Freight Markup Tables

These tables were designed to allow a company to establish rules to apply a freight markup to various DB/d applications.

Freight Markup Tables allow the company to create rules that will take the freight coming into billing and automatically mark it up based on a designated criterion.

Freight can come into an order from multiple sources,

- Attached to the order thru the Purchase Order Receiving Process which originated as cost from the vendor
- Through many of the different gateways/ Shipping system
- Freight can be attached to the inventory lot records as freight in and then prorated out as items are released from inventory
- Ship Via's
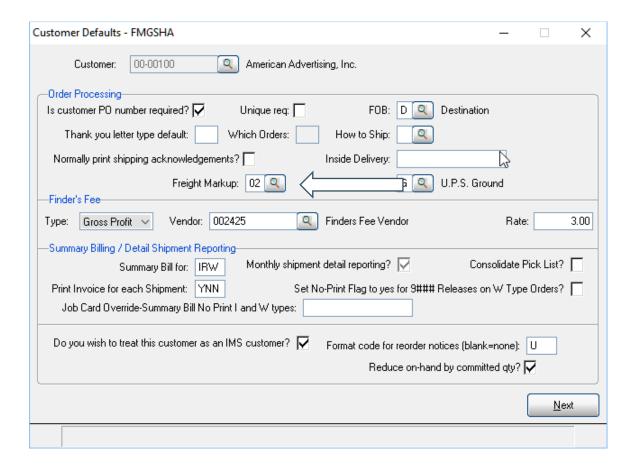- Even added by an operator at invoicing time

If nothing is done with this value, the system will pass the cost of the freight to your customer and this will appear in the freight field on the last screen of your invoice.

Freight Table options can be set in different areas to be triggered by different types of entries. Keep in mind, if you are using all these options together, be sure to test the hierarchy for your specific settings to make sure you get the desired results
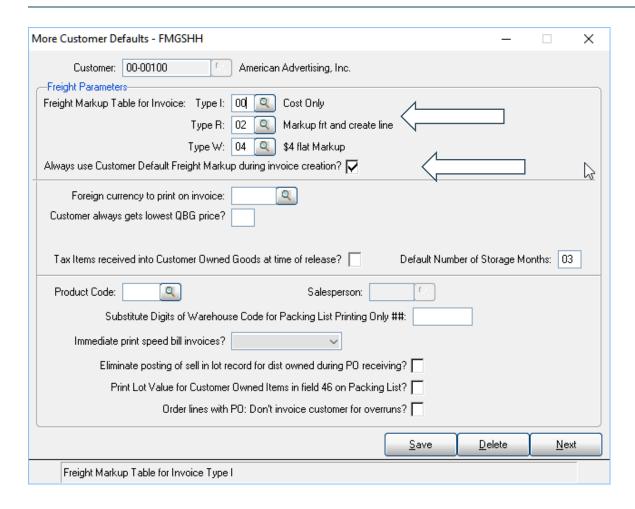
Freight Markup Settings – Customer Level

Here is an example of the Freight Markup that can be used in the Customer's Default Settings by Customer.

A Freight Markup here will apply to all orders for this customer if a table code is entered in the Freight Markup field.

You can set different Freight Markup Tables based on order type. Entries here will override the previous Customer Default setting

SPECIAL NOTE: To disable other substitution of the Freight markup code for this customer, check this box to enable this setting. **Always use Customer Default Freight Markup During Invoice Creation.**
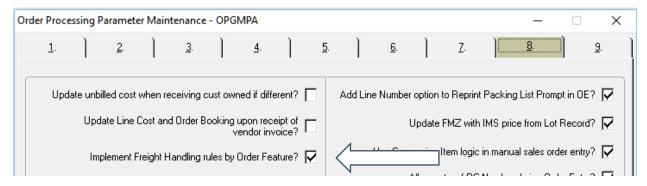
Order Entry Settings in Order Header

Even with the customer default settings in place, there will always be situations where you may wish to give an operator the ability to set the Freight Markup table in the order header.

If this is desired, your company can turn on this feature is turned on by an Order Processing System parameter.

