


Trading Terms

The trading terms are used to allow the business to keep track of trading terms to use in relation to the buyer. Below actions are available under **“Trading Terms”**:

-  Create new trading term; update, delete, view and search for trading term details

Trading Terms

Year: Year 2016 From: Till: Create New Trading Term

Trading Term Code #	Trading Term Name	Effective From	Valid Till	Price List #	Price List Name	Currency	Status
BHF-WA2016	Brunos Finest TTWatson	Jan 1, 2016	Dec 31, 2016	BHF-011 2016	Bruno Finest 2016	SGD	Approved
Loac-TT01	Loacker Trading Term 1	Jan 1, 2015	Dec 31, 2016	Loac-SPL01	Loacker Sales Price List	SGD	Approved
TT-001-GUARDIAN	Trading Terms - Guardian - 2015	Jan 1, 2015	Dec 31, 2016	RSP-001-ALL	Retail Selling Prices - 2015	SGD	Approved
TT-001-Kate	Trading Term - Kate - 2015	Nov 16, 2015	Dec 31, 2016	RSP-001-KATE	Retail Selling Prices - 2015	SGD	Approved
TT-001-LUXOLA	Trading Term - Luxola - 2015	Jan 1, 2015	Dec 31, 2016	RSP-001-ALL	Retail Selling Prices - 2015	SGD	Approved
TT-001-METRO	Trading Term - Metro - 2015	Jan 1, 2015	Dec 31, 2016	RSP-001-ALL	Retail Selling Prices - 2015	SGD	Approved
TT-001-MUSTAFA	Trading Term - Mustafa - 2015	Jan 1, 2015	Dec 31, 2016	RSP-001-ALL	Retail Selling Prices - 2015	SGD	Approved
TT-001-ROBINSON	Trading Term - Robinson - 2015	Jan 1, 2015	Dec 31, 2016	RSP-001-ALL	Retail Selling Prices - 2015	SGD	Approved
TT-001-SASA	Trading Term - Sasa - 2015	Jan 1, 2015	Dec 31, 2016	RSP-001-ALL	Retail Selling Prices - 2015	SGD	Approved
TT-001-SEPHORA	Trading Term - Sephora - 2015	Jan 1, 2015	Dec 31, 2016	RSP-001-ALL	Retail Selling Prices - 2015	SGD	Approved
TT-001-TAKASHIMAYA	Trading Term - Takashimaya - 2015	Jan 1, 2015	Dec 31, 2016	RSP-001-ALL	Retail Selling Prices - 2015	SGD	Approved
TT-001-TANGS	Trading Term - Tangs - 2015	Jan 1, 2015	Dec 31, 2016	RSP-001-ALL	Retail Selling Prices - 2015	SGD	Approved
TT-001-WATSONS	Trading Term - Watsons - 2015	Jan 1, 2015	Dec 31, 2016	RSP-001-ALL	Retail Selling Prices - 2015	SGD	Approved
TT-Cold Storage	TT-Cold Storage	Jan 1, 2015	Dec 31, 2016	RSP-001-ALL	Retail Selling Prices - 2015	SGD	Approved
TT-lego00	TT Lego test	Jan 1, 2016	Dec 31, 2015	LEGO-PL1	LEGO-PL2016	USD	Drafted
TTLEGO2106	LEGOTT2016	Feb 5, 2016	Dec 31, 2016	LEGO-PL1	LEGO-PL2016	USD	Approved
TTYK2016	TTYK2016	Feb 5, 2016	Dec 31, 2016	YK-SPL2016	YK-2016	USD	Approved

Total 17 records.

