

SALES

COMMERCIALS – ADD COMMERCIAL

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

The pricing details specified in a commercial are the ones that will default when you are creating sales documents, e.g., a sales invoice for a customer linked to the commercial.

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

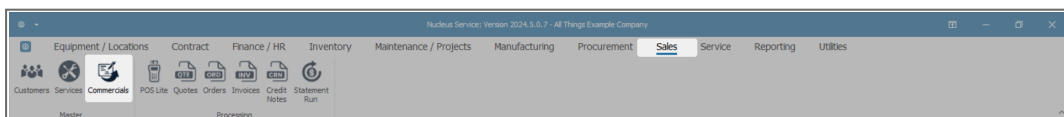
- Pricing by Item.
- Pricing by Type / Class.

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**

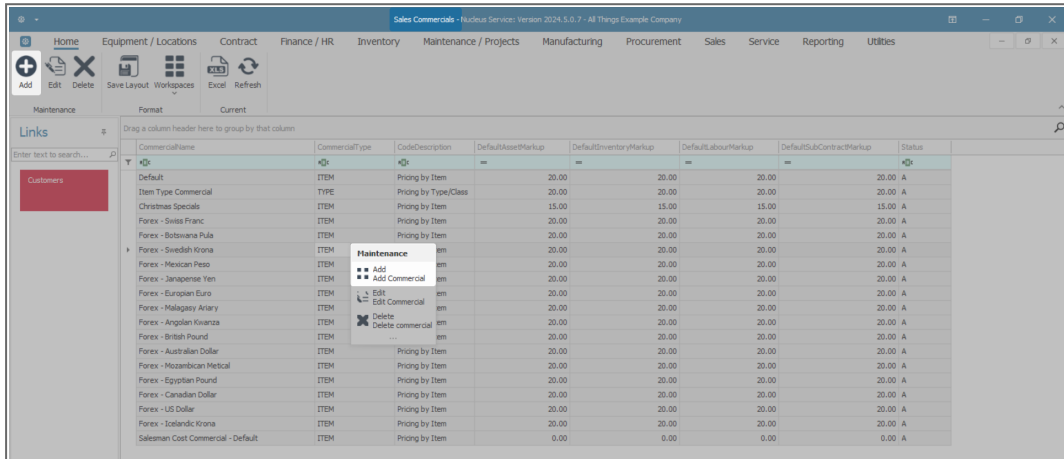


- The **Sales Commercials** listing screen will be displayed.

- From here you can view a list of all your sales commercials with the default mark ups that have already been created.
- Click on **Add** to create a new sales commercial.



Short cut key: Right click on a row in the data grid to display the **Maintenance** menu list. Click on **Add**.



- The **Commercial Maintain** screen will display.

COMMERCIAL DETAILS

- **Commercial Name:** Type in the name for the commercial you are creating.
- **Commercial Type:** Click on the **search** button to display the Commercial Type **drop-down** menu.

Pricing by Type/Class

- Click on **TYPE - Pricing by Type/Class**.
- The data grid will list all Markups and / or Selling Price (Fixed Cost) based on a group - such as Part Category or Labour Type for example.



Note that you can only specify a markup and / or selling price based on a group - such as Part Category / Labour Type.

The screenshot shows the 'Commercial Master' application interface. The 'Commercial Name' is 'Class Commercial' and the 'Commercial Type' is 'ITEM'. The 'Pricing by Item' dropdown is selected. The data grid below shows a list of items with columns for Item Type, Inventory Code, Part Desc, Model No, Markup, Discount, Fixed Cost, and Status.

