



WESSEX PRICING PROGRAM (WPP1) (ver. 2.3.0)

It is a good idea to print out this file

Features

- * Simple to use*
- * Imperial or Metric on same screen*
- * Warns to check if oversize mountboard/glass is likely to be needed*
- * Allows for the width of the moulding*
- * Allows for different pricing “strategies”*
- * Initial price setup is password protected*
- * Written and developed by a professional GCF framer*
- * Facility to price moulding by the length*
- * Print out quotations*
- * Shows quantity needed*

Wessex Pricing Program has been (and still is) continuously used and developed to its present form over a period of eighteen years.

The overriding principles are speed and simplicity of use. (The less buttons to press means that there is less chance of pressing a wrong one!)
So it covers combinations of frame, mount and glass, which is the majority of the work that framers are asked to price up.

Everyone in the shop should be able to use the program and give the customer a price.

Of course there are many jobs which require additional costing. I have been in framing long enough to know that one could never write a program which would cover everything. So I have included a box where one can put in an additional cost, to which VAT is then added.

Steve Hible, GCF. Corsham 2003. (revised 2007)

How the program works.

The price is worked out by firstly inputting the two dimensions (use the mouse and/or the Tab key to get around the form), so now the computer knows the area and the perimeter. (NB. The dimensions must be the rebate size, so if there is a mount, it must be allowed for).

Check the correct measurement system used (Inches, Cm or Mm).

Next comes the moulding code, represented by a letter and two figures.

The letter refers to the width of the moulding, the figures refer to the price, there can be a number of mouldings with the same code. (See below)

Then the glass and mount selections are made.

(NB. The sections can be filled-in in any order)

Now click the "Total Price" button and the price is displayed.

If the selection needs to be altered, just change what is necessary (for instance standard to non reflective glass) and then click "Total Price" again for the new cost.

To "zero" everything again click "Reset"

The principle of how the price is worked out is that the variable price per inch/sq inch is added to a base price.

So, for example, if glass is charged at 2p a sq inch and glass base is 250p (£2.50), then, on a frame with a 10" x 8" rebate the glass cost is $2p \times 80 = 160p + 250p = £4.10$ (+vat).

The other elements of the frame are worked out in a similar way.

By working out the price this way one can control the "price model" quite precisely. For instance, if the base price is high and the inch/sq inch cost is small then small frames will be (relatively) expensive and larger frames will be (relatively) cheap.

Whereas, if the base price is kept low and the inch/sq inch is high then small frames will be cheap and larger frames expensive.

This allows for an individual pricing strategy to suit the particular framer.

Obviously some "fine tuning" work will need to be done at the initial setup to achieve the individual "price model" required.

Other Cost

Enter whatever extra cost that needs to be added to the total price. For instance a print, or an amount for mounting medals.

It is input in the form 5.25 - (Five pounds and twenty five pence), or 12 - (twelve pounds).

Remember, VAT is added to that amount.

Size Warning

The program will warn you to check your stock of mountboard/glass if the work requires a sheet larger than 40" x 32" (Bainbridge/Crescent size).

MENU ITEMS

FILE -

Print -

Click on the "File" menu then "Print". A sheet will be printed out containing the information on the screen plus the date, your address at the top (see below) and notes at the bottom (see below). There is also space for hand written notes and signature.

Reset -

Performs the same actions as the "Reset" button on the main form.

Exit -

Exits the program (surprise, surprise).

OPTIONS -

Moulding Code -

The program will tell you what the moulding price code should be.

You then input the wholesale cost per metre and then the width, click on "The Price Code is ..." button and

the code for that moulding is displayed.

In "Initial Prices" there is a box for "Moulding Markup" so the program can do the maths to work out the retail (bespoke) cost.

It also assigns a width code which also goes into the equation. So the final price allows for the moulding used up in the mitres.

NB. Make sure that you input the wholesale cost as PENCE per METRE!

NB. If you change the markup then the codes on all your chevrons will need to be altered!

However this is not quite the chore it first appears - the letter will stay the same (the width has not changed), only the numbers will alter, with the same old number changing to the same new number. (ie. D25 might change to D28, E25 to E28)

Moulding by the length -

Moulding by the length – this is set to twice the wholesale cost. If you don't sell moulding by the length – don't use it.

Quantity -

This will give you the minimum quantity of moulding needed to complete the frame. (It allows for the moulding width, but not for any wastage.)

This is only activated after the "Total Price" button has been clicked.

SETUP -

Initial Values -

This sub-routine is password-protected to stop the values being accidentally changed. (Password can be obtained from your vendor.)

The values that are already there represent an average, a place to start. It is a good idea to print them off before you change them, so you have a point to go back to ("File" - Print").

"File" - "Reset" will bring up whatever values the program has stored.

Most of the items are self-explanatory. Just note that the framing figures are pence per inch/sq. inch.

Make sure that ALL the boxes are filled in, if you do not want to use a particular box – enter a zero. (If you have left a box blank the program will assign a zero.)

FrameBase, MountBase, GlassBase

This is the amount (in pence) which is added to the sq./inch price (see above).

VAT

If you are not registered for VAT. then put "0" in that box.

Then when the program is restarted the VAT box will not be shown on the main form.

Standing Back

This is a single price item (because all standing backs fall within a small size range).

Price Rise

There is also box for a general percentage price rise (to save you having to recalculate all the different items). (ie. 6.5 would add 6 ½ % to the total price).

Loose Items

A percentage discount to allow for items with no fitting (ie. 80 = 80% of total price).

Measurement -

Set your default measurement system here. It can be changed temporarily on the main form, but will go back to the default system each time "Reset" is clicked.

Address/Notes -

Address tab, Whatever you put in will be printed at the top of the estimate.

Notes tab, Whatever you put in will be printed at the bottom of the estimate. For instance opening times, holidays, special offers etc.

FAQ's

What are the system requirements?

Computer running Windows 95 or better, CD Rom, 4mb disk space.

Can I run the program from the CD?

No. It has to be installed on your computer.

The moulding price code (& therefore the price of the frame) seems far too low.

When working out the price code check that you have put the wholesale price in as PENCE per METRE.

The price of the frame is too low for the values I've put in.

Check that correct dimensions have been put in. Some keyboards are easier to "mis-key" on than others.

What are the underlined characters on the buttons?

Pressing "Alt" + the underlined character will have the same effect as clicking it with a mouse.

(ie. "Alt" + "R" resets the program).

Does Wessex Pricing Program "remember" the quotes it has given?

No. Once you have pressed the reset button that quotation is erased from its memory.

In order for the program to recall quotations there would need to be some sort of database element which would make the whole program much more complex, this in turn would get away from the "simple to use" principle.

(See WPP2 & WPP3 for more sophisticated options)

How do I get technical support?

Contact Wessex Pictures on 01590 681681.