Trading Terms List | Trading Term Details

Trading Terms

Drafted

Trading Term Code	Trading Term Name	Price List	Account Setting
Effective From	Valid Till	Trading Term Type	Description
Tax	Rounding Method	Customer Discount Basis	Gross Price
Price Excludes Tax	Round to Currency Price Precision		

Listed Products | Customers List | Assigned Branches | Margin Details | Notes / Attachments

Product Brand: < Select All > Only Active Products

Product #	Product Name	Retail Selling Price	Tax Rate	Net Retail Price	Standard %	Gross Price	Customer %	Adjustment	List Price
					0.00		0.00		

Confirm Trading Term

Trading Terms List | Trading Term Details

Create New | Save | Revert | Delete

Trading Terms Drafted

Trading Term Code: Trading Term Name:

Effective From: 29/06/2016 Valid Till:

Tax: Price Excludes Tax Rounding Method: Round to Currency Price Precision

Price List: Account Setting:

Trading Term Type: Description:

Discount: Customer Discount Basis:

Gross Price:

Listed Products Customers List Assigned Branches Margin Details Notes / Attachments

Search:

Partner Code	Name	Currency
List of Business Partners		

Partner C...	Name	Currency
Selected Business Partners		

Confirm Trading Term Create New Save Revert Delete

Trading Terms List Trading Term Details

Trading Terms Drafted

Trading Term Code: Trading Term Name:

Effective From: 29/06/2016 Valid Till:

Tax: Price Excludes Tax Rounding Method: Round to Currency Price Precision

Price List: Account Setting:

Trading Term Type: Description:

Discount: Customer Discount Basis:

Gross Price:

Listed Products Customers List Assigned Branches Margin Details Notes / Attachments

Available Branches

Branch #	Branch Name
HQ	Head Office

Total 1 records.

Assigned Branches

Branch #	Branch Name
Assigned Branches	

Confirm Trading Term Create New Save Revert Delete

Trading Terms List Trading Term Details

Trading Terms Drafted

Trading Term Code: Trading Term Name:

Effective From: 29/06/2016 Valid Till:

Tax: Price Excludes Tax Rounding Method: Round to Currency Price Precision

Price List: Account Setting:

Trading Term Type: Description:

Discount: Customer Discount Basis:

Gross Price:

Listed Products Customers List Assigned Branches Margin Details Notes / Attachments

Warehouse: TE01 - Main Warehouse Average Margin %: 0

Product #	Name	List Price	Unit Cost	Margin Amount	Margin %
Margin Details					

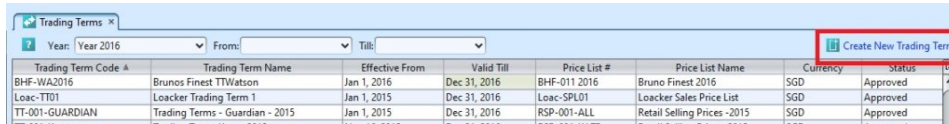
Confirm Trading Term Create New Save Revert Delete

Trading Terms List Trading Term Details

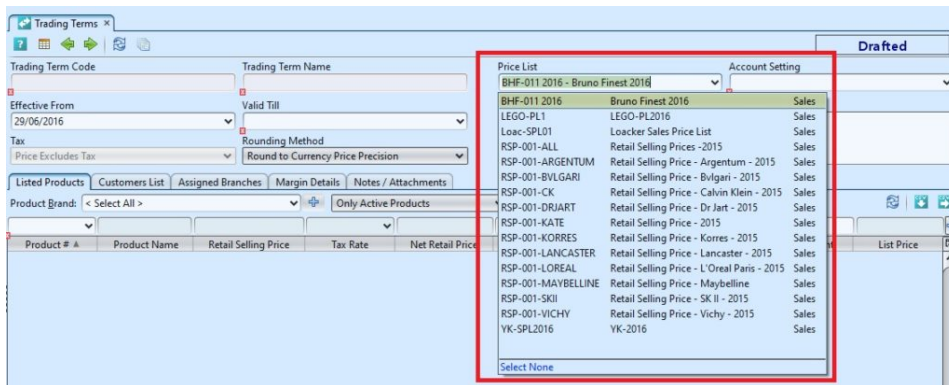
Field Name	Description	Mandatory Information
Trading Term Code	Custom code for the trading term	Y
Trading Term Name	Name of trading term	Y
Price List	Sales price list	Y
Account Setting		Y
Effective from	Date start for trading term	N
Valid till	Date end for trading term	Y
Trading Term Type	Types of trading term	N
Description	Description	N
Rounding Method	Rounding is a method used to shorten numbers. Rounding involves either increasing or decreasing a number to the next digit.	N
Customer Discount Basis		N
Listed Products – Product #	Product's code	Y
Listed Products – Product Name	Name of product	Y
Listed Products – Retail Selling Price		Y
Listed Products – Tax Rate		Y
Listed Products – Net Retail Price		Y
Listed Products – Standard		N
Listed Products – Gross Price	Price before deductions.	Y
Listed Products – Customer		N
Listed Products – Adjustment		N

