

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**:

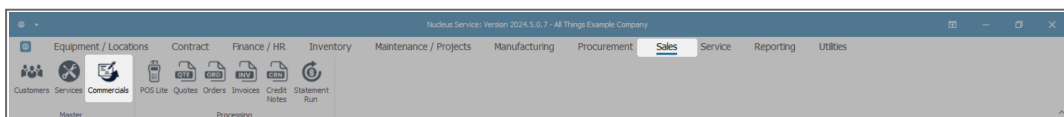
- ✔ Pricing by Item
- ✔ Pricing by Type / Class

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.

CommercialName	CommercialType	CodeDescription	DefaultAssetMarkup	DefaultInventoryMarkup	DefaultLabourMarkup	DefaultSubContractMarkup	Status
Default	ITEM	Pricing by Item	20.00	20.00	20.00	20.00	A
Item Type Commercial	TYPE	Pricing by Type/Class	20.00	20.00	20.00	20.00	A
Christmas Specials	ITEM	Pricing by Item	15.00	15.00	15.00	15.00	A
Forex - Swiss Franc	ITEM	Pricing by Item	20.00	20.00	20.00	20.00	A
Forex - Botswana Pula	ITEM	Pricing by Item	20.00	20.00	20.00	20.00	A
Forex - Swedish Krona	ITEM	Pricing by Item	20.00	20.00	20.00	20.00	A
Forex - Mexican Peso	ITEM	Pricing by Item	20.00	20.00	20.00	20.00	A
Forex - Japanese Yen	ITEM	Pricing by Item	20.00	20.00	20.00	20.00	A
Forex - European Euro	ITEM	Pricing by Item	20.00	20.00	20.00	20.00	A
Forex - Malagasy Ariary	ITEM	Pricing by Item	20.00	20.00	20.00	20.00	A
Forex - Angolan Kwanzas	ITEM	Pricing by Item	20.00	20.00	20.00	20.00	A
Forex - British Pound	ITEM	Pricing by Item	20.00	20.00	20.00	20.00	A
Forex - Australian Dollar	ITEM	Pricing by Item	20.00	20.00	20.00	20.00	A
Forex - Mozambican Metical	ITEM	Pricing by Item	20.00	20.00	20.00	20.00	A
Forex - Egyptian Pound	ITEM	Pricing by Item	20.00	20.00	20.00	20.00	A
Forex - Canadian Dollar	ITEM	Pricing by Item	20.00	20.00	20.00	20.00	A
Forex - US Dollar	ITEM	Pricing by Item	20.00	20.00	20.00	20.00	A
Forex - Icelandic Krona	ITEM	Pricing by Item	20.00	20.00	20.00	20.00	A
Salesman Cost Commercial - Default	ITEM	Pricing by Item	0.00	0.00	0.00	0.00	A

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**.

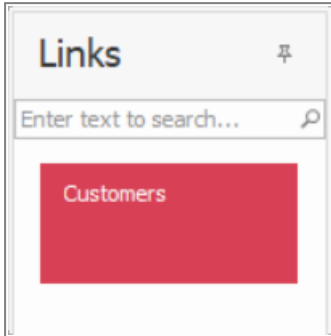
RIBBON TOOLBAR

- 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](#).

The screenshot shows the CO3 software interface with a ribbon toolbar at the top and a table of commercial items below. The ribbon toolbar includes buttons for Add, Edit, Delete, Save Layout, Workspaces, Excel, and Refresh. The table below has the following columns: CommercialName, CommercialType, CodeDescription, DefaultAssetMarkup, DefaultInventoryMarkup, DefaultLabourMarkup, DefaultSubContractMarkup, and Status.

CommercialName	CommercialType	CodeDescription	DefaultAssetMarkup	DefaultInventoryMarkup	DefaultLabourMarkup	DefaultSubContractMarkup	Status
Default	ITEM	Pricing by Item	20.00	20.00	20.00	20.00	20.00 A
Item Type Commercial	TYPE	Pricing by Type/Class	20.00	20.00	20.00	20.00	20.00 A
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Forex - Icelandic Krona	ITEM	Pricing by Item	20.00	20.00	20.00	20.00	20.00 A
Salesman Cost Commercial - Default	ITEM	Pricing by Item	0.00	0.00	0.00	0.00	0.00 A

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](#)

BPO.MNU.067