

Cardlink Destination Based Sales Tax (for Wethosing)

July 19, 2016

Presenter
Emily Naylor

2016 DM2 Connections User Conference
July 18 – 20, 2016

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Why bill wethosing in Cardlink?

- Cardlink provides a billing document that gives your customer detail on which vehicles or equipment tanks were fueled.
- Reporting by vehicle is much easier in Cardlink.
- Most truck automation systems can be interfaced to Cardlink (SmartLogix, MidCom, Frams, etc.)
- Manually entered transactions can be imported through Visual Integrator

Wethosing vs Site transactions

- CL sites have an assigned sales tax rate, and County Code maintenance does not apply to sites outside of a network. The fact that the CL site is the destination “locks in” the sales tax rate.
- Wethosing is typically setup to work with a non-network site code, associated with a truck or bulk plant affiliation.
- One truck may deliver to customers in multiple taxing jurisdictions within its route.
- Delivery location changes because equipment often gets moved, based on customer’s business (contractors)

How it works

- Set up Truck Sites with appropriate products and excise taxes.
 - Setup Sales Tax on the Site products to access GL account to use for Sales Tax.
 - The Sales Tax Rate will be overwritten with the Destination Based Sales Tax setup
 - Products must be integrated to Inventory, with (inventory) Item Code assigned.
 - If your customers are subject to Prepaid Sales Tax instead of Sales Tax, fill in the Prepaid Sales Tax rate. (Cardlink posting will use the Sales Tax GL Account.)
- For each Driver card that will be delivered to, assign a Sales Tax Schedule from Library Master - Sales Tax Schedule Maintenance
 - If customer pays Prepaid instead of Sales Tax, assign card to “PREPAID” tax schedule that uses tax codes with no tax rates.
- Only enter sales tax exemption in Account Maintenance if product is subject to sales tax and customer ‘s card (vehicle) is exempt both sales tax and Prepaid Sales Tax.

Setups : Site Code

sage Site Code Maintenance (LCH) 6/5/2016

Site Code: 0099
Name: Truck 40 Wet Hosing

Site Type: Local Foreign Sales Site

Region: TX TEXAS
Price Quote Region Code
CFN PT Taxes
Delayed Costing Region

Computer Priced Transactions

Product

Net Site
Net Site Vendor
Net Site Pickup Point

Accept Cancel Delete

Site Product – link to inventory

sage Site Product Maintenance (LCH) 6/5/2016

Site 0099 Truck 40 Wet Hosing
Product 53
Description D-ULSD #2 CLEAR

Region TX TEXAS Units Gallons Computer Priced Transactions

Sales GL 40100-20210P49-00-000
Sales - Fuels-LOC 49-Main-Main
Share Tank COGS 50100-20210P49-00-000
Inventory Item 168 #2 Ultra Low Sulfur Diesel
Warehouse P49 Tankwagon 40 Break Out Taxes

Blended Product

Blending Item #1 Blend % 0.0
Blending Item #2 Blend % 0.0

Rates Sales Hist Tax History Accept Cancel Delete

Site Product – Rates

sage Site Rate Info
✕

Site	0099	Truck 40 Wet Hosing	
Product	53	D-ULSD #2 CLEAR	
Region	TX TEXAS	Computer Priced Transactions	<input checked="" type="checkbox"/>

Rates

Federal Excise Tax Rate	0.24300		Included in Product	Neither
Fed Tax G/L Account	15100-20210000-00-000		Prepaid Fed Exc Tax - Dsl-EAST-Main-Main	
State Excise Tax Rate	0.10000		Included in Product	Neither
State Tax G/L Account	15115-20210000-00-000		Prepaid LA Excise Tx-EAST-Main-Main	
Local 1 Rate	0.00000		Included in Product	Neither
Local1 Tax G/L Account				
Local 2 Rate	0.00000		Included in Product	Neither
Local2 Tax G/L Account				

State Sales Tax Rate	1.00000		Included in Product	Neither
State Tax G/L Account	22000-20210000-00-000		TX Sales Tax Payable-EAST-Main-Main	
Sales Tax Method	Product	Yes	Fed	Yes
CA Prepaid Sales Tax Rate	0.10000		State	No
			Loc 1	Yes
			Loc 2	Yes

Accept
Cancel

Customer Driver Card Setup

sage Driver Card Maintenance (LCH) 6/5/2016

Driver Card: 123123 Network Type: Standard

Name/Emboss Line 1: Security Generator

Standard CFN History


Pin Number	<input type="text"/>	Card Status	<input type="text"/>
Date Ordered	<input type="text"/>	Vehicle Type	<input type="text"/>
Misc Entry	<input type="checkbox"/>	Card Type	<input type="text"/>
Odometer	<input type="checkbox"/>	Products Allowed	<input type="text"/>
Dept Number	<input type="text"/>	Quantity Restriction	<input type="text"/>
Expire Date	00/00	Odometer Reasonability	<input type="text"/>
License Plate	<input type="text"/>	Daily Allocation	<input type="text"/>
Last Odometer	0	Monthly Allocation	<input type="text"/>
Date Last Used	<input type="text"/>		

Dest. Based Taxes Status History Trans Alerts

Accept Cancel Delete ?