Create New Trading Term

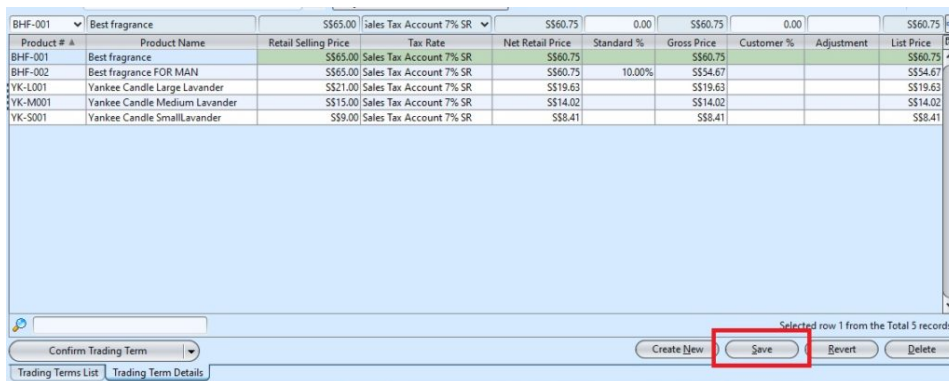
1. Click **“Create New Trading Term”** at the top right side of **“Trading Terms Lists”** tab, it will open **“Trading Term Details”** tab with new form



2. Fill up trading term’s information on top of screen, choose a sales price list from the **“Price List”** drop-down list. This sales price list will be use as the trading term’s products’ **“Retail Selling Price”**




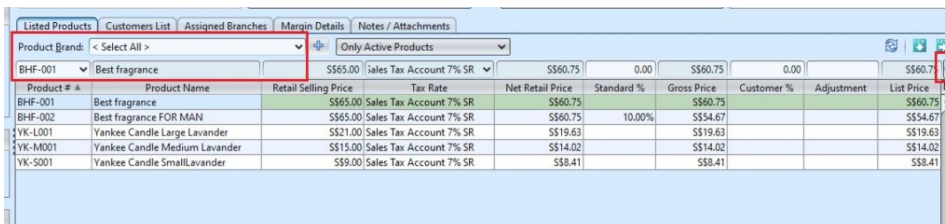
3. Click **“Save”** button at the bottom right side of screen to save



4. Filter the products list by selecting a brand from **“Product Brand”** drop-down list. Add product into the trading term by searching for the product from the

product number drop-down list in the table on **"Product List"** tab. Ensure the product is not listed in other trading terms during the same period for the same customers list


5. Enter the product's **"Standard %"** discount, **"Customer %"** discount, and **"Adjustment"** info (if any) and click  button to add the product into the trading term. **"Net Retail Price"**, **"Gross Price"**, and **"List Price"** for the product will be automatically calculated




