price (01)	553.70	98.00	553.70
Total Costs	119.55	21.16	119.55
Profit (02)	434.15	76.84	434.15
Mark-up		363.15	
Target Gross Price (10)	137.04	24.25	137.04

Corrugator Conversion Factory Split			
	Break (V)alues	(G)rs Pri%	(T)housand
Corrugator			
Direct Labour	6.43	1.14	6.43
Machine Recovery	6.70	1.19	6.70
Total	13.13	2.32	13.13
Conversion			
Direct Labour	6.40	1.13	6.40
Machine Recovery	24.00	4.25	24.00
Total	30.40	5.38	30.40
Assembly Costs	0.00	0.00	0.00
Total Factory Cost	43.53	7.70	43.53

Machine Recovery (09)	30.70	5.43	30.70
Profit (02)	434.15	76.84	434.15
Board KSM Cost	162.86	Factory Split	Exit

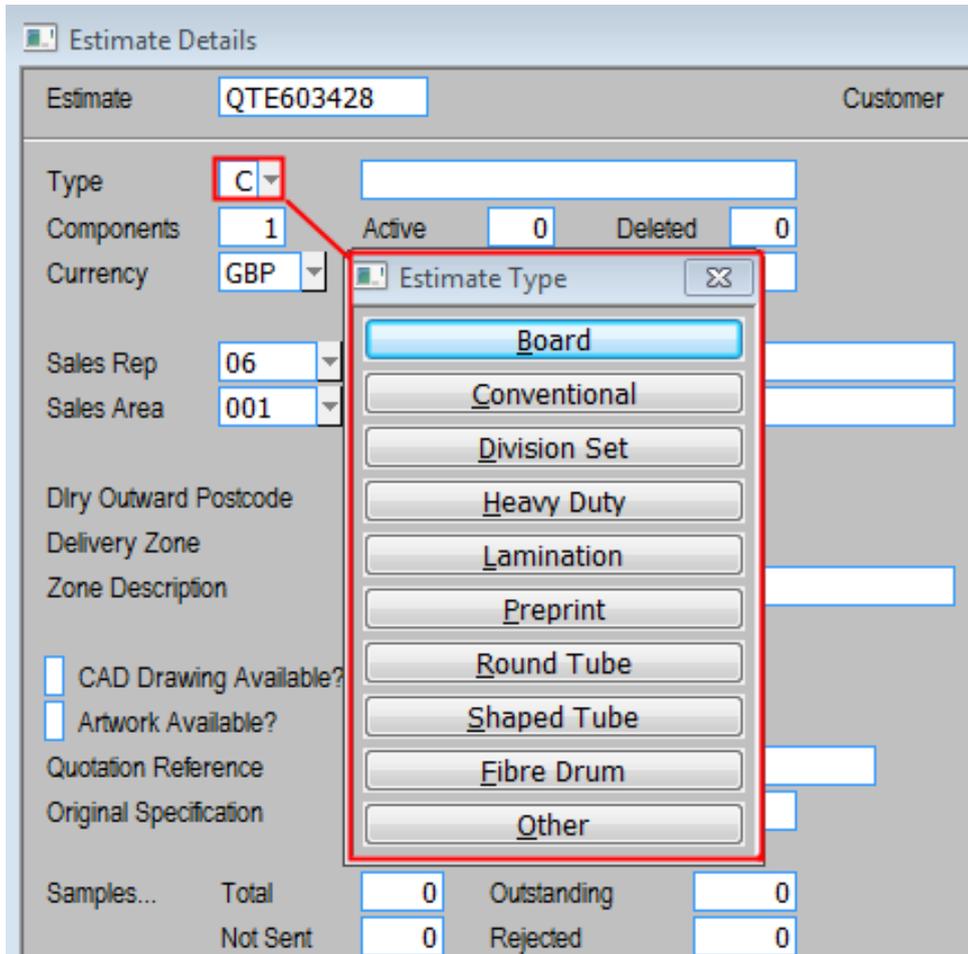




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Please note that the default settings apply to ALL estimate types .



Estimate Details

Estimate: QTE603428 Customer: []

Type: **C** []

Components: 1 Active: 0 Deleted: 0

Currency: GBP []

Sales Rep: 06 []

Sales Area: 001 []

Dirty Outward Postcode []

Delivery Zone []

Zone Description []

CAD Drawing Available?

Artwork Available?

Quotation Reference []

Original Specification []

Samples... Total: 0 Outstanding: 0

Not Sent: 0 Rejected: 0

Estimate Type

- Board**
- Conventional
- Division Set
- Heavy Duty
- Lamination
- Preprint
- Round Tube
- Shaped Tube
- Fibre Drum
- Other

So, to summarise, the system can now accept rebates to be used in Estimate processing. Costing is configurable to give any one of three displayed costing fields and any one of three additional fields to be used to increase above the cost. The configuration you wish to use can be set at system level but can also be set at customer level if so required.

Once the revised Estimate Costings is introduced, the system will still apply your current settings at this point. However, as there are now additional input and display fields, it would be advantageous to review the new costing options and to utilise the enhanced display and pricing fields to better suit your company's needs. This will NOT affect any existing prices or costs. It will only add to the flexibility of costing within estimating. No existing features have been removed as a result of the changes made. They have only been enhanced to aid you further in both the transparency of costs and flexibility of how you wish to raise your prices above cost.