Card subject to sales tax (or exemption other than prepaid sales tax)

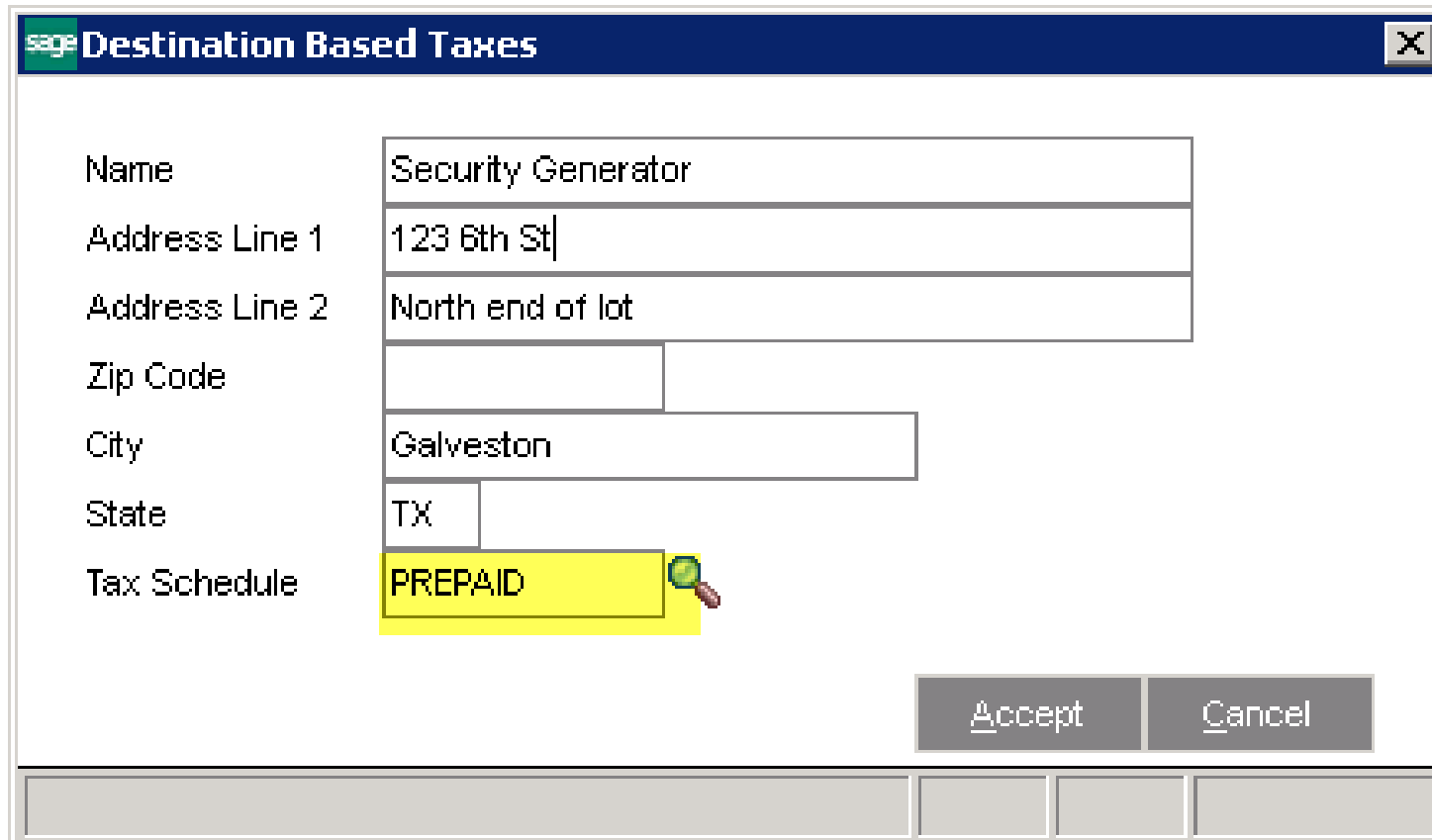
Destination Based Taxes

Name	Security Generator
Address Line 1	123 6th St
Address Line 2	North end of lot
Zip Code	
City	Galveston
State	TX
Tax Schedule	TX GAL 


Setup for card that pays sales tax

Accept Cancel

Card subject to Prepaid Sales Tax



The screenshot shows a software dialog box titled "Destination Based Taxes" with a Sage logo in the top-left corner and a close button (X) in the top-right corner. The dialog contains several input fields for tax information:

Name	Security Generator
Address Line 1	123 6th St
Address Line 2	North end of lot
Zip Code	
City	Galveston
State	TX
Tax Schedule	PREPAID 

At the bottom right of the dialog, there are two buttons: "Accept" and "Cancel". Below the dialog box, there is a horizontal bar with four empty rectangular slots.

