

Handy Free Utilities and Applications

You got the pictures, but now they need some touchup. Whether putting in your web store or sending to grandma. Here are two, Paint.net - powerful and yet not too difficult. Get it from www.download.com. Want something even easier, Picnik.com—just upload your pictures and click fix.



Would you like to remote control your PC or someone else's. You need to do something on your PC but your somewhere else. Try Logmein. There is a free and pay version. The free version lets you have complete control over the PC. It's just as if you were sitting in front of it. Check email, print that report, even reboot it. While sitting in front of the PC you want to control in the future. Get on the internet and go to Logmein.com

and install the free version. Then from anywhere in the world you can go to Logmein.com and control you PC.

Do you need to remote fix a friends or relatives computer. They may want this to be a one time thing and don't want to install Logmein. Try Crossloop. Both parties go to www.crossloop.com. And download the free software. After downloading and running the software one of you select to share their PC, the other selects to access the others PC. That's it, you can now show uncle Bob how to play his music with his new computer.

INSIDE THIS ISSUE:

<i>Photo Touchup</i>	1
<i>Remote control a PC</i>	1
<i>Margin Pricing</i>	1-3
<i>Training Program</i>	3



**I WISH EVERYONE A
MERRY CHRISTMAS AND
A GREAT NEW YEAR**

Using New Features: Using Margin Pricing CPSQL

A new feature was added in 8.3.9 that deserves some space. It's called margin pricing.

Overview: You can set target profit margins (by category and subcategory) for items. Then wherever you see price_1 you will see an indicator of your target profit and actual profit. First you set a Minimum margin and a Target margin. For example in the Accessories category you set a target margin of 70% profit and a minimum profit of 50%. Whenever looking at items (except in Ticket Entry) you will see 1 of 3 indicators.



- Price_1 is above the target margin.



- Price_1 is equal to or above minimum and equal to or below target margin.



- Price_1 is below the minimum margin



- This icon indicates that the **Price-1** value is invalid, usually because it is blank.



In addition if you hover you mouse on the margin indicator you will see a balloon box -

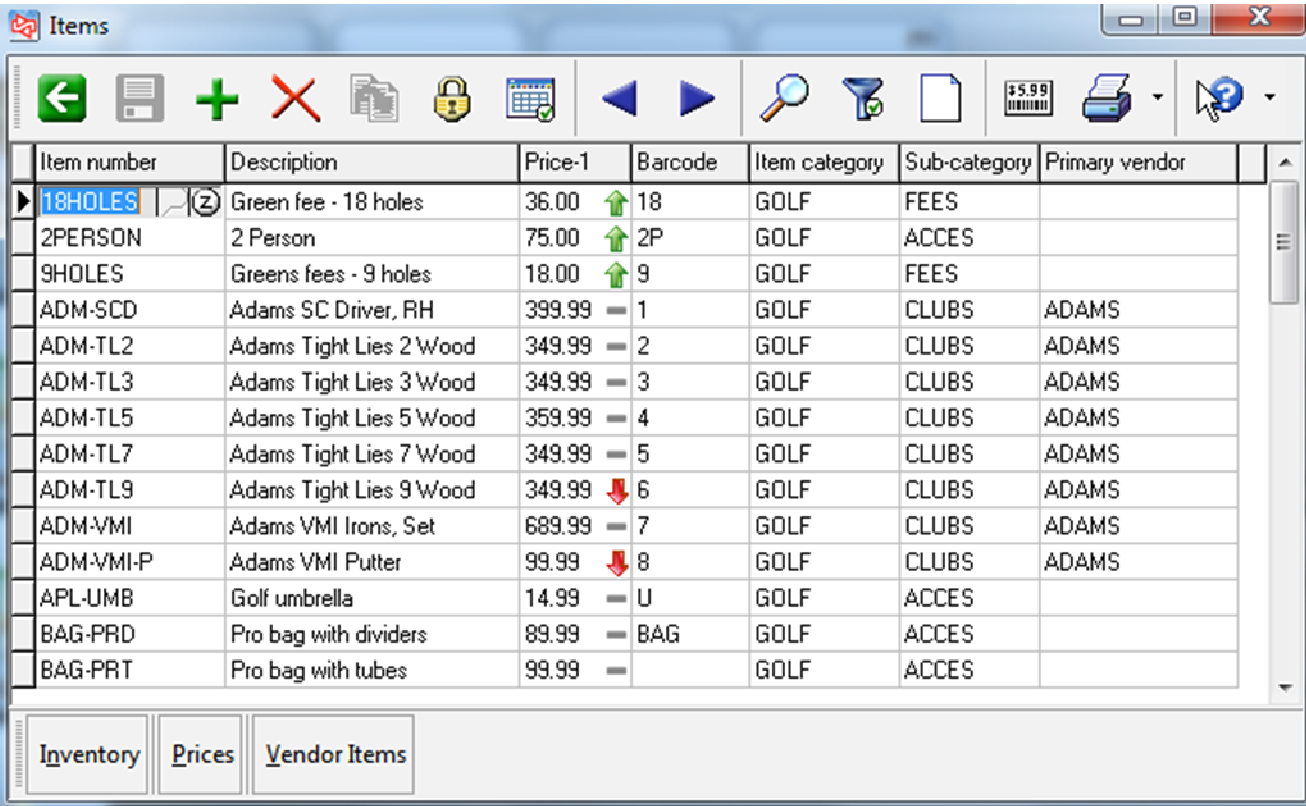
Current Margin 51.389, Minimum Margin: 50.000, Target Margin: 65.000

