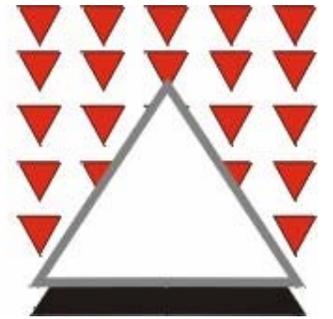


POSITIVE
Software Company



Alternate SKU's
Feature Focus
Series

POSITIVE
FOR
WINDOWS



Add SKU - Alternate SKU

M-AE ACCESS: Inventory List: Edit Item: [F4] SKU

Each inventory item may have more than one SKU for lookup purposes.

Some possible choices for alternate SKUs are the vendors' SKU of the item, a catalog number, a manufacturer's number, or a superceded part number.

NOTE: Please note that when doing an inventory lookup by SKU, this item will be listed once for each SKU assigned to it. In other words, if I were to lookup up the item by description, it will be listed only once in the list. But if I were to lookup by SKU the item will be listed once under the primary SKU and once again for each alternate SKU.

Adding A SKU

Choose the ADD button to create a new SKU.

Then type in or scan the new SKU.

On the left-hand side is a list of all the SKUs for this product. The checkmark indicates which one has been designated as the primary or main SKU. It is this primary SKU which will be converted into a barcode format when printing labels for the inventory item.

To change the Primary SKU, highlight a SKU and choose [F7] Set As Primary SKU.

Alternate SKUs

P SKU
01-140
✓ JOINT-CONCAVE
TL-01-140

Use Alternate Info

Display Description: _____

Quantity To Remove From Stock: 0.0000

Unit Of Measure: _____

Set As Primary SKU [F7]

Close

Deleting A SKU

You cannot edit an incorrect SKU, but you may add another SKU and then delete the incorrect one. You will not be able to delete the Primary SKU.

Father/Child SKUs

If the same product is sold in multiple package sizes, PFW provides an alternate SKU with an alternate description printed on the invoice.

For example, you may sell soda pop in single cans, six-packs, half-cases, and full cases. Enter the SKU

for each package type. Highlight the SKU and fill in the information on the right-hand side.

Alternate SKUs

P SKU

- 00235189042
- ✓ 00235233411
- 00235382091

Add Delete

Set As Primary SKU [F7]

You may set additional parameters for this SKU. The fields below are optional, and should be used only if you are selling different quantities of the same product (case, six-pack, etc.).

Use Alternate Info

Display Description: 7 Up - Halfcase

Quantity To Remove From Stock: 12.0000

Unit Of Measure: 12pk

Close

OK [F10] Cancel

Use Alternate Info -if this is checked, the following information will be used.

Display Description -this will print on the invoice instead of the normal description of the item

Quantity To Remove From Stock - number of single units to remove from stock

Unit Of Measure -

Alternate Pricing Of Items

After creating these Father/Child SKUs, then you must also set [Price Breaks](#) to charge the correct amount for each package. See [Father/Child SKUs](#).

Price Breaks

M-AE : Inventory: Inventory: All Inventory: Edit an item. Options F7 tab

If you offer a discount for purchasing multiples of an item, you use pricing groups to establish special pricing.

Pricing Breaks are set for an individual item the [Options Tab \[F7\]](#) of the Inventory Detail window. Pricing breaks can also be set to apply only during a promotional period. See [Promo Pricing](#) for more information.

There are two options for discounting the purchase of multiple items: Price Break and Quantity Break.

Price Break

Price breaks are commonly referred to as 2fer, 3fer pricing.

For example an item may sell at

- 1 for \$1.00
- 2 for \$1.75
- 3 for \$2.50

These 3 examples are illustrated here as the first three entries.

Price Group	Action	Quantity	Price
Retail	Sell	1.00	1.00
Retail	Sell	2.00	1.75
Retail	Sell	3.00	2.50
Retail	Over	10.00	0.70
Retail	Over	15.00	0.60

Quantity Break

A quantity break offers a different **per each** price for each quantity level.

