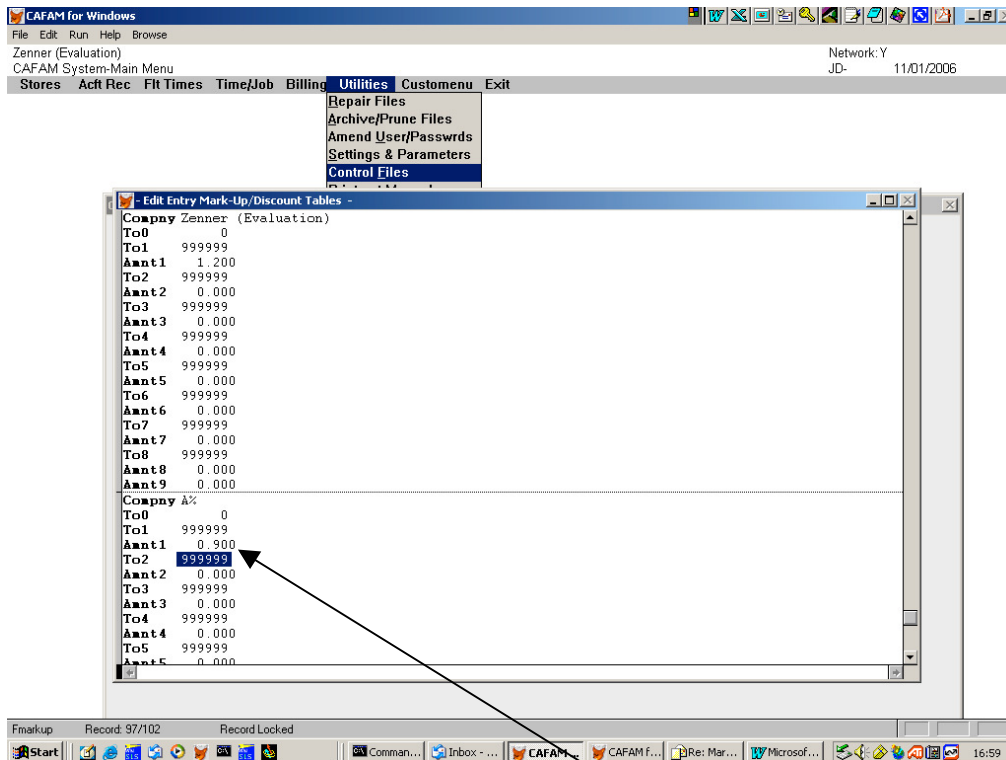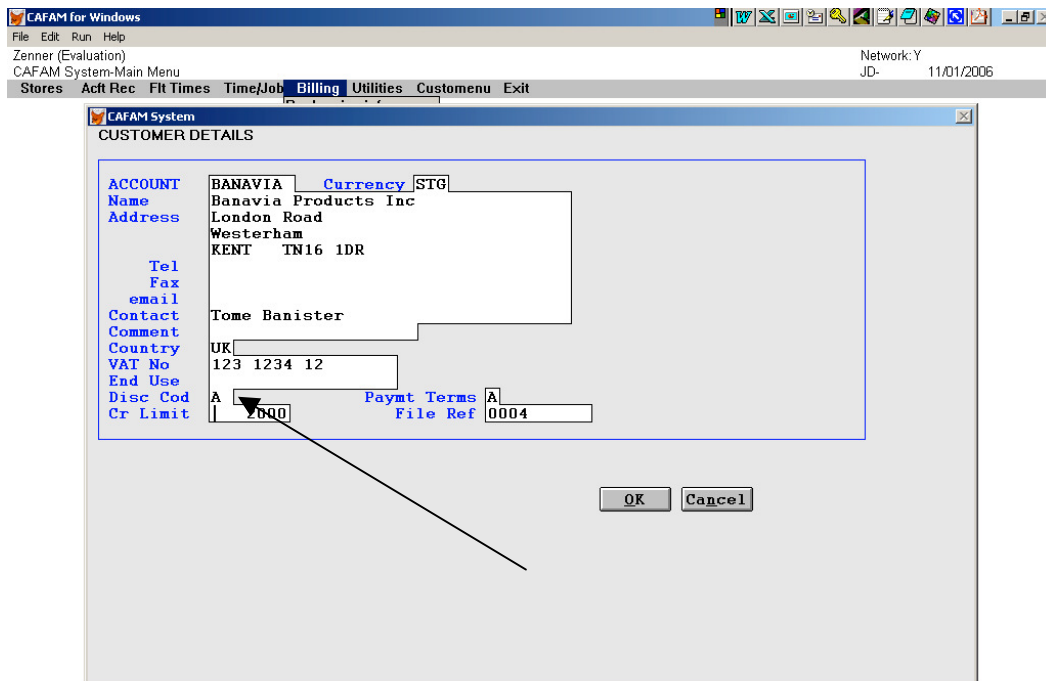# SETTING INDIVIDUAL CUSTOMER DISCOUNT (OR MARKUP)

