

Sage Line 500 / Sage 1000

Catch Weight

There are a number of business sectors, for example the Food industry, where the commodity being bought, sold or manufactured, is measured in two units. One unit will often reflect the 'handling' unit and the other will indicate the billing unit. There are everyday examples of this dual unit requirement at your local supermarket; meat is handled in single units but charged by weight in Kilos.

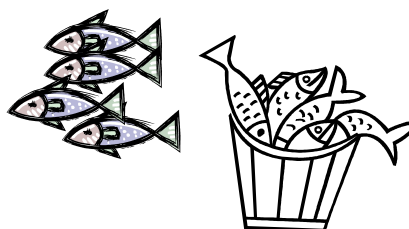
The SOP/POP Catch Weight module will allow:

- Purchase Orders to be raised for a stocking quantity and a price per billing unit
- Purchase Order Receipts to receive both stocking and billing quantities
- Purchase Order Invoices to receive the billing quantity
- Sales Orders to be entered for a stocking quantity and a billing unit
- Sales Order Despatch Confirm to record both stocking and billing quantities
- Sales Order Invoice value based on the billing quantity
- Stocking Unit, Pricing Unit, Ordering Unit on same order

Purchase			
Product	Qty	Price	
Ham	100	£5.00/kg	

Purchase			
Product	Qty	Weight	
Ham	100	120 kg	
Fish	250	180 kg	

Purchase			
Product	Weight	Price	
Ham	120	£5.00/kg	
Fish	180	£7.00/kg	



Sales			
Product	Qty	Price	
Ham	6	£10.00/kg	
Fish	1	£12.00/kg	

Despatch			
Prod	Stock	Trans	
Ham	6	7.5kg	
Fish	1	3.8kg	

Sales				
Prod	Stock	Trans	Value	
Ham	6	7.5kg	£75.00	
Fish	1	3.8kg	£45.60	

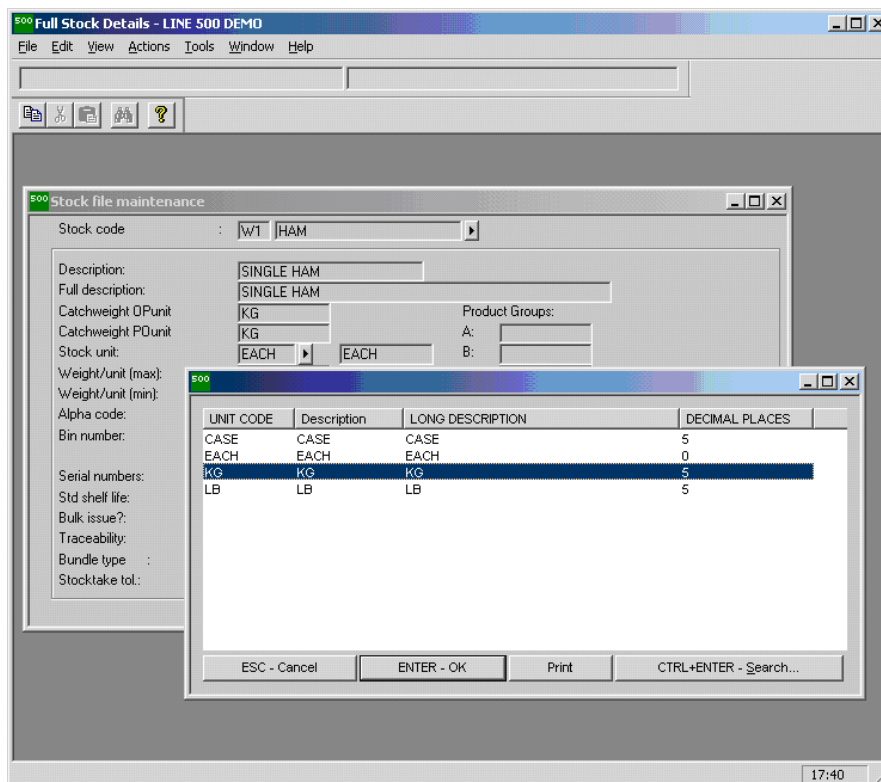
Using the standard Inventory Control Unit Conversions feature, relationships can be created between stock units such as EACH, CASE, TON etc.