Posting Results: Invoice

Ellman's Catalog Showrooms
 3711 Prospect Valley Road
 Akron, OH 44308

Prepaid Sales Tax shows up
 in Sales Tax field of invoice

ACCOUNT NO: 21-0001021
 INVOICE: CL03360
 DATE: 06/05/2016
 DUE DATE : 06/15/2016

CARD ID	DATE	TIME	SITE	PROD	PRICE	QTY	F	E	T	S	E	T	M	F	T	S	S	T	AMT
DRIVER: 123123	SecurityGenerator																		
	6/4/2016	12:15P	99 Truck 40	Wet Hosing	DSL	3.554	100.000	24.30	10.00	0.00								3.42	355.36
	6/5/2016	12:30P	99 Truck 40	Wet Hosing	DSL	3.554	100.000	24.30	10.00	0.00								3.42	355.36

Posting Results: GL

Daily Transaction Register

Prepaid Sales Tax uses same GL as Sales Tax as assigned in Site/Product Maintenance

Demo Database (LCH)

Postings For: 6/5/2016

Source Journal	Account Number	Account Description/Posting Comment	Debit	Credit
CL-000079	12000-20210000-00-000	Accounts Receivable-Trade-EAST-Main-Main CARDLINK RECEIVABLES	710.72	
	15100-20210000-00-000	Prepaid Fed Exc Tax - Dsl-EAST-Main-Main FEDERAL EXCISE TAX		48.60
	15115-20210000-00-000	Prepaid LA Excise Tx-EAST-Main-Main STATE EXCISE TAX		20.00
	22000-20210000-00-000	TX Sales Tax Payable-EAST-Main-Main SALES TAX		6.84
	40100-20210P49-00-000	Sales - Fuels-LOC 49-Main-Main CARDLINK SALES		635.28
	95100-20210P49-00-000	Gallons - Fuels-LOC 49-Main-Main CARDLINK QUANTITY		200.00
	95500-20210000-00-000	Non-Financial Offset-EAST-Main-Main CARDLINK QUANTITY	200.00	
Journal 000079 Totals:			910.72	910.72

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AR Sales Tax Report

Accounts Receivable Sales Tax Report								Demo Database (LCH)
Invoice Detail Format								
From 6/5/2016 To 6/5/2016								
Tax Code/Description	Sale Amount	Taxable Sale	Nontaxable Sale	Taxable Freight	Nontaxable Freight	Taxable Tax	Exempt Sale	Sale Tax Amount
CARDLINK CardLink Sales Taxes								
6/5/2016								
CL03363-IN	703.89	0.00	703.89	0.00	0.00	0.00	0.00	6.94 *
CARDLINK Total:	703.89	0.00	703.89	0.00	0.00	0.00	0.00	6.94
							Sale Tax Collected	0.00

* - One or more of the tax amounts have been overridden

All Destination based Sales Tax reports under CARDLINK Tax Code

Additional Notes

- Wethose Cardlink customers can be setup with a daily billing cycle.
- Use Outbox to send invoices “next day” after delivery.
- Use special sites to record sales and COGS for Wethose cost centers.
- Use pricing tables and/or Site Transaction Fees to markup prices to accommodate this special service you are performing.
- Use a custom Crystal Report to extract Prepaid Sales Tax transactions from Sales Tax postings for wethosing.

What else?

- Available in Version 4.50.2 and above
 - Feature added to Cardlink with all “New Framework” versions.
 - No retrofit
- Estimated project time to implement (consulting only) 2 to 4 hours.

Questions?

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Cardlink History Display

July 19, 2016

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Helen Thaler

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Today's Agenda

New improved Cardlink History Display Options

- Account Level Transactions
- Account Level History
- Card Level History

Transaction Viewer

sage CardLink Account Maintenance (LCH) 07/11/2016

Account No. 21-0001024

Name Handyman

Main Additional History **Transactions**

Driver	Vehicle	Trans Date	Site	Product	Price	Quantity	Invoice
6895470		20120812	0120	34	3.6459	8.169	
6895467		20120810	0120	34	3.5609	23.311	
6895466		20120810	0120	34	3.5609	19.487	
6895470		20120809	0120	34	3.5829	7.207	
6895472		20120809	0120	35	3.6217	21.256	
6895468		20120809	0120	34	3.5423	4.714	
6895471		20120809	0120	34	3.5423	4.714	
6895471		20120809	0120	34	3.5423	4.714	
6895472		20120809	0120	34	3.5423	4.714	
6895469		20120809	0120	34	3.5423	4.714	
6895472		20120809	0120	34	3.5423	4.714	
6895471		20120809	0120	34	3.5423	4.714	
6895470		20120809	0120	34	3.5423	4.714	

