Pricing In FastManager

Quicklinks:

- [Markups & Catalog Item Pricing](#)
- [Embroidery Price Lists](#)
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- [Direct To Garment Price Lists](#)
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Introduction

Unlike our competitors, we feel that you should have full control over your selling prices.

Selling prices are market driven, and your customer could care less if you are able to cover your overhead, or make a ton of money. As long as your prices are market related and they get good value for money, you will have a customer for life.

The reality is that, by now, you already have a set price list and don't want to deviate from that and you don't need our software to tell you what you have to charge.

For this reason we determine the selling price for an individual item by combining the following parts:

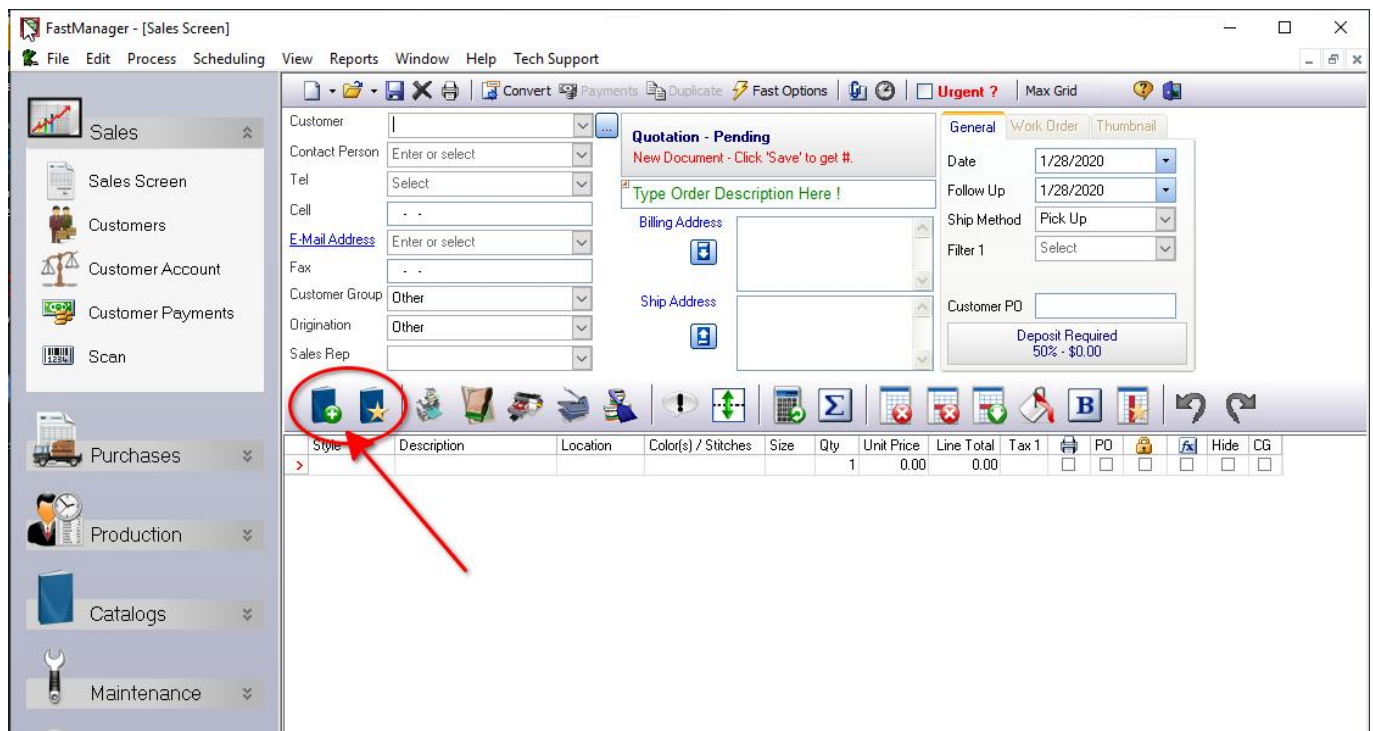| Garment Cost	+ Markup	= Garment Total Selling Price	+ Embellishment Price	+ Additional Charges	= Total Price
$2.50	150%	$6.25	$5.00	$15.00	$26.25

> The effective % markup that is applied to the garment is determined by the [Markup Table](#) that is in use on that item or catalog and the total number of pieces on the order (if the markup table includes quantity breaks)

FastManager has 4 different types of pricing. They are:

- Physical item pricing (catalog items)
- Embellishment pricing
- Additional Charges
- Miscellaneous Charges

Physical Item pricing

This refers to the imported vendor catalogs, as well as any custom catalogs or items that you have created, **not including** non-physical or service charges such as "rush charges" or "shipping".