Showing you your current and set margins.

Continued.....

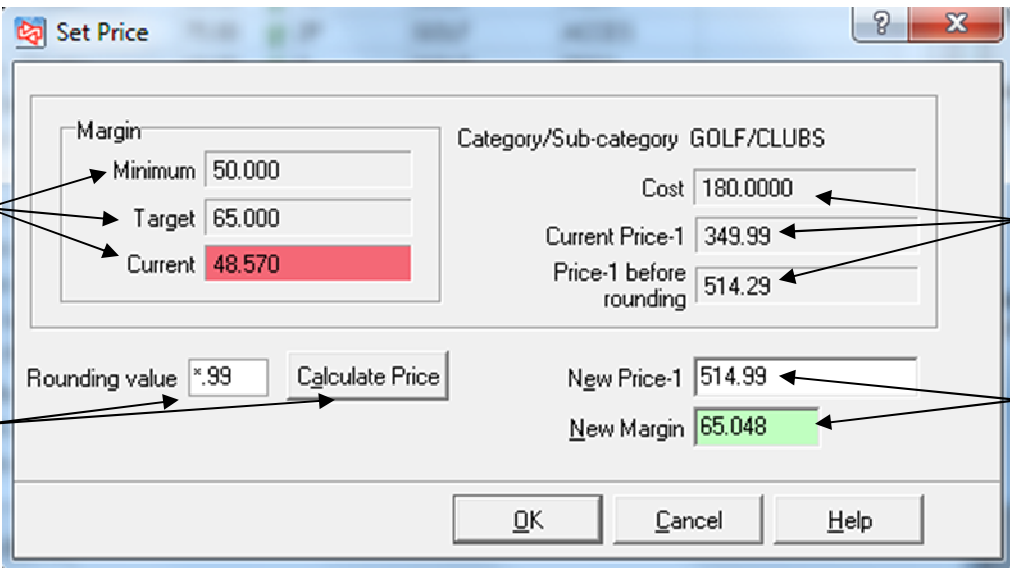
ACCLINK, LTD
COUNTERPOINT SQL CONNECTION

Now you have a very easy visual way to know if your selling at your target margins without running reports and looking at dry numbers. But you may be thinking you don't want to look at each item in inventory to verify margins. Here is a place the table view and filters can make your job easy and fast. Set your filters for a vendor or category/subcategory to view by clicking the filter icon - . Next click the Table view icon .  You will than see something like the following.



Item number	Description	Price-1	Barcode	Item category	Sub-category	Primary vendor
18HOLES	Green fee - 18 holes	36.00	18	GOLF	FEES	
2PERSON	2 Person	75.00	2P	GOLF	ACCES	
9HOLES	Greens fees - 9 holes	18.00	9	GOLF	FEES	
ADM-SCD	Adams SC Driver, RH	399.99	1	GOLF	CLUBS	ADAMS
ADM-TL2	Adams Tight Lies 2 Wood	349.99	2	GOLF	CLUBS	ADAMS
ADM-TL3	Adams Tight Lies 3 Wood	349.99	3	GOLF	CLUBS	ADAMS
ADM-TL5	Adams Tight Lies 5 Wood	359.99	4	GOLF	CLUBS	ADAMS
ADM-TL7	Adams Tight Lies 7 Wood	349.99	5	GOLF	CLUBS	ADAMS
ADM-TL9	Adams Tight Lies 9 Wood	349.99	6	GOLF	CLUBS	ADAMS
ADM-VMI	Adams VMI Irons, Set	689.99	7	GOLF	CLUBS	ADAMS
ADM-VMI-P	Adams VMI Putter	99.99	8	GOLF	CLUBS	ADAMS
APL-UMB	Golf umbrella	14.99	U	GOLF	ACCES	
BAG-PRD	Pro bag with dividers	89.99	BAG	GOLF	ACCES	
BAG-PRT	Pro bag with tubes	99.99		GOLF	ACCES	