Search for Transactions

Transaction Type:

Include History Transactions:

Select Field	Operand	Value
Driver Card Number	All	
Transaction Date	All	
Site Code	All	
Product	All	

OK Cancel

Transaction Detail

Account Pricing Drill Down

Account No.	21-0001024	HANDYMAN
Driver	6895470	HANDYMAN
Vehicle		
Date/Time	08/12/2012 16:59	
Product	34	G-UNL-87 REG GAS
Site	0120 LOUISIANA (LA)	Network CFN
Foreign Site	001900	1110 PRIEN LAKE RD LAKE CH#
Quantity		8.169

Cost	3.5159	Margin	.13	Price Table	R	Price Level	2
Federal	0	State	0	Local 1	0	Retail	N
Local 2	0	Sales Tax	0	Fees	0	PRICE	3.6459

Close

Account Level History

- History is now shown by Year and By period with in each Year
- Includes Gallons and \$ sold, COGS and Count

The screenshot shows the Sage CardLink Account Maintenance (LCH) interface for the date 07/11/2016. The account number is 21-0001024 and the name is Handyman. The 'History' tab is selected, displaying a table of fiscal periods with columns for Fiscal Period, Ending, Quantity Sold, Dollars Sold, Cost of Goods Sold, and Transaction Count. The data is for the year 2012. The total values are 3,376.38 gallons sold, 10,647.39 dollars sold, 10,136.24 COGS, and 0 transaction counts.

Fiscal Period	Ending	Quantity Sold	Dollars Sold	Cost of Goods Sold	Transaction Count
01	Jan 31	.00	.00	.00	0
02	Feb 29	.00	.00	.00	0
03	Mar 31	541.74	1,849.89	1,778.76	0
04	Apr 30	761.52	2,574.57	2,477.93	0
05	May 31	779.85	2,464.77	2,309.16	0
06	June 30	748.21	2,162.53	2,023.66	0
07	July 31	545.06	1,595.64	1,546.74	0
08	Aug 31	.00	.00	.00	0
09	Sept 30	.00	.00	.00	0
10	Oct 31	.00	.00	.00	0
11	Nov 30	.00	.00	.00	0
12	Dec 31	.00	.00	.00	0
Total		3,376.38	10,647.39	10,136.24	0

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Card Level History

SAGE Driver Card Maintenance (LCH) 07/11/2016

Driver Card: 6060372 Network Type: CFN

Name/Emboss Line 1: Record & Tape Outlet

Standard CFN **History**

Fiscal Period	Ending	Dollars Billed	Quantity Billed	Transaction Count	2012 ▾
01	Jan 31	6,845.70	2,065.81	63	
02	Feb 29	0.00	0.00	0	
03	Mar 31	0.00	0.00	0	
04	Apr 30	0.00	0.00	0	
05	May 31	0.00	0.00	0	
06	June 30	0.00	0.00	0	
07	July 31	0.00	0.00	0	
08	Aug 31	0.00	0.00	0	
09	Sept 30	0.00	0.00	0	
10	Oct 31	0.00	0.00	0	
11	Nov 30	0.00	0.00	0	
12	Dec 31	0.00	0.00	0	
Total		6,845.70	2,065.81	63	

Accept Cancel Delete ?

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Questions ???

Cardlink PT File Taxes

July 19, 2016

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What it does?

- PT File Tax
 - Uses the tax codes and tax amounts in the PT file to determine the taxes charged
 - Keeps you from maintaining taxes on cardlock sites that are not California tax jurisdictions.
 - PT file taxes cannot be used on cardlock sites where the marketer has to remit California sales taxes.

PT Tax File Setup

- Site Code Maintenance
 - To activate, check the CFN PT Taxes checkbox.
 - Next, click on Product to assign the taxes on the product.

The screenshot shows the Sage Site Code Maintenance (LCH) 6/8/2016 window. The window title bar includes the Sage logo and the text "Site Code Maintenance (LCH) 6/8/2016". The main area contains several sections:

- Site Code:** 0120 (with search and navigation icons)
- Name:** LOUISIANA (LA)
- Site Type:** Remote (dropdown menu)
- Region:** LA (with search icon) LOUISIANA
- Price Quote Region Code:** (empty field)
- CFN PT Taxes:** (checked)
- Computer Priced Transactions:** (unchecked)
- Product:** A button labeled "Product" with a red arrow pointing to it from the CFN PT Taxes checkbox.
- Net Site:** (empty field)
- Net Site Vendor:** (empty field with search icon)
- Net Site Pickup Point:** (empty field with search icon)

At the bottom of the window, there are buttons for "Accept", "Cancel", "Delete", a printer icon, and a help icon.

PT Tax File Setup

- Site Product Maintenance
 - Enter an amount in the rate field. It doesn't matter what the rate is because it isn't going to use it.
 - This will open up the other fields for your entry

The screenshot shows two SAP windows side-by-side. The left window is titled 'Site Product Maintenance (LCH) 6/8/2016' and the right window is titled 'Site Rate Info'. A red arrow points from the 'Rates' button in the Site Product Maintenance window to the Site Rate Info window.