In the example featured in the diagram above, several different units have been utilised for the same stock item; a ham stocked in EACH has been purchased in a buying unit of CASES and a billing unit of Kg. The standard Inventory Control Stock Units feature allows the EACH stocking unit quantity to be calculated (8 CASES = 192 EACH) when the receipt is processed via POP Receipts. You will also notice the Receipt program requests the quantity of Kg received to enable the POP Invoice function to work in the billing unit. The sales example in the diagram allows the sales order to record the customers requirement for 2 hams at a price of £1.50 per Kg. When the items are despatched, the system records both the EACH quantity and the total weight of the 2 hams to allow the correct price to be calculated.

Specification

Stock Maintenance

For products to be processed as catch weights two new fields have been created to hold the Sales Catch Weight Unit and the Purchase Catch Weight Unit. A product can be processed as catch weight on purchases only, on sales only or for both.



Entering the unit of measure on the relevant catch weight field “enables” catch weight processing for that process either sales / purchasing or both.

In the above example, **HAM** is a product that is stocked in **EACH** and is sold and purchased in **EACH** but its catch weight unit for purchase and sales is **KILO** - meaning the purchase price is per **KILO** and its selling price is per **KILO**. It would also be possible to stock in **KILO**, sell in **£/KILO**, purchase in **£/KILO** but order in **EACH**.

Purchase Order Entry

Purchase order entry has been changed to allow the item's unit price to be different from the unit used for the ordered quantity.

In this example, when the purchase order is created, the operator will order a quantity of hams in **EACH**; this quantity is in stocking units [there could be a conversion applied if required to stocking units i.e. EACH to BOX10]. The item price of the hams will also be entered but as this is a catch weight product, the item price will refer to the price of the item in its catch weight unit **KILO**.

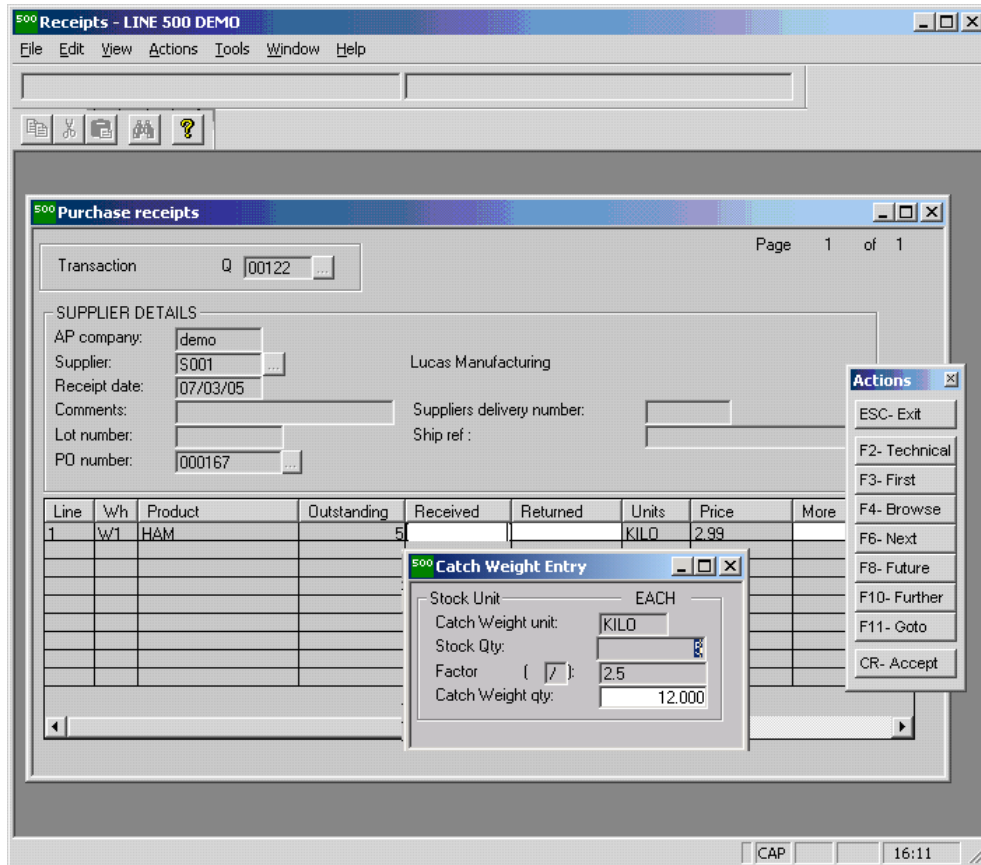
ITEM DETAILS		STOCK LEVELS	
Quantity:	5	Free stock:	0
Units:	EACH	Back order:	0
Date reqd:	07/03/05	On order:	0
Orig. qty:	5.00	Value logged:	0
Tran code 1:		Value posted:	0
Tran code 2:		Qty logged:	0
Tran code 3:			
Description:	HAM		
Long desc.:	HAM		
List price:	2.99	per	KILO
Discount:		SSD	:
Price:	2.99		
G/L code:	7-00-30-23-063		
Value:	35.88		