So far, so good. You can now quickly and easily see if your selling at your target margin goals. What else can the new Margin pricing feature do? It gives you the tools to quickly and accurately calculate and change your selling price. Just double click the margin indicator. You will see the following window.



Margin

Minimum 50.000

Target 65.000

Current 48.570

Category/Sub-category GOLF/CLUBS

Cost 180.0000

Current Price-1 349.99

Price-1 before rounding 514.29

Rounding value *.99

Calculate Price

New Price-1 514.99

New Margin 65.048

Your current margin targets and your actual margin

Here you can see your current average cost, Price_1, and the price before rounding

The current mask and the Calculate button

The new Price_1 and your new margin

All the most important information you need is shown. I think all the fields are clearly labeled and understood. The only field that may need explained is the Rounding value . The Rounding values field is more correctly described as a masking value. You may want all your prices ending in .99. So in the Rounding value field enter *.99. Then when you click the [Calculate Price] button your calculated price will end in 99 cents. When dealing with high price items you may want them to end in \$xxx9.99. That's no problem either. Just enter 9.99. Then if the price would have been \$874.26. The new price will be \$879.99. You can pick any values you want. For example you could enter *.50 to end all prices in 50 cents. The Rounding value is remembered so the next time you pull up this function the previous value is shown.

After pressing the [Calculate Price] button, you can then manually edit the new Price_1 before you click [OK] and save it.

Another great place to use this feature is during receivings. Below is a screenshot of a Receivings screen.

Receivings Enter - Batch:MGR

Receiving # [AUTO-ASSIGN] Auto-assign Import Location: MAIN

Vendor number: TAYLORMADE Taylor Made Golf Received date: 12/18/2009 Suggest Prices


Receiver: Lines Misc charges

PO number	Item number	Entered description	Orig qty ordered	Order unit	Qty expected	Qty recvd	Qty to backorder	Last cost	Received unit cost	Minimum margin	Target margin	Current margin	Current Price-1	Suggested Price-1
100021	TAY-FSD	TaylorMade FireSole Dri...	2	EACH	2	2	0	209.5000	209.5000	50.000	65.000	70.451	709.00	
100021	TAY-FSR	TaylorMade FireSole Re...	4	EACH	4	4	0	47.6000	59.5000	50.000	65.000	15.000	70.00	
100021	TAY-FSW	TaylorMade FireSole Wh...	1	EACH	1	1	0	291.6000	364.5000	50.000	65.000	50.000	729.00	
100021	TAY-NUP	TaylorMade Nubbins Pl...	2	EACH	2	2	0	56.0000	56.0000	50.000	65.000	48.624	109.00	
		(find line)						0.0000	0.0000					

Selected: Item number TAY-FSD Qty expected 2 Qty recvd 2 Qty to BO 0 Received cost 209.5000

Unselected: TaylorMade FireSole Driver Suggested Price-1 EACH 419.00

Here is a place to catch 'price creep'. Frequently you have items that the price will go up a few cents and you don't want to change your selling price. This repeatedly happens over time and without realizing it, you're now selling the item at an unacceptable margin.

When receiving, just look at the current margin field. It's color coded to allow you to quickly see if your margins are out of line. If so, just click the  icon to bring up the calculator and change your price_1. You will then see your new Price_1 in the Suggested Price_1 column.

To help you spot prices that may need to be updated the Received unit cost field will change color if the current cost has changed from the last cost. This will help you quickly identify items that may need a change to the selling price.



We've completed our training program for CounterPoint SQL. This will cover all the basics from setup to use.

You can use it to refresh current employees on CPSQL or train new employees.

And unlike classroom training, you can use it over and over again. You can navigate directly to the area you want to cover. You can backup, pause or even skip sections.



Merry Christmas