Quantity Price Breaks

Andrew:
Nice work on the seed display!

Robert:
Thanks! I noticed there was a discount when five or more seeds are purchased together. Is there a coupon that customers are going to have for that?

Andrew:
Nope! We'll set up Quantity Price Breaks for them. That means when you enter in 5 or more seeds at the register, Eagle automatically gives them the discount!

Robert:
Oh, that makes it easy, how do we set those up?

Andrew:
We have a couple options depending on what we need, but for the seeds, we'll use a family price break.
Pick a topic, and we'll give you the seeds of knowledge!

Topics

- Setup

- Category Pricing Plans

- Update Items

Setup

To access Quantity Break Maintenance, go to Inventory Maintenance and under the Codes tab, select the Quantity Break Code hyperlink.

This grid allows you to set up price breaks. Each combination has a code that you can assign to items in Inventory Maintenance.

If an item has a Code assigned, Eagle uses it to determine the price break that applies at Point of Sale.

To set up a Quantity Break Code, click on the next available entry in the grid.

Select the price break Type to use.

The family breaks are a special categorization that apply the quantity break discounts when a customer purchases items from the same product family.

For example, if you are selling garden seed packs, you may want to provide a price break when a customer purchases 5 or more seed packs of any kind. This allows the customer to mix and match items that you designate in a family.

You could also assign related items to the same family. You might do this with shampoo and conditioner to offer a price break to encourage customers to purchase both together.

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In our garden seed example, the first break occurs at 5, so enter 5 in the first Qty field and enter the percentage in the first Break column. This means that the customer receives a 10% discount when purchasing 5 or more packs of seeds.

Finish setting up the Quantity Price Break by entering any additional quantities and breaks as needed.

When done, remember to select the Change button to save your changes.

Category Pricing Plans

If you want more flexibility in designing Quantity Price Breaks, you can use Category Pricing Plans.

The plans you set up in Quantity Break Maintenance hold the details of the pricing structure and the CPP code tells the system which CPP to reference for calculating the price in POS.

To set one up, open Customer Maintenance, and select the Category Plan link.

Enter a Category Plan name and type the description. Press Add to create the record.

Press Add a second time to enter the Quantity Break Information. Select D(Department) for Type, and D(Down from retail) for Method. Press OK.

Enter the Department, Percent discount, and any additional information.

Once the Category Pricing Plan is set up, return to the Quantity Break Maintenance grid.

Set the type to Category Pricing Plan and enter the quantity. Leave the Break column blank and enter the name of the Category Pricing Plan in the CPP Plan column. Eagle uses the Category Pricing Plan that we set up to calculate prices for the any items with this Quantity Break Code.

You can add more Category Pricing Plans to this Code by entering the plan names and quantities in the CPP Plan and Qty columns.

Update Items

Once the codes are set up you can assign or update them to items using Inventory Maintenance or the Item Code Update Report.

To assign a Quantity Break Code to an individual item, open Inventory Maintenance. On the Codes tab, enter the desired the Code in the Qty Break Code field.

Use the Item Code Update Report to assign a code to a range of items.

It's a best practice to have a current backup of your system before starting this process.

Open the Item Code Update Report (RICU). Set the report to spool and open the Codes 2 page.

Enter the Qty Break Code to assign to a group of items.

Next, go to the From/To tab and enter the range of items that you want to assign the Code to. Double check your ranges and run the report.

The report applies the code to every inventory record within the defined range.

At Point of Sale, Eagle calculates Quantity Break Pricing automatically. If an item has been given Quantity Break Pricing, then the letter Q appears in the Codes column in the POS Posting grid.

As you can see, Quantity Break Pricing offers you a great deal of flexibility in setting up volume discounts for your customers.

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