As the actual quantity of catch weight units is not yet available (this is confirmed on receipt), a **nominal** conversion rate between hams and Kg is used to calculate the nominal or expected number of kilos ordered. This quantity will then be used to calculate the total expected cost of the purchase.

So, for this purchase order, the order was for 5 HAM at 2.99 per KILO, a nominal conversion rate has been used to identify that the expected KILO quantity is 12 Kg and the expected line cost is £35.98 (not 5 HAM at £2.99 but 12 Kg at £2.99 per Kg).

Purchase Order Receipt

On receipt of the purchase order, the goods are booked in using the ordered quantity, in this example, **EACH**. Alongside the number of hams being booked in, the operator is also prompted to provide the catch weight of the items being booked in, again, in this example, in **KILO**. A line is marked as fully received when all of the ordered quantity have been received (**EACH**) or the operator marks the line as no more to come.

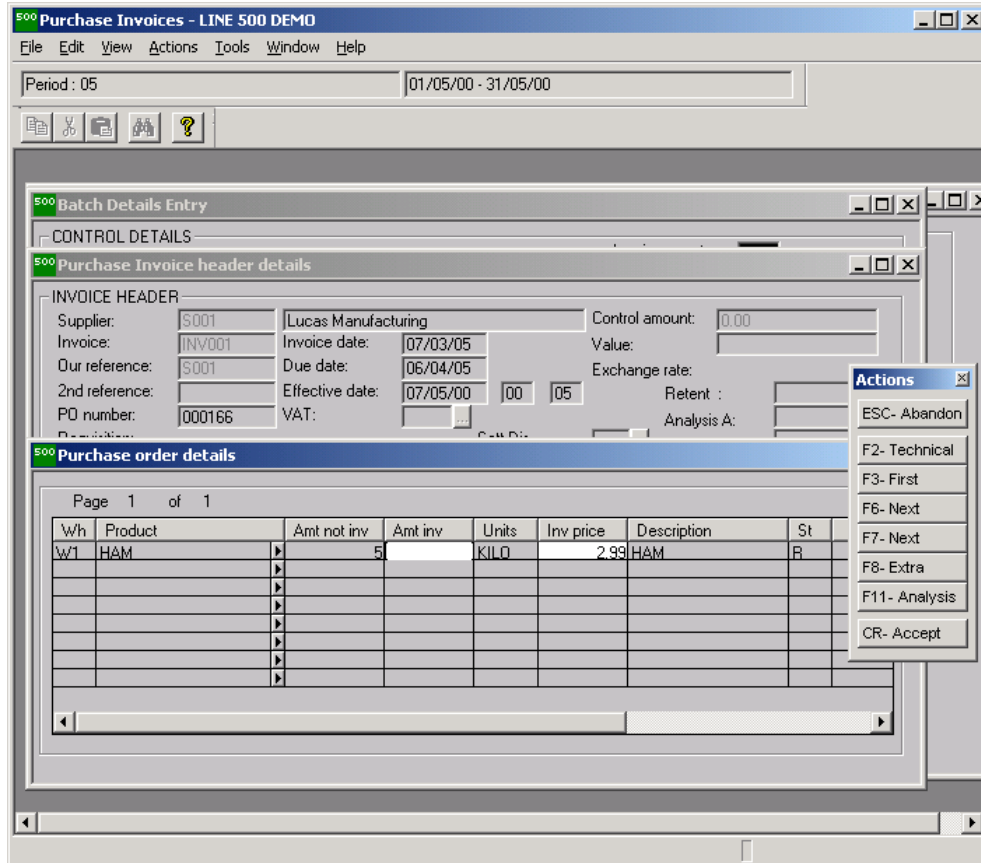


So, for this receipt, the purchase order was for 5 HAM at 2.99 per KILO, and so the operator has booked in 5 HAM but has also weighed the product and keyed in the actual weight in KILo at 12Kg. [In this case the actual catch weight matches the nominal calculated catch weight - this does not have to be the case].