Item Type	Inventory Code	Part Desc	Model No	Markup	Discount	Fixed Cost	Status
CRPT	STKJ	Stock Control Junior		0.00	0.00	0.00	A
CRPT	STKS	Stock Control Senior		0.00	0.00	0.00	A
CRPT	TECHJ	Technician Junior		0.00	0.00	0.00	A
CRPT	TRAVEL	Labour Travel		0.00	0.00	0.00	A
CRPT	CTRJ	Contract Junior		0.00	0.00	0.00	A
CRPT	HRM	Human Resources Manager		0.00	0.00	0.00	A
CRPT	CLE	Cleaner		0.00	0.00	0.00	A
CRPT	Phy	Physician		0.00	0.00	0.00	A
CRPT	teach	teacher		0.00	0.00	0.00	A
PART	001CopierColour	Retail - Electronics - Components	Copier Colour Yield	0.00	0.00	0.00	A
PART	Toner0900	Retail - Electronics - Consumables	Toner	0.00	0.00	0.00	A
PART	Copier 2024	Retail - Electronics - Electronics	Copier Mono	2024kono	0.00	0.00	A
PART	ESPN	Retail - Electronics - Electronics	Copier	ESPN001	0.00	0.00	A
PART	SP999	Retail - Electronics - Electronics	SP Multi Function Printer	SP999	0.00	0.00	A
PART	SP999-001	Retail - Electronics - Electronics	Toner Black	SP999-001	0.00	0.00	A
PART	ID001PR	Retail - Electronics - Electronics	MultiCopier001	ID001PR	0.00	0.00	A
PART	N5100	Retail - Electronics - Electronics	NewSupplierPartN5100		0.00	0.00	A
PART	M14051	Retail - Electronics - Equipment	Sharp M14051 A3 color multifunctional printer	M14051	0.00	0.00	A
PART	SP100-001	Retail - Electronics - Equipment	SP100 Colour Copier	SP100-001	0.00	0.00	A
PART	ECODYS M2635dw	Retail - Electronics - Equipment	Kyocera Digital Printer	ECODYS M2635dw	0.00	0.00	A

Pricing by Item

- Click on **ITEM - Pricing by Item**.
- The data grid will list the specific discount and or selling price (fixed cost) for each individual item.

The screenshot shows the 'Commercial Master' application interface. The 'Commercial Name' is 'Class Commercial' and the 'Commercial Type' is 'TYPE'. The 'Pricing by Type/Class' dropdown is selected. The data grid below shows a list of items with columns for Item Type, Category Desc, Discount, Fixed Cost, and Status.

Item Type	Category Desc	Discount	Fixed Cost	Status
PCAT	Transportation - Sales	30	0.00	0.00 A
PCAT	Transportation - Sales	30	0.00	0.00 A
PCAT	Transportation - Sales - Equipment	0.00	0.00	0.00 A
PCAT	Transportation - Sales - Gadgets	0.00	0.00	0.00 A
PCAT	Transportation - Sales - Machinery	0.00	0.00	0.00 A
PCAT	Transportation - Sales - Miscellaneous	0.00	0.00	0.00 A
PCAT	Transportation - Sales - Spares	0.00	0.00	0.00 A
PCAT	Transportation - Sales - Tools	0.00	0.00	0.00 A
SERV	Accounts and Reconciliations	0.00	0.00	0.00 A
SERV	Administration	0.00	0.00	0.00 A
SERV	Business Analysis	0.00	0.00	0.00 A
SERV	Business Process Consulting	0.00	0.00	0.00 A
SERV	Call Out Fee	0.00	0.00	0.00 A
SERV	Cleaning Services	0.00	0.00	0.00 A
SERV	Contractor Consulting	0.00	0.00	0.00 A
SERV	Copy, Print and Binding Services	0.00	0.00	0.00 A
SERV	Courtesy Call	0.00	0.00	0.00 A
SERV	Data Reporting Services	0.00	0.00	0.00 A
SERV	Dealer Service Fee	0.00	0.00	0.00 A
SERV	Delivery Fee	0.00	0.00	0.00 A

DEFAULT MARKUP

- Specify the Default Mark up for the Customer:
 - **Default Asset Markup:** Type in the default markup for a **serialised part sale**, if applicable.
 - **Default Inventory Markup:** Type in the default markup for a **non-serialised part sale**, if applicable.
 - **Default Labour Markup:** Type in the default markup for a **labour sale**, if applicable.
 - **Default Sub Contracts Markup:** Type in the default markup for a **third-party subcontract sale**, if applicable.