Site Product Maintenance (LCH) 6/8/2016

Site: 0120 LOUISIANA (LA)
Product: 04
Description: G-UNL-REG GAS
Region: LA LOUISIANA Units:
Sales G/L: 40100-20210P99-30-000
Sales - Fuels-LOC 58-Cardlock-Main
Inventory Item: 065 Unleaded
Warehouse: P99 CFN-Rem Sites
Blended Product:
Blending Item #1:
Blending Item #2:
Rates Sales Hist Tax History

Site Rate Info

Site: 0120 LOUISIANA (LA)
Product: 04 G-UNL-REG GAS
Region: LA LOUISIANA Computer Priced Transactions:
Rates:
Federal Excise Tax Rate: 1.00000
Fed Tax GL Account: 40100-20210P99-30-000
State Excise Tax Rate: 1.00000
State Tax G/L Account: 40100-20210P99-30-000
Local 1 Rate: 1.00000
Local1 Tax G/L Account: 40100-20210P99-30-000
Local 2 Rate: 1.00000
Local2 Tax G/L Account: 40100-20210P99-30-000
Included in Product: Price and Cost
Sales - Fuels-LOC 58-Cardlock-Main
Included in Product: Price and Cost
Sales - Fuels-LOC 58-Cardlock-Main
Included in Product: Price and Cost
Sales - Fuels-LOC 58-Cardlock-Main
Included in Product: Price and Cost
Sales - Fuels-LOC 58-Cardlock-Main
State Sales Tax Rate: 0.00000
Included in Product: Neither
State Tax G/L Account:
Sales Tax Method Product: No Fed No State No Loc 1 No Loc 2 No
CA Prepaid Sales Tax Rate: 0.00000
Accept Cancel

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PT Tax File Setup

- CFN Tax Code Maintenance
 - Assign Tax Code to Tax Type, mapping the CFN tax code to one of the 5 tax buckets on sites and their products

sage CFN Tax Code Maintenance (LCH) 6/8/2016

Tax Code: 0102

Description: FEDERAL GAS EXCISE

Tax Type: Federal

State

Local 1

Local 2

Sales Tax

Accept Cancel Delete

What Happens?

- During the Convert/Edit process, the PT file tax codes and the total tax amounts that are on the transactions in the PT file, are brought into the CL_Trans table, the current transaction table.
- The system will determine the per unit tax rate by dividing the total amount charged for a tax code by the quantity.
- It will still pay attention to the Included In and GL account number fields, just like it always has
- See how this means you don't have to maintain the tax rates? CFN is doing it for you!
- At this point in time, CA CFN participants cannot use the PT file taxes on their CA sites. This is because CFN doesn't know how you are going to mark the customer up and what the total sales tax will be. But they CAN be used on the non-CA sites.

Questions ???

Delayed Costing

July 19, 2016

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Delayed Costing - Business Purpose

- The cost used in the gross margin calculations is attached to the transactions when the transactions are brought in.
- If BOLs for yesterday have not been entered, your inventory average cost is not current, and your gross margins will not be correct.
- This is a good spot to point out that you do not have to maintain the cost tables anymore. The cost is going to come directly from inventory.

Delayed Costing - Business Purpose

- This feature allows you to bring in your Cardlock transactions without having to wait for the BOLs for your sites to be entered.
- Your eCardlink transactions can be uploaded without having to wait on the BOLs
- Depending on how you do your setups, you can apply the delayed costing by region, by location or all at once
- You most definitely want it for your Net Sites.

Delayed Costing - Setups

- Turn the option on

The screenshot shows a software window titled "Sage CardLink Options (LCH) 07/11/2016". The window has three tabs: "1. Main", "2. Additional", and "3. Integrate". The "Integrate" tab is selected. Below the tabs is a list of options with checkboxes:

Interface to A/R	<input checked="" type="checkbox"/>
Interface to IM	<input checked="" type="checkbox"/>
Interface to S/O (A/R Interface Required)	<input type="checkbox"/>
Apply CL Accounts to A/R	<input type="checkbox"/>
Allow Consolidation of CL Accounts	<input checked="" type="checkbox"/>
Delayed Inventory Costing	<input checked="" type="checkbox"/>
Cost for Margin from Inventory	<input checked="" type="checkbox"/>

Below the list is a text field labeled "Remote Clearing Account" with a magnifying glass icon to its right. At the bottom right of the window are buttons for "Accept", "Cancel", a printer icon, and a help icon.

