SALES

INTRODUCTION TO COMMERCIALS

A **commercial** is an agreement with a customer, as to how much you will sell your products / parts and services for. It is a list of **parts** and **labour** with **pricing details**.

The pricing details specified for a commercial are the defaults that will reflect when creating sales documents, e.g., a sales invoice for a customer linked to the commercial.

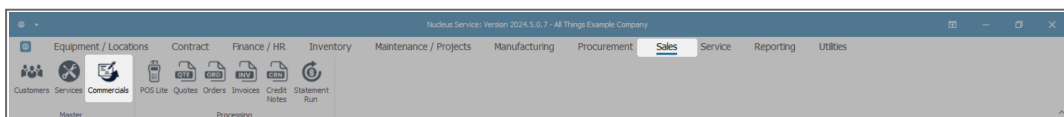There are two types of commercials in **Nucleus Service**:

✅ Pricing by Item

✅ Pricing by Type / Class

For the commercial type - **Pricing by Item** - you can only specify the discount and / or selling price per Craft, individual Parts or individual Service item.

For the commercial type - **Pricing by Type / Class**- you can only specify markups and / or selling price per Craft, per Part Category or per Service Item Type.

Customers are linked to Commercials and any updates to commercials will affect the associated customers.

Ribbon Select **Sales > Commercials**

- The **Sales Commercials** listing screen will be displayed.

- From here you can view a list of all the sales commercials and the specified default mark ups.

SALES COMMERCIALS SCREEN

The Commercials Listing screen has been divided into 3 frames -

COMMERCIAL LISTING FRAME

- **CommercialName:** The name of the commercial to identify it by, e.g., Salesman Cost Commercial.
- **CommercialType:** The commercial type is set to **TYPE** for pricing by Type/Class or **ITEM** for pricing by Item.
- **CodeDescription:** A description linked to the commercial type, e.g,, ITEM - Price by Item and TYPE - Price by Type/Class.
- **DefaultAssetMarkup:** The column will display the default markup for a **serialised part sale**.
- **DefaultInventoryMarkup:** The column will display the default markup for a **non-serialised part sale**.
- **DefaultLabourMarkup:** The column will display the default markup for a **labour sale**.

- **DefaultSubContractMarkup:** The column will display the default markup for a **third-party subcontract sale**.
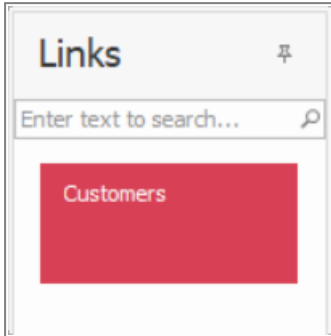- **Status:** The column will display the status of the commercial, e.g., **A** - **Active**.

RIBBON TOOLBAR

- Click on **Add** to create a new commercial. Refer to Commercials - Add Commercial.
- Click on **Edit** to make changes to the information on an existing Service. Refer to Edit Commercial.
- Click on **Delete** to remove or deactivate a Service that is no longer required. Refer to Commercials - Delete (Deactivate) Commercial.

LINKS FRAME

From the **Customers tile** you can view a list of the **Sales Commercial Customers** that have been linked to the selected **Sales Commercial**. Refer to - Commercials - Link Customer to Commercial to see which **Commercial** has been selected on the customer.

Related Topics

- Sales Commercials - Introduction
- Sales Commercials - Add
- Sales Commercials - Edit
- Sales Commercials - Delete
- Link a Customer to Commercial
- View Customers Linked to Commercial

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