



# Features Flash

**April 29, 2011**

**entrée version 3.5.16**

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**entree Version 3.5.16 Features**

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## entree Modify Cost Markup Utility

### Cost Mark-up Overview:

The cost mark-up feature allows distributors to add an overhead or burden factor to the cost of an item.

- If a cost mark-up is defined, the **base cost** of the item will become locked and automatically maintained by entree.
- The cost markup may be entered using a dollar amount or a percentage value.
- The base cost of the item when using a dollar amount cost markup is derived using the formula: **Real Cost + Freight Rate + Cost Mark-Up**
- The base cost of the item when using a percentage amount cost markup is derived using the formula: **(Real Cost + Freight Rate) x (Cost Mark-Up / 100)**

The Inventory Maintenance Cost/Price tab displayed below is the information that will be updated with the new Modify Cost Markup Utility.

**Inventory File Maintenance**

Item Number: 30132 | Description: MUSHROOMS STEMS & PIECES | Brand Name: AUTOCRAT

Unit of Measure: CASE | Pack Size: 6/10 | Warehouse Loc.: W301 | Class: CANNED GOODS

Status: Misc 1 | Misc 2 | .NET

Inventory | **Cost/Price** | Vendor | History | Promotions | Kits | Special Pricing | Sale Pricing | Future Pricing | Break Pricing

**Cost/Price Information**

Taxable  | Edit Tax Codes...

Real Unit Cost: 31.4500 | Broken Case Upcharge: 0.00

Freight Rate: 0.0000 | Group Code: CAN GDS

Landed Cost: 31.4500 | Matrix Code: | Retail Price: 0.00

**Cost Mark-Up: 0.4000** |  \$  %

Base Unit Cost: 31.8500

Min. Selling Price: 32.4870 | 2.00 |  \$  % | Quick Price Change

Market Cost: 0.0000 | G/L Cost of Sales Account: | G/L Sales Account: |

	Unit Price	% Over Cost	Margin
WHSL 1	35.2240	12.00%	10.7%
LEVEL 2	37.4700	15.00%	16.1%
LEVEL 3	38.6000	17.50%	18.5%
LEVEL 4	39.8000	20.00%	21.0%
LEVEL 5	42.4667	25.00%	25.9%
PAPER 6	45.5000	30.00%	30.9%
SPICE 7	63.7000	50.00%	50.6%
CHEESE 8		0.10%	
Level 9			
Level 10			
Level 11			
Level 12			
Level 13			
Level 14			
Level 15			