Delayed Costing - Setups

- Determine your regions.
 - Do you have remote locations that process their own BOLs?
 - Do you have to wait on one location more than another?
 - Do you have Net Sites?
 - Without Delayed Costing, the transactions get the last cost, which is not necessarily the cost you want
 - It will cause problems with the inventory value and ultimately, your costs on the transactions

Delayed Costing - Setups

- Add the Delayed Costing Region to the sites
 - This is not a validated field, so be sure that all sites belonging to the same region have the same code.

The image displays two screenshots of the Sage Site Code Maintenance (LCH) 07/11/2016 software interface. The left screenshot shows the setup for Site Code 0001, Name Site 1, Site Type Local, Foreign Sales Site 0901, Region LA, Price Quote Region Code, CFN PT Taxes, Delayed Costing Region LOCAL (highlighted with a red box), Net Site, Net Site Vendor, and Net Site Pickup Point. The right screenshot shows the setup for Site Code 0009, Name Site 9 Net site, Site Type Local, Foreign Sales Site 0909, Region LA LOUISIANA, Price Quote Region Code, CFN PT Taxes, Delayed Costing Region NET (highlighted with a red box), Computer Priced Transactions checked, Product, Net Site checked, Net Site Vendor 21-0001653 Magik Lamp, and Net Site Pickup Point 1912 Fifth Wheel Conoco. At the bottom right of the right screenshot are buttons for Accept, Cancel, Delete, and a printer icon.

Delayed Costing - Processing

- You will bring in the transactions.
 - Whatever current cost is in inventory is attached to the transactions
 - It will not create inventory issues for those sites with a Delayed Costing Region
- Process the BOLs for a single day.
- Run the Delayed Costing for that day, for all regions, or for just one region.
 - It will update the cost on the transactions for the region you processed
 - It will create the inventory issues for these sites at this time.
- This means that your cost on the transactions as well as the cost posted to your COGS GL account will be the same.
 - Any gross margin reports you have should report the same gross margin that you see on your financials

Delayed Costing - Processing

- Delayed Costing Update
 - All transaction on or before the date you enter will have the updated average cost applied to them and the inventory issues will be created

Cost Already Updated

Cost Through Date 08/03/2012

Display All Transactions

Costing Region	Transaction Date	Transactions	Date Updated
LOCAL		59	
NET		31	

Update

Delayed Costing - Processing

- Delayed Costing Update

- Enter the earliest date you need to process. If you choose the last date, you will actually process all transactions, applying the same cost to multiple days.
- Choose the region you want to process. If you like you can print a listing.

Delayed Inventory Costing Update Report

Demo Database (LCH)

<u>Item</u>	<u>Description</u>	<u>Warehouse</u>	<u>Units</u>	<u>Cost</u>	<u>Transactions</u>
065	Unleaded Gasoline	P30	345.50	3.03356	26.00
168	#2 Ultra Low Sulfur Diesel	P30	194.23	3.05097	5.00

- If you are ready to update, choose the correct date, the correct region and click the update button



Delayed Costing - Processing

- Delayed Costing Update
 - Now update your inventory issues. Notice that the costs on the issues are the same as the cost on the transactions.

Inventory Transaction Register
 Journal Posting Date: 07/11/2016
 Issues Register Number: II-001843
 Batch Number: CLZZZ

Demo Database (LCH)

Reference	Transaction Date	Comment	Unit of Measure	Whse	G/L Account	Batch Number	Quantity	Unit Cost	Extension
C0045370	07/11/2016	CardLink				CLZZZ			
		065 Unleaded Gasoline							
			GAL	P30	50100-20210P30-00-000		345.50	3.033562	1,048.10
C0045371	07/11/2016	CardLink				CLZZZ			
		168 #2 Ultra Low Sulfur Diesel							
								3.050973	592.59
									1,640.69

Account Pricing Drill Down

Account No. 21-0001215 JITNEY JUNGLE

Driver 2663151 JITNEY JUNGLE

Vehicle 1 BILLY NAVARRE - SULP

Date/Time 08/03/2012 10:30

Product 53 D-ULSD #2 CLEAR

Site 0009 SITE 9 NET SITE Network CFN

Foreign Site 001912 500 N BEGLIS PKWY SULPHUR Quantity 24.035

Cost 3.050973 Margin .011627 Price Table D Price Level C

Federal .242979 State .200125 Local 1 .004161 Retail N

Local 2 .007905 Sales Tax 0 Fees 0 PRICE 3.5178

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Close



Questions ???

Cardlink Shared Tank Feature

July 19, 2016

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Business Purpose

- You have cardlock sites using the same storage tanks as bulk plants or stores and they have different profit centers
 - You have a warehouse for the CL site set up and have to transfer the gallons sold from the bulk plant to the CL warehouse, interrupting the processing cycle
- Or if you want your Foreign Sales Cost to go to a different COGS GL account than your Local COGS
 - The same warehouse is set up on the local site and the foreign sales site, but the cost needs to go to two separate accounts
- By default, the system will use the COGS GL account in the associated inventory item's product line.
- The feature allows you to use another GL account for COGS while still using the product line's inventory GL account

Site Code Maintenance

- Cardlink Setup
 - CL – Setup – Site Code Maintenance – Product button
 - Addition of new field called “Share Tank COGS”
 - Share Tank COGS field applies to Local and Foreign site types.