Purchase Order Invoice

At purchase invoicing time, the operator enters the item price and line value for each purchase order line being invoiced.

The invoice item price is validated/tolerance-checked against the line price from the purchase order (in catch weight units); the line total is validated/tolerance-checked against purchase order line total - again, in the catch weight unit.



Sales Order Entry

On the sales side, if the item being ordered by the customer is a catch weight product then the operator sets the order quantity to the quantity required as before but the prices provided will be in the catch weight units.

In this example, **HAM** can be ordered by customers in **EACH** but again, the sales catch weight unit is **KILO**, so the pricing will be by **KILO**.

So, where the customer has ordered two hams at a price of £4.00 per KILO the order will look as below:-

The screenshot displays the 'Telesales Detail Entry Header' window. It includes the following fields:

- Customer: VC002 (VECTION CUSTOMER 2)
- Contact: [Empty]
- Telephone: [Empty]
- Value: 0.00
- Net: [Empty]
- Order No: [Empty]

Below the header is a table titled '500 Last 10 Orders (1-5)'. The table shows the following data:

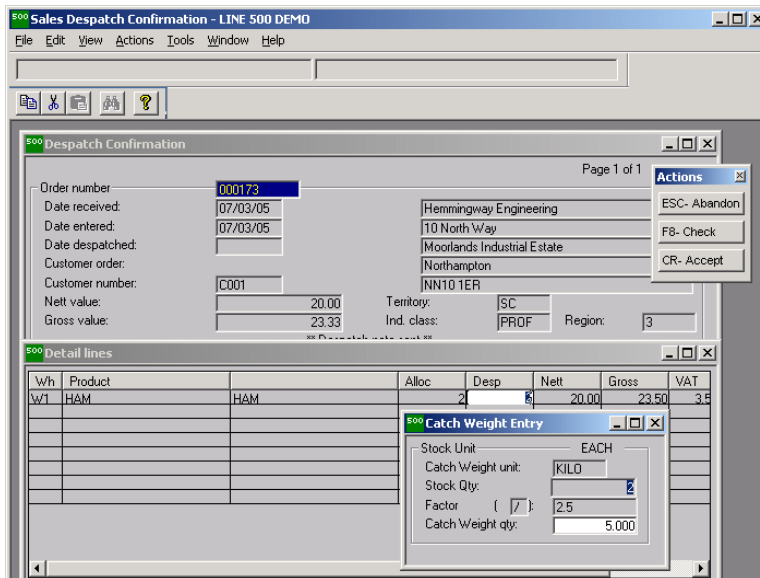
Product	Description	Unit	Reqd. qty.	Nett price		
HAM	SINGLE HAM	EACH	4	4.00	1	0.00
VST001	VECTION UNIT 001	EACH	0.00	90.00		1 90.00
VST002	VECTION UNIT 002	EACH	0.00	45.16		

The sales order item price is in the catch weight unit of the product - therefore the line value is calculated by using the nominal conversion rate between the sell unit and the catch weight unit to create a nominal catch weight unit quantity - this quantity is then used with the item price (in catch weight units) to provide the total line value.

Sales Despatch Confirmation

On confirmation of the sales order, the operator confirms not only the selling unit quantity but also the catch weight (pricing) unit quantity.

The item price and line total value are then recalculated based on the actual quantity despatched to provide the actual and line order values.



Therefore, in our example, the operator despatches 2 EACH of HAM which weighs 5 Kg and it is the 5.00 Kg at £4.00 per kilo which provides the line value.

[In this case the actual catch weight matches the nominal calculated catch weight - this does not have to be the case].

Sales Invoicing

Sales order invoicing then picks up the actual line and order values and creates a sales invoice based on the catch weight unit quantity shipped.

ADDITIONAL FIELDS

Stock Item Extension

Two new fields have been made available on stock items to indicate the purchase and/or sales catch weight unit to be used when purchasing or selling this stock item.