Note: If the mark up has not been set up on a specific item, then the default mark up will apply.

Item Type	Category Desc	Markup	Discount	Fixed Cost	Status
PCAT	Transportation - Selling - Consumables	0.00	0.00	0.00	A
PCAT	Transportation - Selling - Electronics	0.00	0.00	0.00	A
PCAT	Transportation - Selling - Equipment	0.00	0.00	0.00	A
PCAT	Transportation - Selling - Gadgets	0.00	0.00	0.00	A
PCAT	Transportation - Selling - Machinery	0.00	0.00	0.00	A
PCAT	Transportation - Selling - Miscellaneous	0.00	0.00	0.00	A
PCAT	Transportation - Selling - Spares	0.00	0.00	0.00	A
PCAT	Transportation - Selling - Tools	0.00	0.00	0.00	A
SERV	Accounts and Reconciliations	0.00	0.00	0.00	A
SERV	Administration	0.00	0.00	0.00	A
SERV	Business Analysis	0.00	0.00	0.00	A
SERV	Business Process Consulting	0.00	0.00	0.00	A
SERV	Call Out Fee	0.00	0.00	0.00	A
SERV	Cleaning Services	0.00	0.00	0.00	A
SERV	Contractor Consulting	0.00	0.00	0.00	A
SERV	Copy, Print and Binding Services	0.00	0.00	0.00	A
SERV	Courtesy Call	0.00	0.00	0.00	A
SERV	Data Reporting Services	0.00	0.00	0.00	A
SERV	Dealer Service Fee	0.00	0.00	0.00	A
SERV	Delivery Fee	0.00	0.00	0.00	A

COMMERCIAL SPECIFICS

The commercial specifics grid displays the **Markup**, **Discount** and **FixedCost** for specific items, e.g., discount on a certain labour type, or a consumable item, etc.

- Click in the **Markup**, **Discount** or **FixedCost** column to set the amount for a specific item, e.g., discount on a certain type of labour.

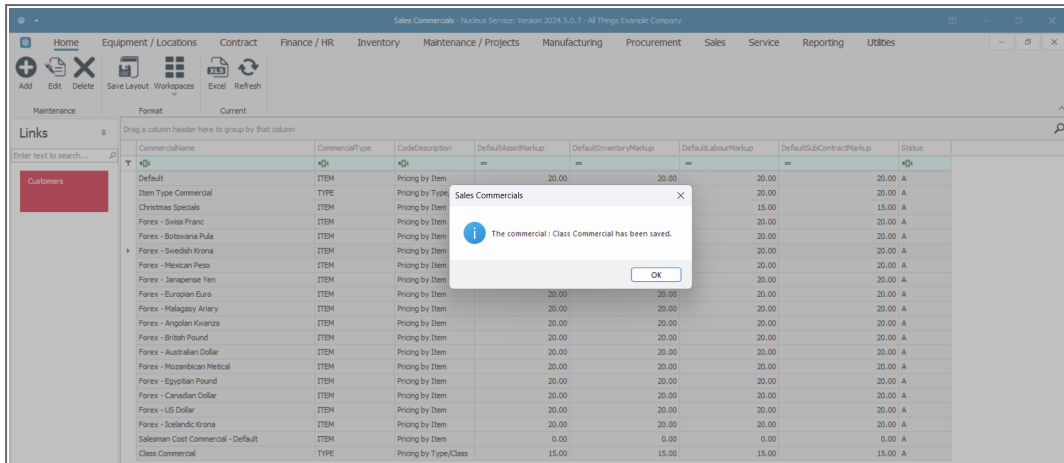


Note: The pricing details you specify will be the default price that will be reflected on the sales documents when it is created.

