

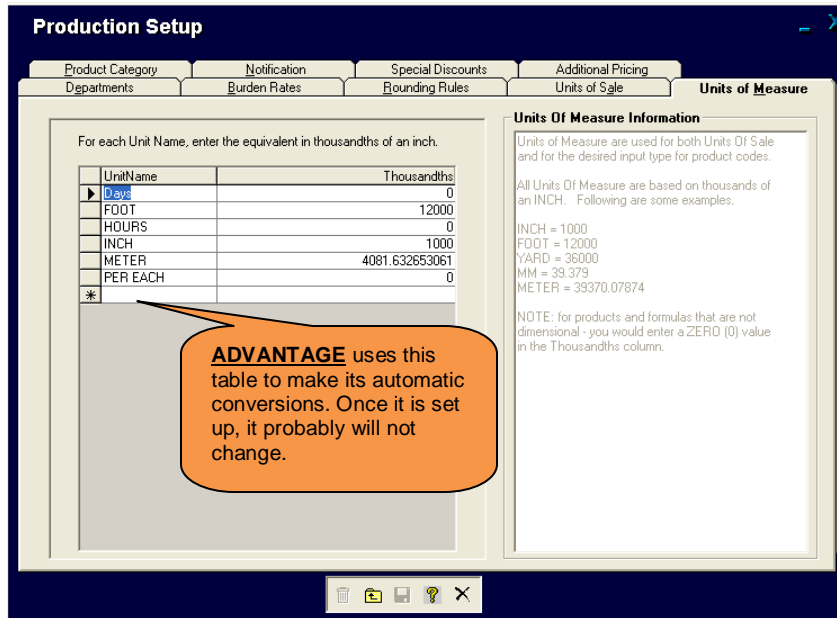
Units of Measure/Sale

To open the **Production Table** screens and set up your information:

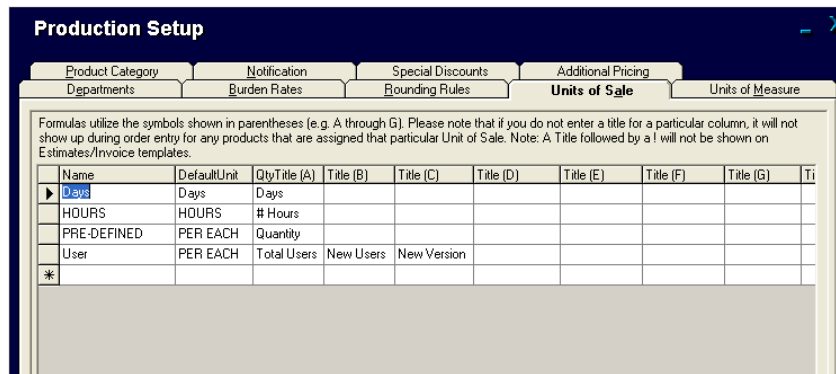
- From the **ADVANTAGE** main menu, select **Production** then **Production Setup**:



- ✦ The **Units of Measure** tab is used to convert your standard unit sizes to thousandths of an inch:

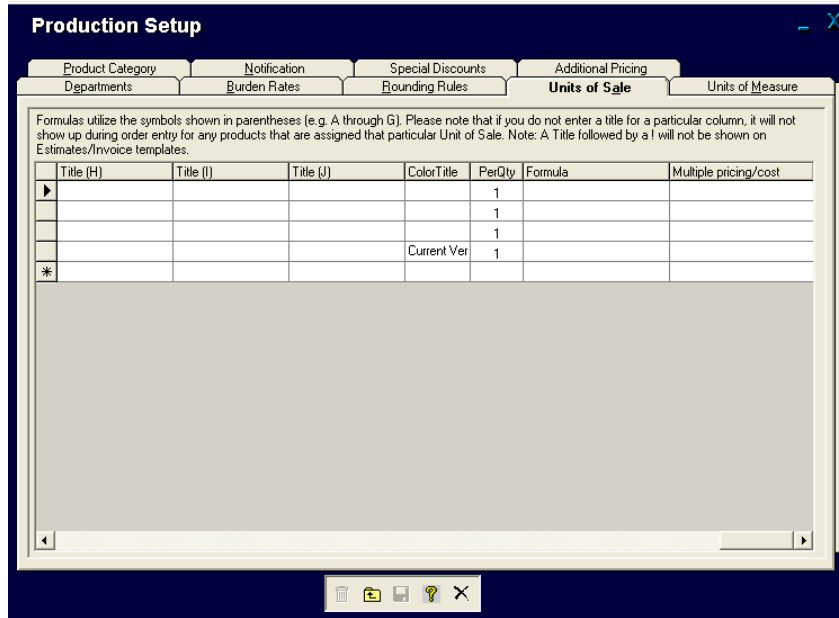


- ✦ Setup and maintain the **Units of Sale** tab to define your products to suit your needs:



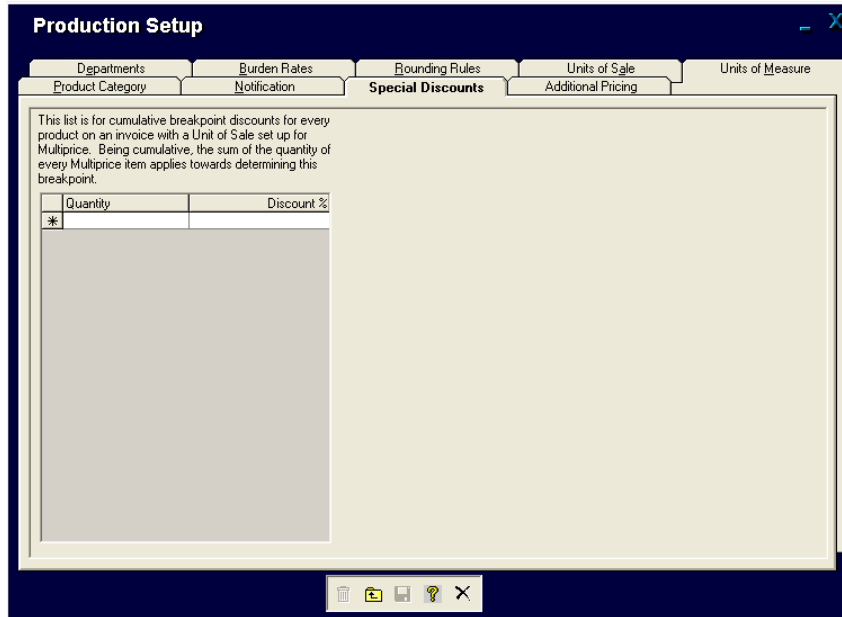
- ✦ **Name** – your choice
- ✦ **Default Unit** – the base quantity for the product
- ✦ **Qty Title (A)** – this is the description that is displayed on the screens in the **quantity** boxes on the estimate
- ✦ **Title (B) – (J)** – these are the components of the pricing calculation
- ✦ **Color Title** – if you want color on the estimate, enter “color” here. This is a descriptive title only. You could enter something else if you wanted to.

✚ There is more to the **Units of Sale** tab. To see the rest, scroll over to the right:

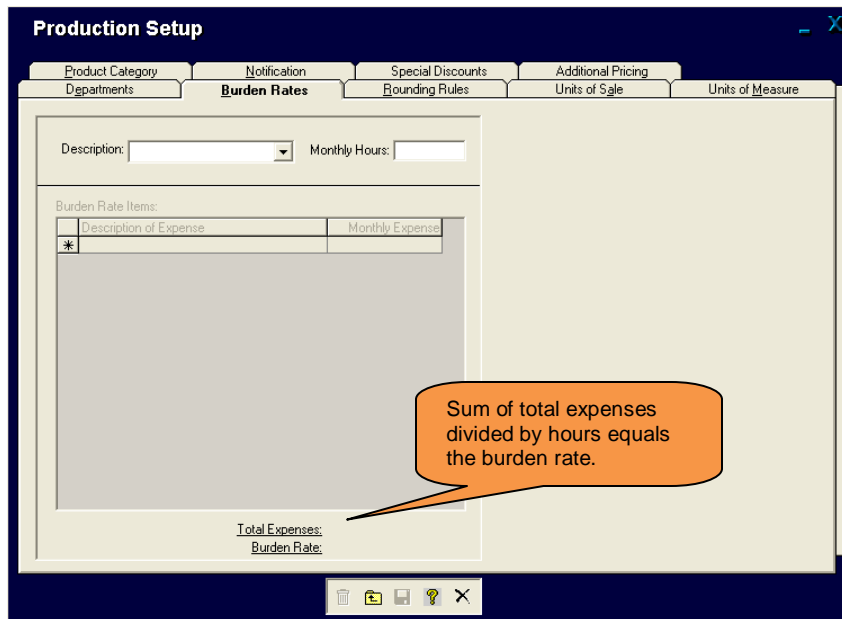


- ✚ **Per Qty** – price times quantity calculation only
- ✚ **Formula** – the calculation **ADVANTAGE** will use to compute the price. The letters refer to the title columns (A) – (J). There must be a formula in each row. If the formula is simply **Quantity** multiplied by **Price** then enter a lower case “a”.
- ✚ **Multiple Pricing / Cost** – if checked, add like quantities together to apply the discount. **Multiple Pricing** is normally not used for signs, but often used in the apparel industry.

- The **Special Discounts** tab is where you can apply discounts to total products. These discounts will not be applied to individual items.

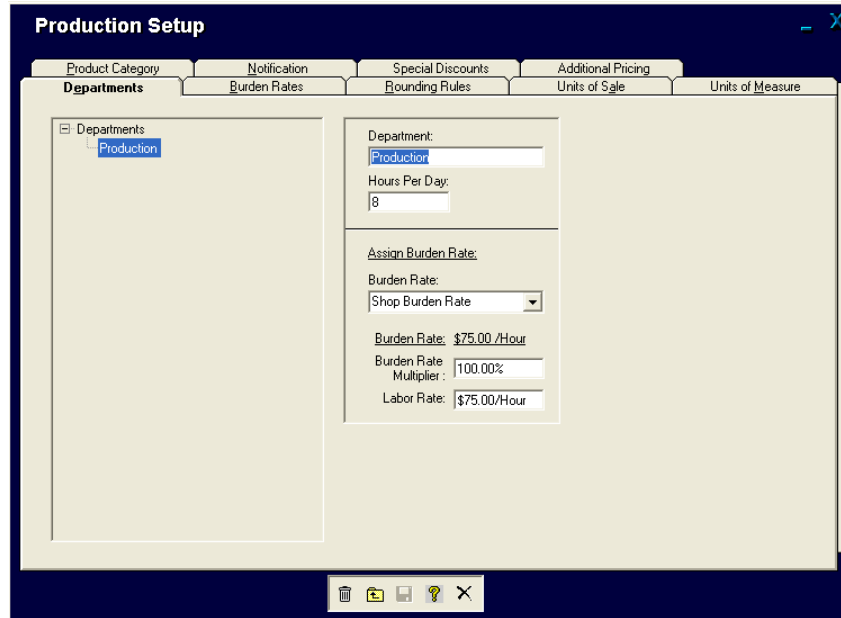


- The **Burden Rates** tab is used for fixed costs of overhead:



- Monthly Hours** – these are the hours used to calculate the burden rate.

- ✚ The **Departments** tab is used to set up specific information for departments:



The screenshot shows the 'Production Setup' window with the 'Departments' tab selected. The interface includes a tree view on the left with 'Production' selected, and a form on the right for editing department details. The form fields are:

Department:	Production
Hours Per Day:	8
Assign Burden Rate:	
Burden Rate:	Shop Burden Rate
Burden Rate:	\$75.00 /Hour
Burden Rate Multiplier:	100.00%
Labor Rate:	\$75.00/Hour

- ✚ Double clicking on a **department** will automatically fill in that department's information.
- ✚ Use the drop down menu to select a **Burden Rate**.
- ✚ The **Burden Rate Multiplier** is used to calculate the **Labor Rate**.