

PALADIN DATA CORPORATION™

Biz Coach Webinars

FREE ADVANCED TRAINING



Not My First Ratio – Wrangling Your Supplier Ratios

Jeremiah Cooper



TECHNICAL LEVEL:

EASY

INTERMEDIATE

ADVANCED



Not My First Ratio – Wrangling Your Supplier Ratios

What we will cover

- Identifying items that need a supplier ratio
- Common items that need a supplier ratio
- Setting the order quantity and a supplier ratio
- Setting item costs and pricing levels
- Setting reference margins and rounding schemes
- Setting a reverse supplier ratio
- Purchasing an item that has a supplier ratio
- Including cut charges





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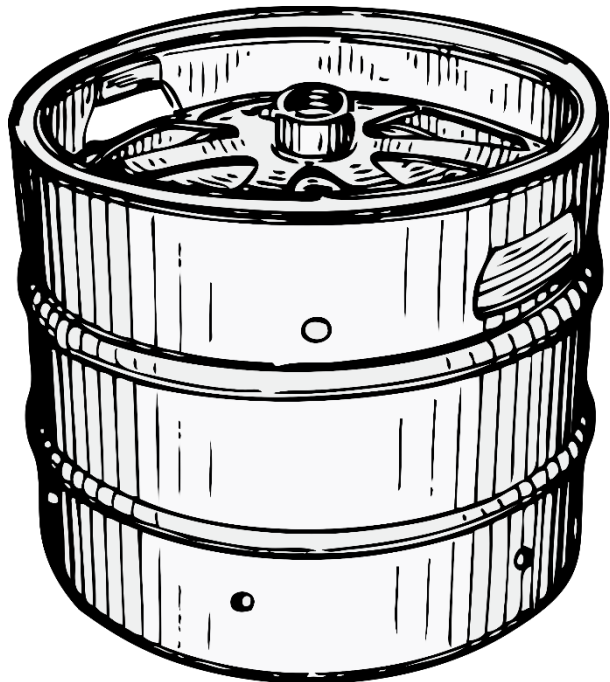
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Not My First Ratio – Wrangling Your Supplier Ratios

Identifying items that need a supplier ratio

Supplier's units



Your store's units



Not My First Ratio – Wrangling Your Supplier Ratios

Common items that need a supplier ratio

- Chain, rope and wire
- Pipe and bulk nails
- Bundles, packs, cases, and bunches



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Order quantity and supplier ratio

Supplier ————— Your store

1 spool of chain => 250 feet of chain

Order quantity => 250

Supplier ratio => $1/250 = 0.004$





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Order quantity and supplier ratio



1 ▼ Stock Information 🔍		
Order Qty:	<input type="text" value="250"/> 🔒	Min/Display
Order %:	<input type="text" value="100"/>	Sug. Min
2 ▼ Seasonal Dates 🔍		
Seasonal:	<input type="checkbox"/>	Begin Date: <input type="text" value="01"/> ▼
3 ▼ Suppliers 🔍		
🔒 Supplier 1:	<input type="text" value="None"/>	
Supplier 2:	<input type="text" value="None"/>	
Sup. Ratio:	<input type="text" value=".004"/> 🔒	





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Item costs and pricing levels

Supplier ————— Your store

Cost per spool => Average cost per foot
Market cost per foot
Retail price per spool => Pricing level 1: Per foot
Pricing level 2:
Quantity is total feet per
spool and sale price is
per spool





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Item costs and pricing levels



1 Item Cost 🔒 🔍				
	Avg:	Mkt:		
	<input type="text" value="0.40"/>	<input type="text" value="0.40"/>		
	Cost Per: <input type="text" value="Item"/>			
2 Pricing Levels 🔒 🔍				
	Quantity	Sale Price	Margin	Mkt Margin
1	<input type="text" value="1"/>	<input type="text" value="0.99"/>	<input type="text" value="59.6"/>	<input type="text" value="59.6"/>
2	<input type="text" value="250"/>	<input type="text" value="129.99"/>	<input type="text" value="23.1"/>	<input type="text" value="23.1"/>
3	<input type="text" value="0"/>	<input type="text" value="0.00"/>	<input type="text" value="0"/>	<input type="text" value="0"/>
4	<input type="text" value="0"/>	<input type="text" value="0.00"/>	<input type="text" value="0"/>	<input type="text" value="0"/>





Not My First Ratio – Wrangling Your Supplier Ratios

Reference margins and rounding schemes

- Automatically account for lost revenue when you cut a product to order.
- Give you control over your margins, so you can remain competitive.
- Automatically adjust your retail price based on the market cost.
- Keeps your retail price on bulk items in line with other items in your store















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Reference margins and rounding schemes

▼ Pricing Levels  					Flex:
Quantity	Sale Price	Margin	Mkt Margin	Ref	Rounding
1	0.99	59.6	59.6	59	to the 9's  
250	129.99	23.1	23.1	23	to the 9's  
0	0.00	0	0	0	 
0	0.00	0	0	0	 





Not My First Ratio – Wrangling Your Supplier Ratios

Reverse supplier ratio

Supplier ————— Your store

You buy 10 feet of pipe	=>	You sell one stick
Order quantity	=>	10
Supplier ratio	=>	1
Cost per foot	=>	Average cost per foot
		Market cost per foot
Retail price per foot	=>	Pricing level 1: Per stick
		Pricing level 2:
		Quantity of 10 and
		sale price per stick

**Yes, I know pricing levels 1 and 2
are the same retail price!**





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Reverse supplier ratio



1 ▼ Stock Information 🔍

Order Qty: 🔒 Min/Display:

Order %: Sug. Min:

2 ▼ Seasonal Dates 🔍

Seasonal: Begin Date: ▼

3 ▼ Suppliers 🔍

🔒 Supplier 1:

Supplier 2:

Sup. Ratio: 🔒





Not My First Ratio – Wrangling Your Supplier Ratios

Reverse supplier ratio



1 Item Cost 🔒 🔍				
Avg:		Mkt:		C
<input type="text" value="0.25"/>		<input type="text" value="0.25"/>		
Cost Per:		Item ▾		
2 Pricing Levels 🔒 🔍				
	Quantity	Sale Price	Margin	Mkt Margin
1	<input type="text" value="1"/>	<input type="text" value="5.99"/>	<input type="text" value="95.8"/>	<input type="text" value="95.8"/>
2	<input type="text" value="10"/>	<input type="text" value="5.99"/>	<input type="text" value="58.3"/>	<input type="text" value="58.3"/>
3	<input type="text" value="0"/>	<input type="text" value="0.00"/>	<input type="text" value="0"/>	<input type="text" value="0"/>
4	<input type="text" value="0"/>	<input type="text" value="0.00"/>	<input type="text" value="0"/>	<input type="text" value="0"/>





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Not My First Ratio – Wrangling Your Supplier Ratios

Reverse supplier ratio



Up Down

Default Invoice Quantity Handling

Default to Largest Pricing Quantity when added to Invoices

Type 2 UPC

Enable Type-2 UPC





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Supplier ratio and purchase orders

Supplier ————— Your store

1 Spool <= 250 feet





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Learn More

For more information, see the following Knowledge Base topics:

- [About the supplier ratio and reverse supplier ratio](#)
- [How to add a supplier ratio to an item](#)
- [How to add a reverse supplier ratio to an item](#)

A recording will be available at:
paladinpointofsale.com/webinars

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