Order Processing >Setup > System > System Setup > Parameters

Tab 8 - Implement Freight Handling rules by Order Feature

Order Processing > Order Processing > Order Entry > Order Header-Tab 1

When this feature is activated, the default freight markup code will display in Order Entry Header Screen, and your operator will have the ability to override this setting.

![db distributor logo]

Ship via Settings

Order Processing > Setup > System > Supporting Files > Recommended > Ship Via Codes

At invoicing time, this Freight Markup table will replace previous settings when this Ship Via code is used.

For customers that you do not wish to use this substitution, be sure to check the box in the customer defaults **always use Customer Default during invoice creation**.

EC Setting for Orders Originating Thru eCommerce

DB Distributor Toolkits > eCommerce > Setup > Customer parameters > Control Panel

This setting will apply to all orders originating thru the eCommerce Programs

![db distributor logo]

Freight Markup Setups

Order Processing > Setup > System > Supporting Files > Optional > Freight Markup

Every company should create at least a ZZ table that will apply to all customers /orders that do not have other freight rules in place. If you do not have a ZZ table, then all freight will pass to the Freight Field in the Total screen of the invoice.

- Table Code
  - The table Code is a 2-character field. It is an Alpha Numeric field.
  - If a table code of ZZ is used, it will apply to all customers without a freight mark-up table in the Customer Defaults.
- Description
  - A description to help identify what the table is used for.
- Percentage to Markup Freight Charges
  - Enter the percentage to mark up the freight.
  - This field uses a 2-digit decimal to handle your needs.
- Minimum Dollar amount to markup freight
  - This field will be checked after the markup is calculated to see if the freight meets the minimum dollar amount.

- o It will use this dollar amount, if the markup is less than the desired minimum.
- Flat Amount to Add to Markup
    - o Enter the additional Value to be added to freight cost
- Automatically markup freight?   Use the drop down to make your selection
    - o Yes - will have the markup automatically accepted in invoice entry.
    - o No - will prompt the operator during invoicing entry about whether to accept the markup. Note: is operator chooses not to accept the markup, markup rules will not apply, and the freight cost will be dropped into the freight bucket on the invoice total screen.
    - o Ceiling – Select this if you want the operator to be prompted if the freight markup reaches a certain dollar amount. By selecting the Ceiling option, a Ceiling field will appear to allow you to put in the dollar amount of the markup to be prompted with.
- Create order history for freight charge
    - o Click yes to have the order history file be updated with the freight charges and markup associated with the table.
    - o do not recommend this setting unless you are creating a line item for Freight
- Apply Commission to Freight Markup?
    - o This setting will trigger the setup of a line to hold the cost and sell for freight
- Commission Code or Blank for Default
    - o Enter the commission code to be used with this table, if nothing is set in this field, the system will use the commission hierarchy to set the commission for this line.
    - o This is only applicable if you calculate commission by line.
- Product Code for Invoice Line
    - o Enter the Product Code for the invoice line. This will be used for Accounting and General Ledger purposes. Query is available.
- Percentage of Net Sale or Freight
    - o Select Net Sale if you wish to have a freight markup be figured based upon the net sale of the invoice.
    - o Select Freight if you wish to have a freight markup be figured based upon the freight amount of the invoice.
    - o NOTE: The use of this field will allow for a table to be setup that gives a range of net sale or freight and respective percentage to be used to calculate the markup.
    - o Select N/A to open an alternate table option
- Freight Up To – alternate table
    - o This alternate table allows the option by level to enter a flat sell amount of a Percentage
    - o The Freight Markup Table setup has been modified to discount freight (already available by percentage), at the four-level table on the right side, but now has an option by level to enter a flat amount rather than percentage
    - o For the existing four level table, a new field has been added at each level to designate Flat versus Percentage (default).