100 records

Add Item | Copy Item | Delete Item | OK | Cancel | Apply

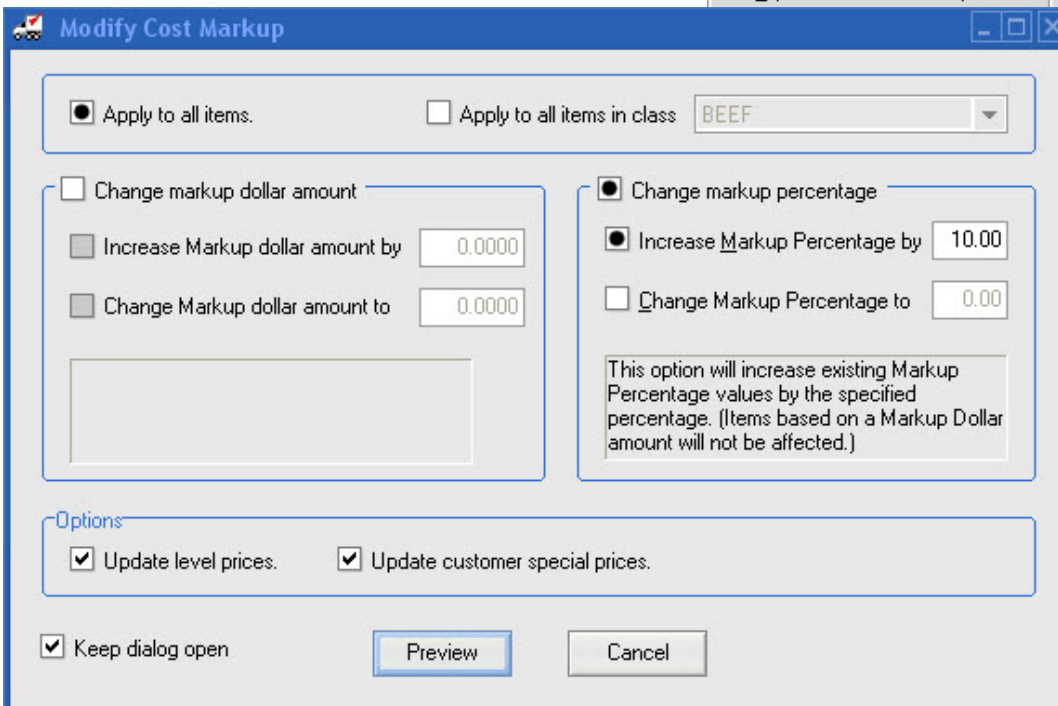
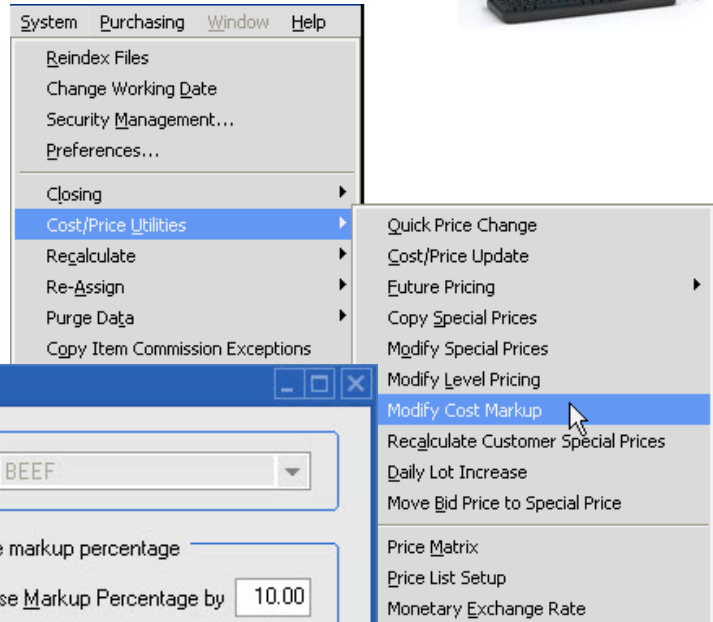


## **Modify Cost Markup Utility Overview:**

This new utility provides the means for updating the Cost Mark-Up value either on all items in your inventory or can be restricted to items in a specified class.

Options are provided to take the updated Base Cost value produced by the markup change and recalculate Level Pricing and customer Special Prices.

Use menu path: **System > Cost / Price Utilities > Modify Cost Markup**



At the top of the **Modify Cost Markup** dialog box select the items to modify:

- **Apply to all items**
- **Apply to all items in class**
  - Then select the desired class from the drop down menu.



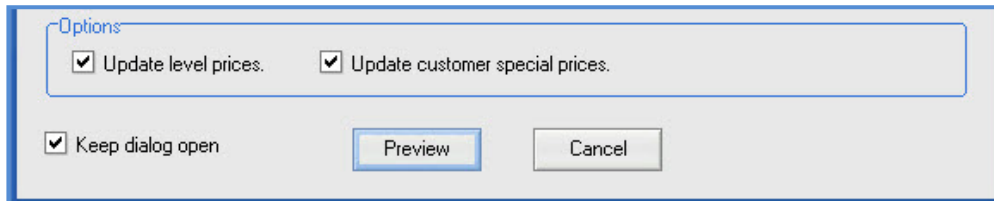
You have two markup options:

- **Change markup by dollar amount**
- **Change markup percentage**

Both options provide you with the ability to:

- **Increase** the markup by a specific dollar amount or percentage value.
- **Change** the markup value to a new dollar amount or new percentage value.

Explanations about the option selected are displayed in the text box below.



**Options section has two choices:**

- **Update level prices**
- **Update customer special prices**

Both options can be checked if that is the update you desire.