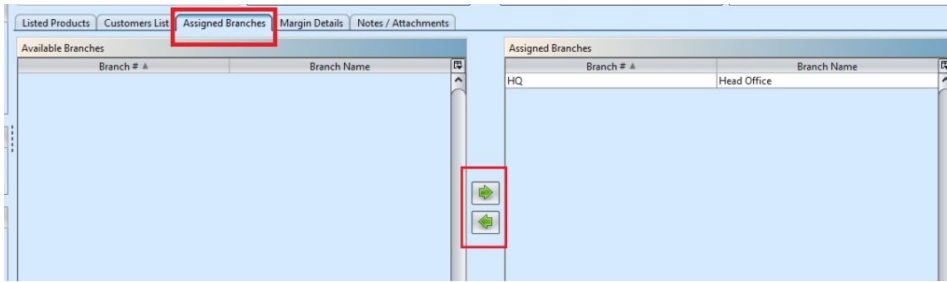
Product #	Product Name	Retail Selling Price	Tax Rate	Net Retail Price	Standard %	Gross Price	Customer %	Adjustment	List Price
BHF-001	Best fragrance	\$865.00	Sales Tax Account 7% SR	\$860.75	0.00%	\$860.75	0.00%		\$860.75
BHF-002	Best fragrance FOR MAN	\$865.00	Sales Tax Account 7% SR	\$860.75	10.00%	\$84.67			\$854.67
YK-L001	Yankee Candle Large Lavander	\$821.00	Sales Tax Account 7% SR	\$819.63		\$819.63			\$819.63
YK-M001	Yankee Candle Medium Lavander	\$815.00	Sales Tax Account 7% SR	\$814.02		\$814.02			\$814.02
YK-S001	Yankee Candle Small Lavander	\$89.00	Sales Tax Account 7% SR	\$88.41		\$88.41			\$88.41

6. Repeat steps 4-5 to add more products into the trading term

User can enter list price for multiple products of the same brand. Click on  button next to **"Product Brand"** filter, it will show new window to create / update price list. Select a product brand from the list, select a product from the table to create / update the **"List Price"**, enter the **"List Price"** value and press ENTER key. Click **OK** button when done and to close the window.

7 On **"Customers List"** tab, assign business partners for the trading term by selecting available partner(s) from the bottom left table and click  " " button in middle of screen. Hold Ctrl or Shift key then mouse left-click to select multiple partners

8. On **"Assigned Branches"** tab, a default branch (e.g. HQ) has been automatically assigned for the new trading term. To assign another branch for the trading term, select available branch from the bottom left table and click  " " button in middle of screen

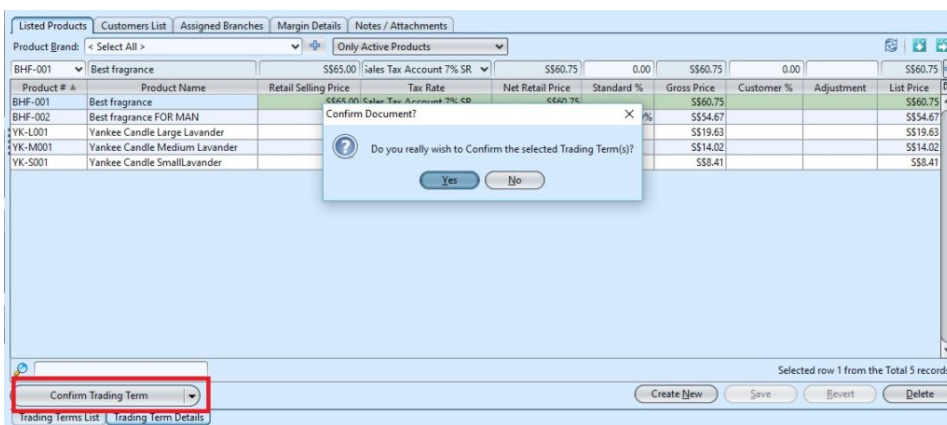


9. On **“Margin Details”** tab, the products’ **“Margin Amount”** and **“Margin %”** were automatically calculated based on the trading term new **“List Price”**