Freight Markup Examples – ZZ Table Example

This example performs several functions

- This is the ZZ table, so this freight markup will apply to all situations/invoices that do not have any other freight markup rules
- This freight will Create a line item and will appear as Freight in Net Sale on the total screen of the invoice
- The Sell will be equal to the cost
- This Freight will create an entry to order history
- This freight markup is subject to commissions
- This freight will be considered as part of the invoice line detail and as a result, will appear on the sales analysis reports and will be considered as part of the gross profit calculation on this invoice

Pass Thru to Freight Bucket

Freight Markup Table - FMGMPH

| Table Code: | P 🔍 | Description: | Pass Thru-Freight Bucket M/up |

| Percentage to Markup Freight Charges: | .00 | Percentage of Net Sale or Freight? | N/A ⌄ |

Minimum Amount to Markup Freight: 3.75

Flat Amount to Add to Markup: .00

Automatically markup freight? Yes ⌄

Net Sale up to	%
.00	.00
.00	.00
.00	.00

Create order history for freight charge? ☐

Apply Commission to Freight Markup? ☐

Make Invoice Line Cost Only? ☐

Freight Up To	%	
.00	.00	⌄
.00	.00	⌄
.00	.00	⌄
.00	.00	⌄

Code Set for Ship Via: 🔍

Commission Code or Blank for Default:

Product Code for Invoice Line:

|◁ ◁ ▷ ▷| Save   Clear   Delete   Exit

Description

This example performs several functions

- This will apply a flat $ markup to every invoice
- This is setup to automatically markup the freight, the operator will not have the ability to override this
- This freight will land in the freight bucket on the total screen of the invoice
- This Freight will NOT post an entry to order history
- This freight markup is not subject to commissions
- This freight will not be considered as part of the invoice line detail and as a result, will not appear on the sales analysis reports or be considered for the gross profit calculation on this invoice

Cost Only Freight

Freight Markup Table - FMGMPH

Table Code: 00 | Description: Cost Only

Percentage to Markup Freight Charges:	.00
Minimum Amount to Markup Freight:	.00
Flat Amount to Add to Markup:	.00
Automatically markup freight?	No

Percentage of Net Sale or Freight? N/A

Net Sale up to	%
.00	.00
.00	.00
.00	.00

Freight Up To	%	
.00	.00	
.00	.00	
.00	.00	
.00	.00	

Create order history for freight charge? ☑
Apply Commission to Freight Markup? ☑
Make Invoice Line Cost Only? ☑
Code Set for Ship Via:
Commission Code or Blank for Default:
Product Code for Invoice Line: FRT Freight

Save | Clear | Delete | Exit

Make Invoice Line Cost Only?

- This freight is set to create a line on invoice reflecting the total cost of this freight with a zero sell
- This line will create an entry in order history for this order
- You can set the commission code for this line if you calculate commission by line, if nothing is set in this field, the system will use commission hierarchy to set the commission for this line
- This freight will be considered for sales analysis and will be included in the total gross profit for the invoice totals

Freight Markup of 20%

Freight Markup Table - FMGMPH

Field	Value
Table Code:	02
Description:	20% Markup frt and create line

Field	Value
Percentage to Markup Freight Charges:	20.00
Minimum Amount to Markup Freight:	.00
Flat Amount to Add to Markup:	.00
Automatically markup freight?	No

Percentage of Net Sale or Freight? Freight

Net Sale up to	%
.00	.00
.00	.00
.00	.00

Freight Up To	%
.00	.00
.00	.00
.00	.00
.00	.00

Create order history for freight charge? ☑
Apply Commission to Freight Markup? ☑
Make Invoice Line Cost Only? ☐

Code Set for Ship Via:

Commission Code or Blank for Default:

Product Code for Invoice Line: FRT Freight

Save   Clear   Delete   Exit

Percentage to Markup Freight Charges

- This line will create an entry in order history for this order
- You can set the commission code for this line if you calculate commission by line, if nothing is set in this field, the system will use commission hierarchy to set the commission for this line
- This freight will be considered for sales analysis and will be included in the total gross profit for the invoice totals
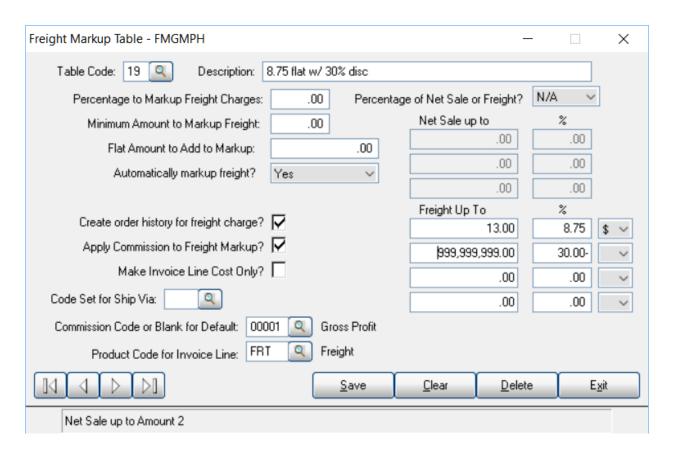
distributor

