

Sales

Sales Order Product Line Prices

Entered Price - The price typed in or entered by the operator.

Unit Price - When the Price Unit of Measure (UOM) is Weight based, the Unit Price is:

- Formula: $\text{Entered Price} * (\text{Product Net Weight} / \text{Price UOM})$
- Example: I sell 25# bags for \$20 per hundred-weight (CWT). Entered Price is \$20.00, Unit Price is: $\$20 * (25/100)$ which works out to $\$20 * .25 = \text{Unit Price } \5.00

When the Price Unit of Measure (UOM) is Quantity based, the Unit Price is:

- Formula: $\text{Entered Price} / \text{Price UOM}$
- Example: The Price UOM is a Dozen and the entered price is \$60. The Unit Price is $(60 / 12) = \$5.00$. If the Price UOM is Each and the entered price is \$5.00 then the Unit Price is \$5.00

Net Price - Unit Price minus the Unit Rate from each Charge in this Sales Order Product Line that is in the Net Price category.

- Formula: $\text{Unit Price} - \text{Unit Rate of any charge in the Net Price Category}$
- Example: Each unit sold is 5.00. If the Net Price charge is .20 per box, then the Net Price would be $5.00 - .20 = 4.80$

FOB Price - Unit Price minus the Unit Rate from each Charge in the Freight category.

- Formula: $\text{Unit Price} - \text{Unit Rate of any charge in the Freight Category}$
- Example: Each unit sold is 5.00. If the freight charge is 1.00 per box, then the FOB Price would be $\$5 - \$1 = \$4$

Billable Price - The price the customer will be billed for. Found by taking the Unit Price minus the Unit Rate from each Charge in the Billable Price category.

- Formula: $\text{Unit Price} - \text{Unit Rate of any charge in the Billable Price Category}$
- Example: Each unit sold is 5.00. If a New Product Promotion charge (billable price category charge) is .25 per box, then the Billable Price would be $\$5 - .25 = \4.25

Base Price - An optional price entry field. If used, Envio will add any upcharges (a specific type of charge) to the price in order to calculate the entered price.

Unique solution ID: #1096

Author: Melanie Jones

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