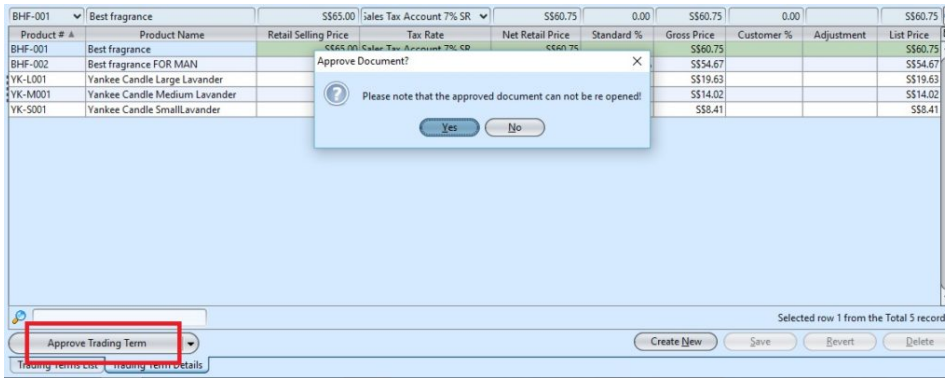
Product # A	Name	List Price	Unit Cost	Margin Amount	Margin %
BHF-001	Best fragrance	\$560.75			0.0%
BHF-002	Best fragrance FOR MAN	\$54.67			0.0%
YK-L001	Yankee Candle Large Lavander	\$519.63	\$511.446667	\$8.18	41.67%
YK-M001	Yankee Candle Medium Lavander	\$514.02	\$8.175556	\$5.84	41.65%
YK-S001	Yankee Candle Small Lavander	\$58.41	\$4.906111	\$3.50	41.62%

10. Click **“Save”** button at the bottom right side of screen to save

11. Click **“Confirm Trading Term”** button at the bottom left side of screen and click **“Yes”** button to confirm

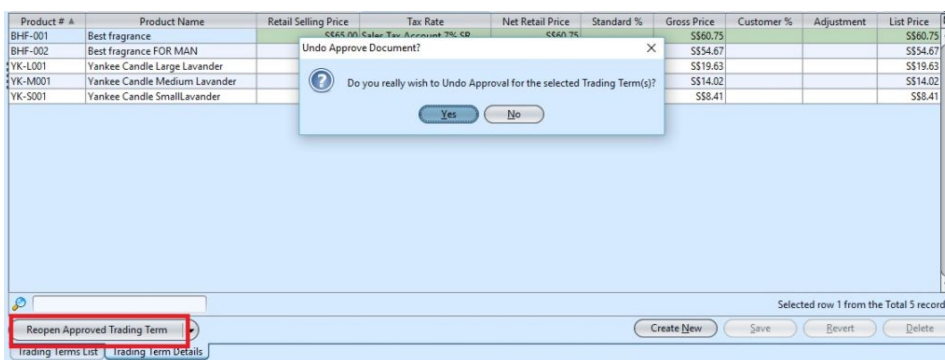


12. Click **“Approve Trading Term”** button at the bottom left side of screen and click **“Yes”** button to approve the trading term



Update Trading Term Details

1. Double click on trading term to be updated, it will bring up the selected trading term details on the **"Trading Term Details"** tab. If a trading term's status is **"Confirmed"** or **"Approved"**, right click on the trading term and **reopen** the trading term first



2. Click **"Save"** button at the bottom right side of the screen to save
3. Click **"Confirm Trading Term"** button at the bottom left side of screen and click **"Yes"** button to confirm
4. Click **"Approve Trading Term"** button at the bottom left side of screen and click **"Yes"** button to approve the trading term

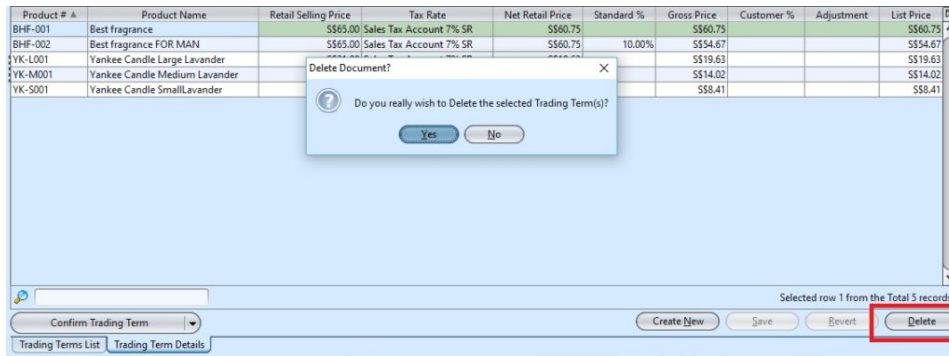
Delete Trading Term

1. Double click on trading term to be deleted, it will bring up the selected trading term on the

“Trading Term Details” tab. If a trading term’s status is **“Confirmed”** or **“Approved”**, right click on the trading term and reopen the trading term first

