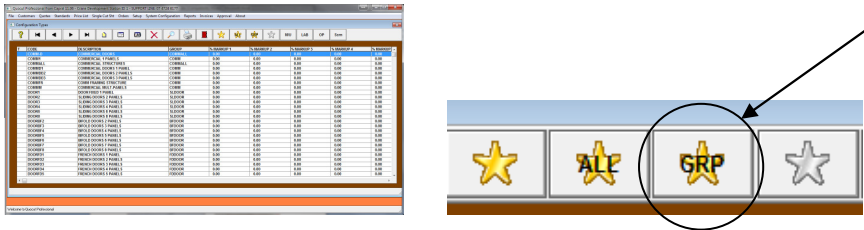


MARKUPS

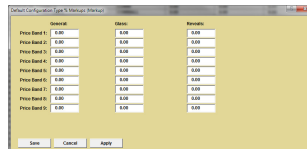
Markup percentages are defined by product types with an option to have up to nine price bands. To set up the varying markups or to modify existing markups:

- Select Setup | Configuration Types



- Highlight any code within a group and select the GRP yellow star (this will tag all panels for the selected group)
- Select M/U and add or modify a percentage for the required Price Bands.
- If you require a difference markup percentage for Glass and Reveals, then complete these price band fields accordingly

(Note – if you leave glass and reveals as zero, these will be classed as being the same as the percentages in General.



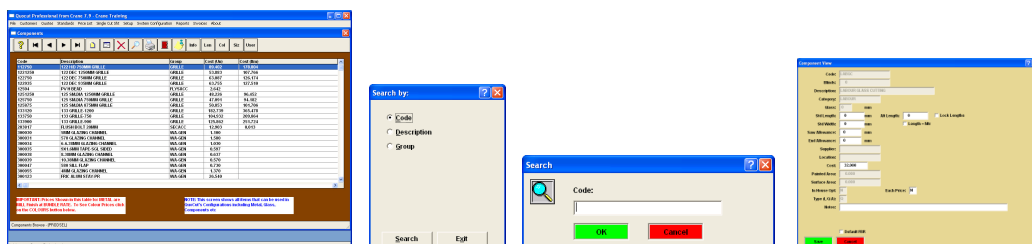
- Select <Apply>

4.1 Overall markup on labour cost

Labour hourly rates are treated as a special component and are usually the base cost – i.e. labour costs plus approximately 30-40% to cover any on costs such as superannuation, etc. This cost will be marked up by the markup for the product.

- Select Setup | Components
- Search for a code by selecting the magnifying glass on the toolbar Search by code – type in the search field LAB and OK

Note – Security also has a component set up for labour for build outs and a value should be also be added to LABBO.



MARKUPS

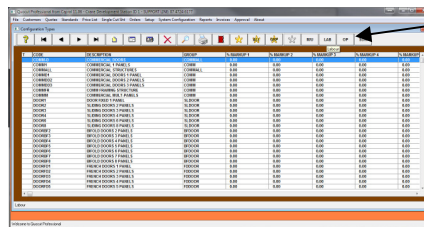
- Use the **View/modify** icon to set up the hourly cost for each labour type required and **SAVE** and use the **Red door** icon to exit the component screen

4.2 Varying markups for labour cost

4.2.1 No markup on labour

If you require your labour cost to remain static so that labour is always charged out at the same rate regardless of the markup applied, the cost rate applied should reflect the value you wish to use as a charge out value. This can be applied to manufacturing, glass cutting, installation, reveals, flyscreens and security screens.

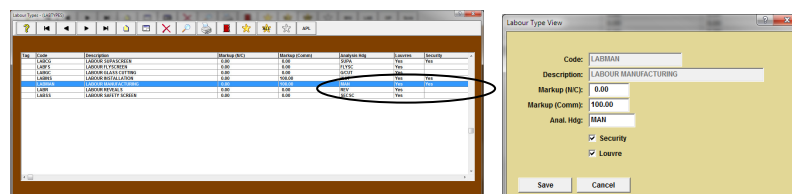
To ensure no markup is applied select Setup | Configuration Types | Lab



Highlight the specific manufacturing type and select view/update to modify the markup and then change the Markup (N/C) field to .01. This will then mean that the markup will not be applied as part of the configuration but only at the charge out rate and will not be affected by any change to price bands for the fabricated product.

4.2.2 Varying markups on labour

If you require varying markups on labour that differ to the overall markup of the product being fabrication you can change the Markup (N/C) field to your required percentage markup – e.g. 75% and this percentage will be used on the labour type rather than the overall markup of the product and will not be affected by any change to price bands for that product.



Note – the markup for Comm does not apply to current commercial setups