The image shows two overlapping software windows from the DM2 system. The left window is titled "Site Code Maintenance (LCH) 6/7/2016" and contains fields for Site Code (0002), Name (Site 2), Site Type (Local), Foreign Sales Site (0902), Region (LA LOUISIANA), Price Quote Region Code, CFN PT Taxes, Delayed Costing Region, Net Site, Net Site Vendor, and Net Site Pickup Point. A red arrow points to a "Product" button located in the bottom right of this window. The right window is titled "Site Product Maintenance (LCH) 6/7/2016" and contains fields for Site (0002 Site 2), Product (04), Description (G-UNL-REG GAS), Region (LA LOUISIANA), Units (Gallons), Computer Priced Transactions (checked), Sales G/L (40100-20210P11-30-000), Share Tank COGS (Sales - Fuels-LOC 11-Cardlock-Mair), Inventory Item (065 Unleaded Gasoline), Warehouse (P11 Tankwagon 2), Break Out Taxes (checked), Blended Product (unchecked), Blending Item #1, Blending Item #2, and Blend % (0.0). Both windows have "Accept", "Cancel", and "Delete" buttons at the bottom.

Site Code Maintenance

Sage Site Product Maintenance (LCH) 6/7/2016

Site	0002	Site 2
Product	04	
Description	G-UNL-REG GAS	

Region	LA	LOUISIANA	Units	Gallons	Computer Priced Transactions	<input checked="" type="checkbox"/>
--------	----	-----------	-------	---------	------------------------------	-------------------------------------

Sales GL	40100-20210P11-30-000			
	Sales - Fuels-LOC 11-Cardlock-Mair			
Share Tank COGS				
Inventory Item	065	Unleaded Gasoline		
Warehouse	P11	Tankwagon 2	Break Out Taxes	<input checked="" type="checkbox"/>
Blended Product	<input type="checkbox"/>			
Blending Item #1			Blend %	0.0
Blending Item #2			Blend %	0.0

Rates **Sales Hist** **Tax History** **Accept** **Cancel** **Delete**

How Does it Work?

- Cardlink Edit/Update Process
 - When the inventory issues are created, the system determines what COGS GL account to use:
 - If the Share Tank COGS field is blank, it will use the associated inventory item's COGS GL account from the product line
 - If the Share Tank COGS field is populated, it will use the GL account in the field.
 - In either case, the product line's inventory GL account will be used

Questions?

*2016 DM2 Connections User Conference
July 18 – 20, 2016*



Gross Margin Analysis

July 19, 2016

Presenter
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Gross Margin Analysis

- This has been around for a while, but it is such an important tool in your tool box that we cannot talk about it enough
- The first time it was used at a client's, they reported that they had saved thousands of dollars in gross margin from incorrect pricing in one month
- Why should you run it?
 - Better question: Why WOULDN'T you?
- When should you run it?
 - Every time you bring in transactions.
 - Every time you invoice
- You can run it, review the pricing, change the pricing and run it again, seeing how the price change affected your gross margin

Gross Margin Analysis

- It brings in all unbilled transactions, creating two Excel tabs. One with Foreign Sales (Remote tab) and one with all other transactions (CL Data tab)
- It creates 4 additional tabs containing pivot tables, pulling data from the CL Data tab
 - Avg GM – It lists all of the foreign/network sites, down and all products across, giving you the average GM for the products at each location
 - Avg Price – It lists all of the foreign/network sites, down, and all of the products across, giving you the average price (without taxes) for the products at each location
 - GM Categories – This is the tab that the spreadsheet opens up to. It lists GM categories down, and products across, giving you a count of all of the transactions in each GM category.
 - Customers – This tab gives you information about each customer and the products they purchased: total gallons, total GM and unit GM. And it totals by the products and by the customer

Gross Margin Analysis – Avg GM Tab

- If you see something you need to check on, double clicking in the cell will bring up the underlying data for your review.

Average of Margin		Product <input type="text"/>						
Site Name	CWASH	DSL #2 CLR	DSL #2 RED	STORE	UNL-87 REG	UNL-89 MID	UNL-92 SUP	Grand Total
8110 S FM 565 RD- BAYTOWN- TX					0.0600			0.0600
100 W LAUREL EUNICE- LA					-0.3680			-0.3680
1000 HWY 89 LAFAYETTE LA						0.0600		0.0600
1005 EAST ADMIRAL DO- NEW IBERIA- L					0.0834			0.0834
1016 N CARROLL POTH TX		0.0800						0.0800
102 E HOUSTON HWY- EDNA- TX		0.0800						0.0800
104 BRUCE CIRCLE MOSSBLUFF- LA					-0.0328			-0.0328
10403 I-10 E MONT BELVIEU- TX					0.0600			0.0600

