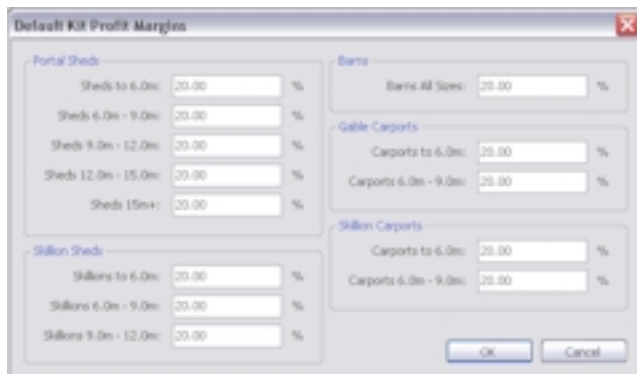


## How does the kit-only profit margin work?

Last revised Monday, 23 January 2012

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You can load the following dialog by following Tools > Margins and Payments > Kit Profit Margins



On this dialog, you are able to enter a percentage to be used to calculate your profit in the job. These figures

**NB.** No matter which quote type you are creating (kit only, erect or erect & slab), the percentage that you enter on this window will always be used to determine your profit on the kit and will be added into the quote amount.

It is important to note that these margins do not have any direct corresponding relationship to the calculated quote amount and the ShedTech system number. These figures are only used to calculate your profit on the kit.

Normally once you work out what your margins are, you can set these values and then never have to touch them again. Every time you start a new quote these margins will then be used to calculate quote amounts. However, if you currently have a quote open and change these values, the current quote amount will automatically update with the new figures.

If you feel you need to discount or mark up a particular quote, a better way would be to overwrite the calculated price when printing the quote, rather than changing the margins, and

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then of course changing them back again after the quote is completed.

### Example

Let's assume that you have entered a 35% kit only profit margin for a 6m wide gable carport.

- Assume that the total cost of the kit for your quote is \$2,500 inc GST.
- ShedTech will add on 35% of \$2,500 or \$875 into the quote amount as your profit.