For example, a purchase of

10 or more is .70 each.

15 or more is .60 each

The last two entries in the figure above illustrate quantity breaks.

Record Will Be Added

Price Breaks

Price Group: Retail

Quantity: 10.00 For: 0.70

Quantity Break

OK Cancel

How To Create a Price Break

- 1) Go to the [Options Tab \[F7\]](#) of the Inventory Detail window.
- 2) Select Add.
- 3) Choose a Price Level. TIP: Select "All Price Levels" if the selling price is to affect all price levels.
- 3) Fill in the following fields.
 - Quantity - Enter the purchase quantity.
 - Price - Enter the **total price** for the quantity specified above.
 - Quantity Break - (leave this blank)
 - Choose Finish [F10].

How To Create a Quantity Break

- 1) Go to the [Options Tab \[F7\]](#) of the Inventory Detail window.
- 2) Select Add.
- 3) Fill in the following fields.
 - Quantity - Enter the minimum purchase quantity.
 - Price - Enter the **each price** for the item.
 - Quantity Break - Check the box.
 - Choose Finish [F10]

How To Invoice Price Break Items

On an invoice the sale of a price break item is recorded as follows:

- 1 for \$1.00
- 2 for \$1.75
- 3 for \$2.25
- 4 is split with 3 for \$2.25 and 1 for \$1.00
- 5 is split with 3 for \$2.25 and 2 for \$1.75
and so forth.
- 10 are sold for \$7.00
- 11 are sold for \$7.70

TIP: When invoicing, you can quickly enter the quantity as you select the item. First type the quantity followed by a \ and then select the item. For example: 4\CANDY BAR will add Candy Bar to the invoice, quantity of 4 split with 3 for \$2.25 and 1 for \$1.00.

NOTE: PFW will not be able to tabulate quantities. If you ring up 2 and then 2 more, PFW will not be able to apply the 4fer price.

How To Edit Price Breaks

If a price break needs to be edited, highlight the item in the price break table and select Edit. These price and quantity breaks are assigned to the six pricing levels individually, allowing for highly flexible price structuring.

Father/Child SKUs

If the same product is sold in multiple package sizes, PFW provides an alternate SKU with an alternate description printed on the invoice. For example, you may sell soda pop in single cans, 6-packs, half-cases, and full cases.

After creating these Father/Child SKUs, then you must also set [Price Breaks](#) to charge the correct amount for each package.

SKU: 712

You may set additional parameters for this SKU. The fields below are optional, and should be used only if you are selling different quantities of the same product (case, six-pack, etc.).

Options:

Use Alternate Info

Display Description: 7 Up HalfCase

Quantity To Remove From Stock: 12.00

Unit Of Measure: Each

OK [F10] Cancel

- 1) Enter a new SKU for the item
- 2) Activate Use Alternate Info
- 3) Type in a new description of the item
- 4) Indicate the number of items to be included in the packaging
- 5) Enter the standard unit of measure.

Repeat the process to add as many Alternate SKUs as needed. For example, 7 Up soda has a primary SKU of 089765 with additional SKUs for a 6 pack, half case, and full case.

Alternate SKUs

SKU
089765
7
712
724
76

Select Add Edit Delete

Close

When selling the alternate SKU on an invoice the Primary SKU will be displayed but the new description and new quantity will be entered.

Terms: COD		Select Ship To [F5]	View Ship To [F7]	Note [F8]		
SKU	Description	Qty	BOrdr	Price	Dsc. %	Total
089765	7 UP	1.00	0.00	0.33	0.00	0.33
089765	7 Up HalfCase	12.00	0.00	0.33	0.00	3.96
089765	7 Up Case-24	24.00	0.00	0.33	0.00	7.92
089765	7 Up Six Pack	6.00	0.00	0.33	0.00	1.98