DM2 Site#	Site Name	Prod #	Product	Ctrl Price	Ctrl Cost	Quantity	Price wTax	Price NoTax	Cost NoTax	Margin
120	100 W LAUREL	34	UNL-87 REG	3.47322	3.47322	17.946	3.1052	3.09304	3.46107	-0.36803

Gross Margin Analysis – Avg Price Tab

- These first two tabs sort by the foreign site code, in alphabetical order. So you can control, to a certain degree, based on the description, what order they print in

Average of Price NoTax		Product <input type="text"/>							
Site Name	<input type="text"/>	CWASH	DSL #2 CLR	DSL #2 RED	STORE	UNL-87 REG	UNL-89 MID	UNL-92 SUP	Grand Total
8110 S FM 565 RD- BAYTOWN- TX						3.1908			3.1908
100 W LAUREL EUNICE- LA						3.0930			3.0930
1000 HWY 89 LAFAYETTE LA							3.1422		3.1422
1005 EAST ADMIRAL DO- NEW IBERIA- L						3.4626			3.4626
1016 N CARROLL POTH TX			3.2485						3.2485
102 E HOUSTON HWY- EDNA- TX			3.2485						3.2485

Gross Margin Analysis – GM Category Tab

- This is probably the most important tab. You can see at a glance your problem transactions. You want to look at anything at or under a zero GM and probably the larger GMs as well.
- Double click on a product count or the Grand Total count and it will bring up the transactions, giving you a starting point for your research

GM by Category by Site		Product							
Margin Cat.	CWASH	DSL #2 CLR	DSL #2 RED	STORE	UNL-87 REG	UNL-89 MID	UNL-92 SUP	Grand Total	
<.00		87			555	4	2	648	
>=.00 - <.02		53			16		2	71	
>=.02 - <.05		32	1		28			61	
>=.05 - <.07		2			89	8	5	104	
>=.07 - <.09		108		1	139	10	13	271	
>=.09 - <.11		7			60			67	
>=.11 - <.13		61			7		2	70	
>=.13 - <.15					2			2	
>=.15 - <.17		1			4			5	
>=.17 - <.19	1	2			8		1	12	
>=.19 - <.21		8			11			19	
>=.21 - <.23		6			1			7	
>=.23 - <.25		2			1			3	
>=.25 - <.27		6			2			8	
>=.27 - <.29					3			3	
>=.29 - <.31					4			4	
>=.31 - <.33						1		1	
>=.33 - <.35			1					1	
>=.35 - <.37			1					1	
>=.40						1		1	
Grand Total	1	375	3	1	930	24	25	1359	

Gross Margin Analysis – Customer Tab

- This tab gives you customer specific information as well as totals

Customer Summary									
		Product							
Customer Name	Data	CWASH	DSL #2 CLR	DSL #2 RED	STORE	UNL-87 REG	UNL-89 MID	UNL-92 SUP	Grand Total
Access Asia	Sum of Quantity		141.1						141.1
	Sum of Margin Ext.		\$14.35						\$14.35
	Average of Margin		0.1017						0.1017
Accord Investments	Sum of Quantity					70.6			70.6
	Sum of Margin Ext.					\$5.83			\$5.83
	Average of Margin					0.0826			0.0826

Customer Summary									
		Product							
Customer Name	Data	CWASH	DSL #2 CLR	DSL #2 RED	STORE	UNL-87 REG	UNL-89 MID	UNL-92 SUP	Grand Total
Afforda	Sum of Quantity		49.4			47.4		12.4	109.3
	Sum of Margin Ext.		\$5.80			\$0.65		\$1.11	\$4.04
	Average of Margin		-0.0855			0.0077		0.0852	-0.0268
Afterthoughts	Sum of Quantity					42.0			42.0
	Sum of Margin Ext.					\$5.62			\$5.62
	Average of Margin					-0.2251			-0.2251
Total Sum of Quantity		1.0	23,129.8	128.0	1.0	13,882.1	370.6	387.5	37,900.1
Total Sum of Margin Ext.		\$0.18	\$1,742.54	\$40.36	\$0.08	\$759.16	\$31.84	\$25.85	\$2,403.39
Total Average of Margin		0.1800	-0.0281	0.2385	0.0751	-0.0640	0.1397	0.0645	-0.0472

- Now that you know there is something wrong, you can correct setups and rerun

Gross Margin Analysis

- Running this every day, if you manipulate what is in the CL Data tab, you can limit the pivot tables to what you brought in this morning.
 - In the CL Data tab, delete all transactions except for those you brought in for yesterday
 - Refresh the pivot tables so that they are reporting what is in the CL Data tab now that you have deleted transactions.
 - Now you can just review the new transactions you brought in.
- Even if you don't do it any other day, you will want to run it the day you invoice. But you are making more work for yourself. It is easier to review it every day.

Questions?

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