FROM UTILITIES > CONTROL FILES, GET TO THE TABLE BELOW



SET A% CODE WITH 0.90 ie. 10% discount as an example



SET THIS CODE TO THE APPROPRIATE CUSTOMER

## SET-UP - Tables


## Markup/Discount Tables
The Selling Price (SELL PRICE) structure in the STORES system can be modified in several ways to suit individual Company requirements:


## A. SELL PRICE (As displayed in the Stock Control Screen)
Is prompted in the Stock Screen push button marked [PriceEdit]. Can be arrived at by modifying the BUY, REPAIR (Rotables) or LIST prices in applying a sliding scale Mark percentage that is pre-defined as the Companys Markup Matrix**.**


## B. SELLING PRICE (As written to Parts Issue files and displayed on reports)
Is automatically written to the Parts Issue file using the SELL PRICE above. This figure can modified by applying pre-defined Discount Codes for the individual Customer.

In both cases above, the setting up process involves accessing CAFAM's Internal Files. Access to these Internal Files can be gained in **UTILITIES > CONTROL FILES**

## Herewith details for entering the various Fields:

| FIELD | MEANING |
|---|---|
| **COMPNY:** | **Title of the Table** |

**Notes**

1.  *CAFAM writes the Company Name as the first default record automatically. The data in the table (if any) will be used to compute the the SELL PRICE. Leaving the fields blank will leave the SELL PRICE un-modified.*

2.  *Any additional Records created and added must be Titled as the Discount Code to match Codes allocated to indvidual Customer. The Data here will be used to arrive at the SELLING PRICE. The Discount (or Markup) code MUST be just one Letter with a suffix consisting of the percent (%) symbol. This is required to trigger CAFAM into understanding that the Letter used is indeed a Code for Computation purposes.*

| | |
|---|---|
| **TO0** | **To Zero, the Start of the band. Leave as ZERO** |
| **TO1** | **To One, the first cut-off point for the band** |
| **AMNT1** | **The Actual Mark-up or Discount for the Band and entered as a figure** |
| **TO2** | **The next band** |
| **AMNT2** | **The percent for this band** |

**....and so on.**

**Here are some examples and meaning:**

**Example 1**

| FIELD | CONTENTS |
|---|---|
| Compny | B% |
| TO0 | 0 |
| TO1 | 200 |
| AMNT1 | 1.2 |
| TO2 | 1000 |
| AMNT2 | 1.1 |
| TO3 | 999999 |
| AMNT3 | 1.05 |

**Meaning:**

| | |
|---|---|
| **Markup Code** | **B** |
| **0  - 200** | **uplift 20%** |
| **200-1000** | **uplift 10%** |
| **1000 above** | **uplift  5%** |

**Example 2**

| FIELD | CONTENTS |
|---|---|
| Compny | C% |
| TO0 | 0 |
| TO1 | 100 |
| AMNT1 | 0.75 |
| TO2 | 500 |
| AMNT2 | 0.80 |
| TO3 | 2000 |
| AMNT3 | 0.85 |
| TO4 | 999999 |
| AMNT4 | 0.90 |

**Meaning:**

| Discount Code | C |
|---|---|
| 0  - 100 | discount 25% |
| 100- 500 | discount 20% |
| 500-2000 | discount 15% |
| 2000 above | discount 10% |

-end-