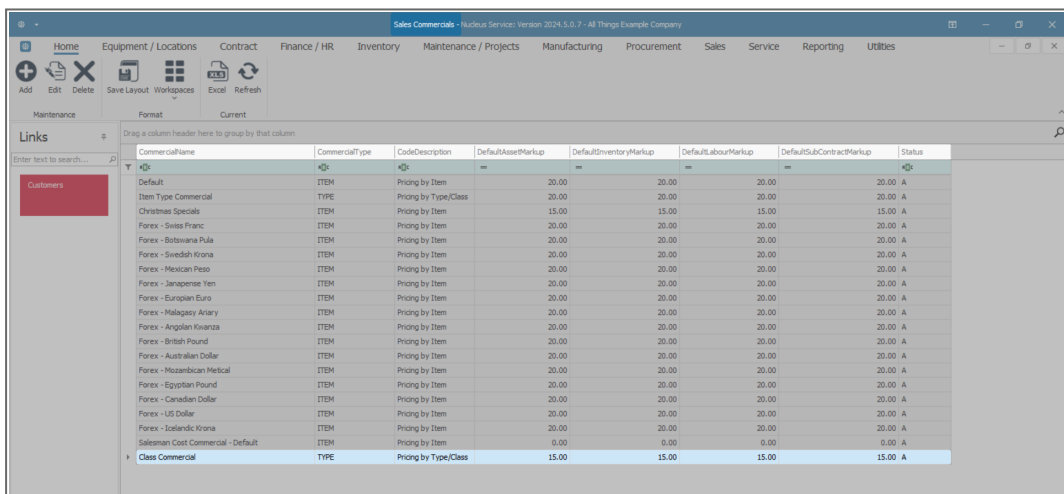
- Type in or use the **directional arrows** to add the amount.
- When all the Items have been updated, click on **Save**.

Item Type	Category Desc	Markup	Discount	Fixed Cost	Status
PCAT	Computers - Hardware - Gadgets	10.00	0.00	10.00	A
PCAT	Computers - Hardware - Miscellaneous	10.00	0.00	10.00	A
PCAT	Computers - Hardware - Spares	10.00	0.00	10.00	A
PCAT	Computers - Hardware - Tools	10.00	0.00	10.00	A
PCAT	Computers - Software - Console	15	0.00	0.00	A
PCAT	Computers - Software - Mobile	0.00	0.00	0.00	A
PCAT	Computers - Software - Web Service	0.00	0.00	0.00	A
PCAT	Drilling Equipment	0.00	0.00	0.00	A
PCAT	Entertainment - Arts and Craft - Accessories	0.00	0.00	0.00	A
PCAT	Entertainment - Arts and Craft - Components	0.00	0.00	0.00	A
PCAT	Entertainment - Arts and Craft - Consumables	0.00	0.00	0.00	A
PCAT	Entertainment - Arts and Craft - Electronics	0.00	0.00	0.00	A
PCAT	Entertainment - Arts and Craft - Equipment	0.00	0.00	0.00	A
PCAT	Entertainment - Arts and Craft - Gadgets	0.00	0.00	0.00	A
PCAT	Entertainment - Arts and Craft - Miscellaneous	0.00	0.00	0.00	A
PCAT	Entertainment - Arts and Craft - Spares	0.00	0.00	0.00	A
PCAT	Entertainment - Arts and Craft - Tools	0.00	0.00	0.00	A
PCAT	Entertainment - Musical - Accessories	0.00	0.00	0.00	A
PCAT	Entertainment - Musical - Components	0.00	0.00	0.00	A
PCAT	Entertainment - Musical - Consumables	0.00	0.00	0.00	A

- When you receive the **Sales Commercials** message to confirm;
 - **The Commercials : Type Class Commercial has been saved.**
- Click on **OK**.



- The **Sales Commercials** listing screen will be updated with the new commercial **Type/Class** created.
- Click on the screen **Close** button to return to the **Sales Commercials** listing screen.
- You can now continue to link a Customer to the Commercial . [For a detailed handling of this topic refer to Commercials - Link Customer to Commercial.](#)



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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