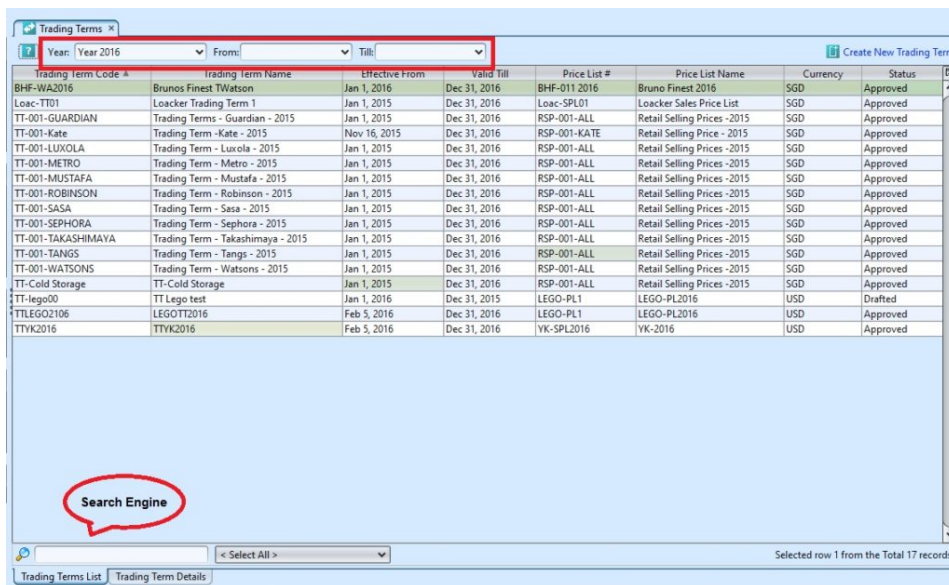
2. Click on **“Delete”** button at the bottom right side of screen

3. Click on **“Yes”** button on the pop-up window to confirm trading term deletion



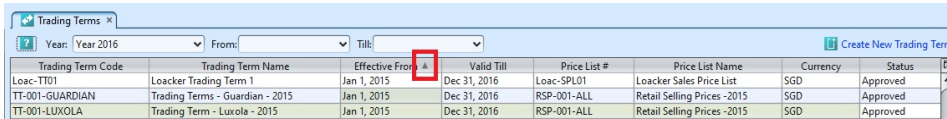
View and Search for Trading Term Details

1. On **“Trading Terms Lists”** tab enter search parameter to filter the result, i.e. type in period of the trading term in the **“From”** & **“Till”** textfield boxes or select from drop-down lists



2. Result can be sorted alphabetically by clicking

the fields' columns



Trading Term Code	Trading Term Name	Effective From	Valid Till	Price List #	Price List Name	Currency	Status
Loac-TT01	Loacker Trading Term 1	Jan 1, 2015	Dec 31, 2016	Loac-SPL01	Loacker Sales Price List	SGD	Approved
TT-001-GUARDIAN	Trading Terms - Guardian - 2015	Jan 1, 2015	Dec 31, 2016	RSP-001-ALL	Retail Selling Prices - 2015	SGD	Approved
TT-001-LUXOLA	Trading Term - Luxola - 2015	Jan 1, 2015	Dec 31, 2016	RSP-001-ALL	Retail Selling Prices - 2015	SGD	Approved

3. Double click on trading term to view full details of the trading term, it will bring up the details on **"Trading Term Details"** tab for the selected trading term