**Keep dialog open:**

Check this box if you are going to perform multiple updates in this utility. Once an update is performed it will bring you back to the Modify Cost Markup dialog box. Then to exit the dialog, click the “X” in the upper right corner.

**Cancel:**

Click this button to cancel the cost mark-up change.

**Preview:**

The Preview button will display the Review Cost Markup Changes dialog box. This shows a list of the items and the associated changes for you to review before initiating the actual price updates.

Post	Item Number	Description	Class	Cur Markup %	New Markup %	Cur. Level 1	New Level 1
<input checked="" type="checkbox"/>	10105	CHICKEN NUGGETS	FROZEN CHICKEN	2.00	12.00	27.89	27.89
<input checked="" type="checkbox"/>	10117	CHICKEN STRIPS BREADED	FROZEN CHICKEN	2.00	12.00	26.88	26.88
<input checked="" type="checkbox"/>	10310	RUSSETTE SUPERDRY SHOESTRI...	FRENCH FRIES	2.00	12.00	21.25	21.25
<input checked="" type="checkbox"/>	105008	loose packs broccoli spears	FROZEN VEG	5.00	15.00	1.36	1.36
<input checked="" type="checkbox"/>	20100	BEEF GROUND 81/19	BEEF	2.00	12.00	1.17	1.17
<input checked="" type="checkbox"/>	201008	loose pack 10# ground beef	BEEF	5.00	15.00	1.17	1.17
<input checked="" type="checkbox"/>	20122	STEAK STRIPLAIN 1ST CUT 8oz U...	BEEF	2.00	12.00	1.46	1.46
<input checked="" type="checkbox"/>	20145	SPECIAL TRIM	BEEF	2.00	12.00	1.65	1.65
<input checked="" type="checkbox"/>	20231B	HAM FOUR STAR ROUND	HAM	5.00	15.00	1.96	1.96
<input checked="" type="checkbox"/>	20306	BACON SLICED 18/22 LAYOUT 20#	PORK	2.00	12.00	1.90	1.90
<input checked="" type="checkbox"/>	20407	CHICKEN DRUMSTICKS	POULTRY	2.00	12.00	0.44	0.44
<input checked="" type="checkbox"/>	204098	loose turkey breast 10# avg	POULTRY	5.00	15.00	1.62	1.62
<input checked="" type="checkbox"/>	20414	CHICKEN WINGS	POULTRY	2.00	12.00	0.88	0.88
<input checked="" type="checkbox"/>	20421	CHICKEN 3 UP WHOLE	POULTRY	2.00	12.00	0.73	0.73
<input checked="" type="checkbox"/>	20422	CUT CHIX 8/24	POULTRY	2.00	12.00	0.81	0.81
<input checked="" type="checkbox"/>	20425	CHICKEN THIGH	POULTRY	2.00	12.00	0.48	0.48
<input checked="" type="checkbox"/>	20512	SHRIMP 26/30 HEADLESS	SEAFOOD	2.00	12.00	27.16	27.16

**Preview options in Review Cost Markup Changes:**

- **Select All** - By default all the items in the list will be selected. Remove check marks from items you do not want updated.
- **Select None** – Removes all check marks. Then manually you can add check marks to the specific items you want to change.
- **Cancel** – Cancels the cost markup change process.

## Apply Price Changes:

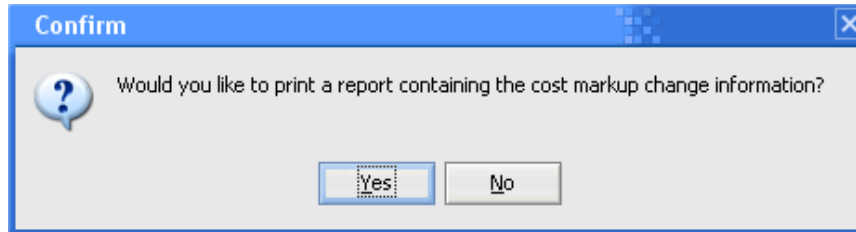


Once the desired items are selected, click the **Apply Price Changes** button.