By default, the selling prices of the catalog items are determined by applying a % markup to the cost of the item:

- The cost of the garment is retrieved from the catalogs database.
- The markup is retrieved from a lookup table, which is based on quantity.

You can setup your own markup tables in FastManager at: `Edit → Markup Maintenance`

> You are not *forced* to use a markup. You can enter all your own costs and selling prices on the catalog item screen.
> You can also override any cost or selling price at any time, *on-the-fly*

Embellishment Pricing

This refers of course to the various prints and embellishments that you can add to the (blank) physical items.
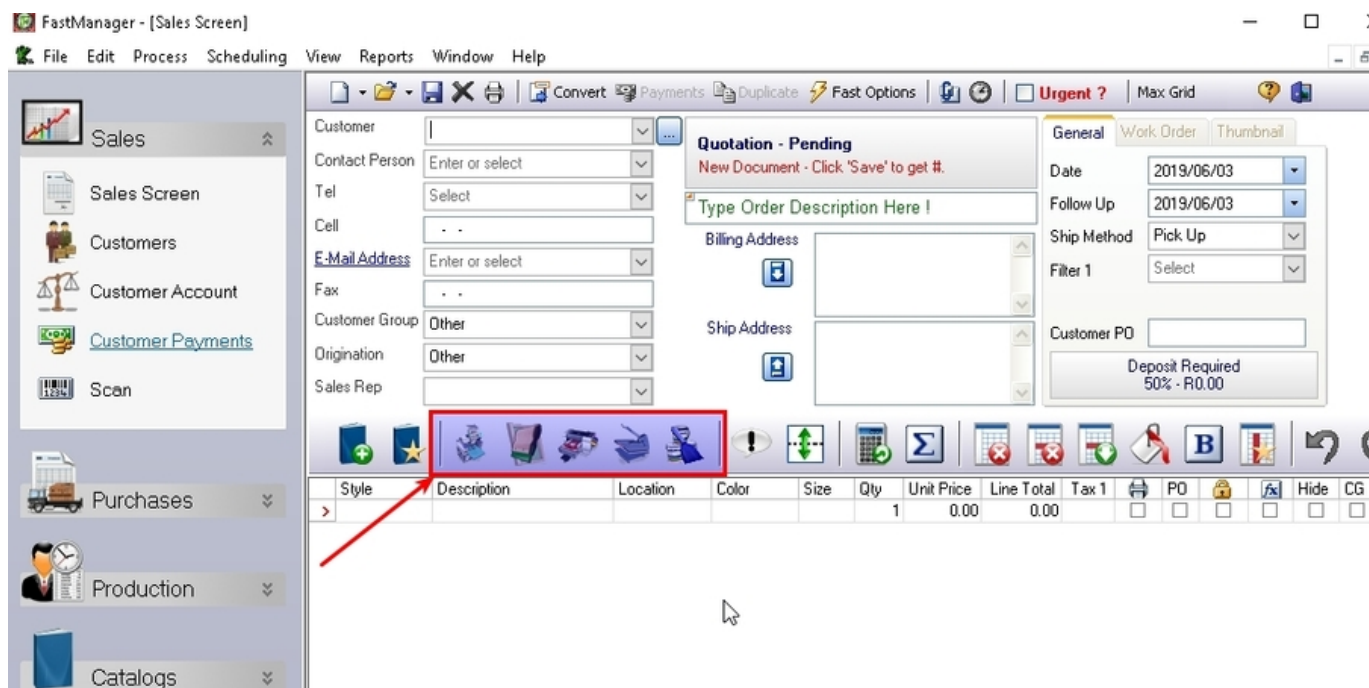
> FastManager ships with some basic embellishment pricing already setup for you.
> These are only to give you a quick start while trying FastManager.
> They are **not** the *"suggested retail"* and you should spend some time entering *your own* market related prices before you go live with the system.