Freight Table Option for a Flat Markup or Percentage

- This line will create an entry in order history for this order
- You can set the commission code for this line if you calculate commission by line, if nothing is set in this field, the system will use commission hierarchy to set the commission for this line
- This freight will be considered for sales analysis and will be included in the total gross profit for the invoice totals
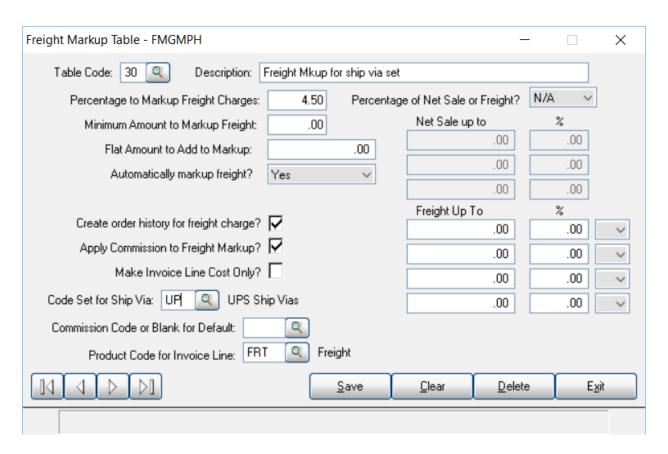- This four-level table has an additional setting at each level
  - Blank = Percentage markup
  - $ = Flat (dollar value entered will be new freight amount charged)
- In this example for a Freight cost up to $13, there will be a flat sell value of 8.75. When the cost is over $13, the sale of freight will be discounted by 30%. With this setup, you will see a negative gross profit on this line if the cost is over $8.75
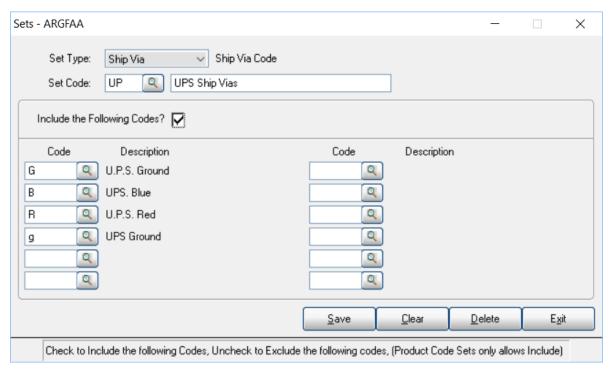
Freight Markup Based on Ship via Code

- This example will markup the freight by 4.5% only if the Ship Via code is included in a special code Set (in this case UP – additional setup is required to create the code set)
- for This freight is set to create a line on invoice reflecting the total cost of this freight with a zero sell
- This line will create an entry in order history for this order
- This freight will be considered for sales analysis and will be included in the total gross profit for the invoice totals

Ship via Code Set

Order Processing > Setup > System Setup > Code Set

Sets - ARGFAA	— ☐ ✕

Set Type: Ship Via ⌄ Ship Via Code

Set Code: UP 🔍 UPS Ship Vias

Include the Following Codes? ☑

Code		Description	Code		Description
G	🔍	U.P.S. Ground		🔍	
B	🔍	UPS. Blue		🔍	
R	🔍	U.P.S. Red		🔍	
g	🔍	UPS Ground		🔍	
	🔍			🔍	
	🔍			🔍	

Save Clear Delete Exit

Check to Include the following Codes, Uncheck to Exclude the following codes, (Product Code Sets only allows Include)

- Set Type = Ship via
- Set Code – this can be any 2-character code,
- Include the Following Code
  Check box – will apply to only codes selected
  Uncheck box – will exclude only these codes selected