The **Confirm** dialog box will be displayed giving you the option to print a report containing the cost markup price change information.

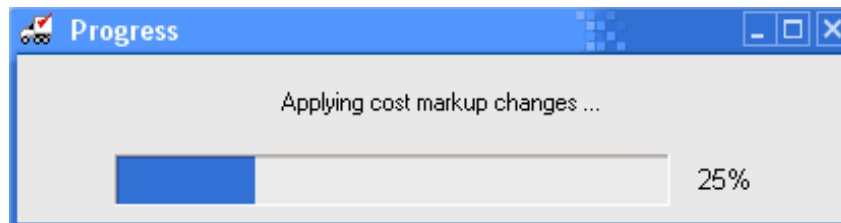
- If you click **“Yes”** the Re3 report printing option will be displayed.

An example of a report on updates of canned goods is displayed below.

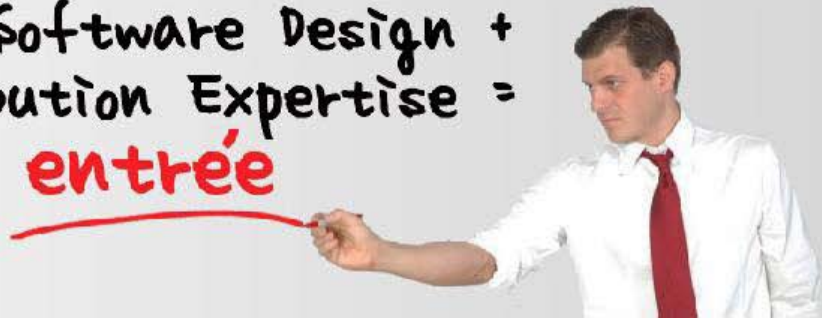


Date: 04/27/11	<b>FCF Foods Corporation</b>	Page: 1		
Time: 11:53 AM				
Covers Period: Apr 27 2011				
Increase markup dollar amount by \$0.15				
Item No.	Description Line 1	Class	Orig Markup \$	New Markup \$
30122	TUNA FISH	CANNED GOODS	0.25	0.40
30132	MUSHROOMS STEMS & PIECES	CANNED GOODS	0.25	0.40
30148	TOMATO SAUCE	CANNED GOODS	0.25	0.40

- If you select **“No”** the **entree** price update process will proceed while displaying an update “Progress” bar.



Innovative Software Design +  
Food Distribution Expertise =  
entrée



NECS began in 1987 with its sole mission to produce top quality software for foodservice distributors. At that time, company president, Chris Anatra had determined that the software market was severely lacking in specialized software to address the needs of wholesale food distributors, especially those dealing with meat, seafood, produce, cheese as well as full line distributors.

The only products available at that time were needlessly complex, difficult to use, required expensive computer hardware costing into the six figures, and still did not meet all the needs of the foodservice distributor.

During this time period, the computer industry was beginning its move from large mainframe and minicomputer systems, to the more economical personal computer such, as the IBM PC. Chris Anatra, president of NECS, and the original developer of the NECS software, saw the opportunity to design a system based on the Microsoft and networking technologies available at that time. By adapting to this new technology early, it turned out to be a brilliant move that set NECS to become the leader in food distribution software. NECS was able to provide a comprehensive, easy-to-use software package, at an economical price.

Adapting to new technology early, and constantly providing new features for our user base, continues to be our company mission.

Over the years, the system has evolved into [entrée®](#), a comprehensive Windows\* application with more than 3 million lines of programming source code.

To date, almost 1,500 wholesale food distributors have decided that the NECS entrée system is the best product to meet their demanding needs. Our large network of satisfied customers makes this decision even easier.

Foodservice distributors which run their operations on NECS computer software are more profitable and operate more efficiently on reduced staffs. This leaves NECS with an enthusiastic user base, who readily recommends NECS software to other wholesale food distributors.

NECS customers range in size from smaller distributors with sales revenues of a few million per year, up to distributors with sales approaching \$200 million per year. The average size NECS customer has sales of \$25 million/year, and requires about 20 workstations.

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