Every embellishment pricelist represents a "type" of embellishment, each with a different pricing "template". You can view each different embellishment pricelist by clicking on the appropriate icon on the Sales Screen:

For more information about setting up the embellishment prices, click on the appropriate link:

- Embroidery Price Lists
- Screen Printing Price Lists
- Direct To Garment Price Lists
- Heat Pressing Price Lists
- Other Services Price Lists

Additional Charges

Additional Charges are added onto the *embellishment price*. In fact, every embellishment price has its own separate list of additional charges.

> ⚠ Additional charges should not to be confused with 'Miscellaneous Charges'
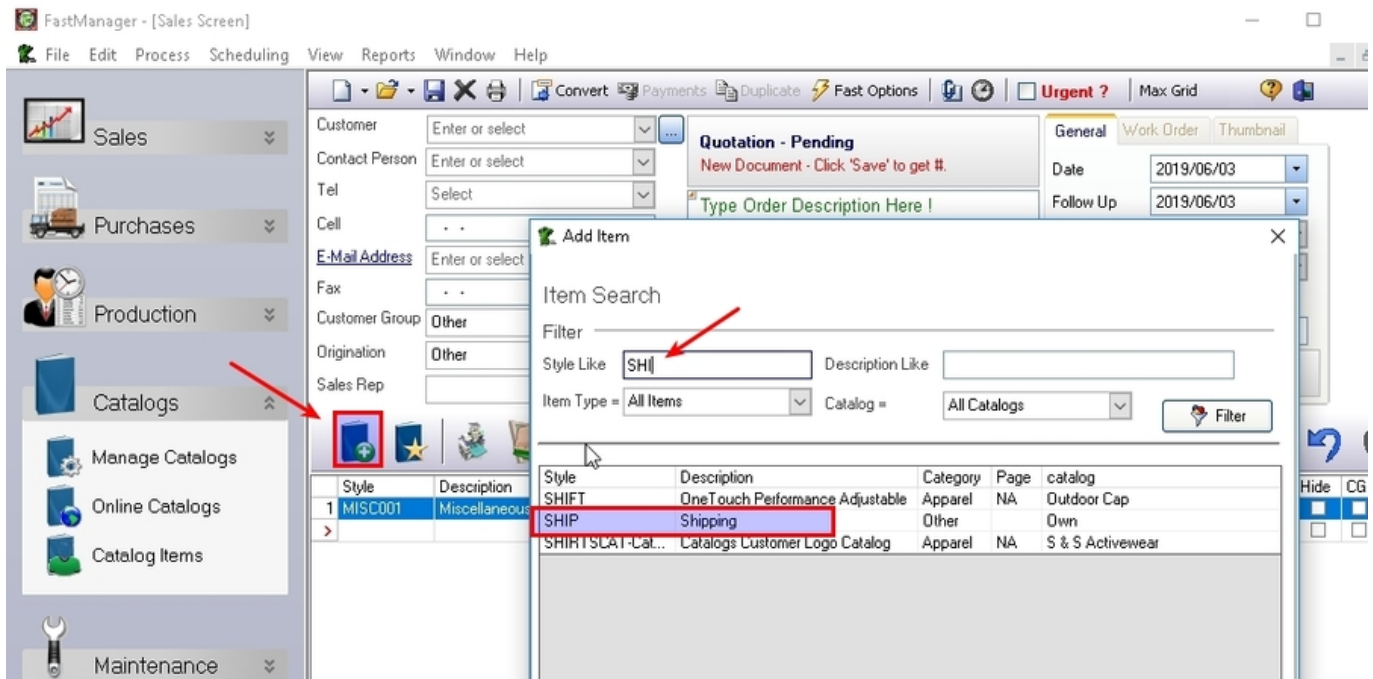
Examples of additional charges would include:

- Digitizing (would be added to an embroidery)
- Screen-making (would be added to a screenprint)
- Artwork charge (could be added to any embellishment where your own artists are creating the artwork)

Miscellaneous Charges

Miscellaneous charges are charges that are not linked to the embellishment. Such as '*Shipping*'

They are created as *non-physical* items in a catalog and can be added to the order the same way as the physical catalog items ("Goods") are added, ie from the Add item from catalog button

	⇐ System Setup		Catalogs & Items: Overview ⇒
note		As you work your way through the following pages, it is best to have the corresponding window or screen open in FastManager, for easy reference	