



JOYCE JAGGER

THE EMBROIDERY COACH

Module 3

Add Pricing Codes To Import Sheets

Types of Customers and Pricing Levels

There is a lot to think about as far as your pricing and how you are offering your products to your customers. As you are thinking about your products you want to think of your different levels of pricing and customers. You need to decide exactly how you are going to work with your customers and what you are offering them to keep it simple.

Learning Objective: Creating your Pricing Codes and adding your Products and Services to the Import Sheets.

During this Module we are going to cover:

- Different levels of pricing
- Creating Pricing Codes
- Adding The Pricing with Codes to the Import Sheets

Part 1 Different Levels of Pricing

I have found that it was easier for me to offer 3 different price levels however, they are not equal.

This sounds very complicated at first, but it really is not, and I am trying to keep this as simple as possible. The main thing here is the organization of your products and having your prices lists created. Without a good price list, this will be very difficult.

It is going to make a huge difference in how to add your products and items to **QuickBooks** and the simplicity of how you will be able to create your quotes, sales receipts and invoices when it is all set up.

You may have Wholesale or Dealer accounts and pricing, or you may have what I call Corporate accounts & Pricing and you may also have Retail accounts & Pricing.

The difference between each one of these is significant and I will explain each one of them.

Wholesale-Dealer- Your Wholesale accounts may include a garment but most of the time it is just the decoration type that is charged. If you are selling a garment with embroidery to a wholesale account, you will need to have a price for both the garment and the embroidery or other type of decoration. If you are just adding the embroidery or other type of decoration to your customers garments, then you will be charging only for that type of decoration. This will be 2 different price lists. I mark up my cost 25 to 50% for this type of customer, depending on how far I can go. You may get away with charging some wholesale accounts more than other wholesale accounts. In that case, you will need to distinguish between the 2 and give one a different name. One could be wholesale and one could be dealer. It all depends on you and the type of customers that you have.

Corporate Accounts & Pricing - This is the pricing that you will use for all of your customers that purchase your products and pricing together such as a shirt with the embroidery. This does not have to be for corporate businesses. It can be for anyone walking into your shop and purchases on a retail level such as a club, organization, school or small business. I mark my cost up 75% for this customer. I have a product & embroidery price list combination that makes it easy to come up with this price. It is all set up in pricing categories and has the shipping added. You will need one price list

1 Piece						2-5 Pieces						6-11 Pieces						12-23 Pieces						24-47 Pieces					
A	B	C	D	E	F	A	B	C	D	E	F	A	B	C	D	E	F	A	B	C	D	E	F	A	B	C	D	E	F
5000	8000	12000	16000	20000	24000	5000	8000	12000	16000	20000	24000	5000	8000	12000	16000	20000	24000	5000	8000	12000	16000	20000	24000	5000	8000	12000	16000	20000	24000
\$11.68	\$13.84	\$16.72	\$19.60	\$22.48	\$25.36	\$8.98	\$11.14	\$14.02	\$16.90	\$19.78	\$22.66	\$7.19	\$9.34	\$12.22	\$15.10	\$17.98	\$20.86	\$6.74	\$8.89	\$11.77	\$14.65	\$17.53	\$20.41	\$5.51	\$8.67	\$11.55	\$14.43	\$17.30	\$20.18
\$31.70	\$33.86	\$36.74	\$39.62	\$42.50	\$45.37	\$19.20	\$21.36	\$24.24	\$27.12	\$30.00	\$32.88	\$13.21	\$15.36	\$18.24	\$21.12	\$24.00	\$26.88	\$12.06	\$14.21	\$17.09	\$19.97	\$22.85	\$25.73	\$11.48	\$13.64	\$16.52	\$19.40	\$22.27	\$25.15
\$31.79	\$33.95	\$36.82	\$39.70	\$42.58	\$45.46	\$19.29	\$21.45	\$24.33	\$27.20	\$30.08	\$32.96	\$13.29	\$15.45	\$18.33	\$21.20	\$24.08	\$26.96	\$12.14	\$14.30	\$17.18	\$20.05	\$22.93	\$25.81	\$11.57	\$13.72	\$16.60	\$19.48	\$22.36	\$25.24
\$32.68	\$34.84	\$37.72	\$40.60	\$43.48	\$46.35	\$20.18	\$22.34	\$25.22	\$28.10	\$30.98	\$33.86	\$14.19	\$16.34	\$19.22	\$22.10	\$24.98	\$27.86	\$13.04	\$15.19	\$18.07	\$20.95	\$23.83	\$26.71	\$12.46	\$14.62	\$17.50	\$20.38	\$23.25	\$26.13
\$34.78	\$36.94	\$39.82	\$42.70	\$45.58	\$48.45	\$22.28	\$24.44	\$27.32	\$30.20	\$33.08	\$35.96	\$16.29	\$18.44	\$21.32	\$24.20	\$27.08	\$29.96	\$15.14	\$17.29	\$20.17	\$23.05	\$25.93	\$28.81	\$14.56	\$16.72	\$19.60	\$22.48	\$25.35	\$28.23
\$36.11	\$38.27	\$41.15	\$44.03	\$46.91	\$49.78	\$23.61	\$25.77	\$28.65	\$31.53	\$34.41	\$37.29	\$17.62	\$19.77	\$22.65	\$25.53	\$28.41	\$31.29	\$16.47	\$18.62	\$21.50	\$24.38	\$27.26	\$30.14	\$15.89	\$18.05	\$20.93	\$23.81	\$26.68	\$29.56
\$41.78	\$43.94	\$46.82	\$49.70	\$52.58	\$55.45	\$29.28	\$31.44	\$34.32	\$37.20	\$40.08	\$42.96	\$23.29	\$25.44	\$28.32	\$31.20	\$34.08	\$36.96	\$22.14	\$24.29	\$27.17	\$30.05	\$32.93	\$35.81	\$21.56	\$23.72	\$26.60	\$29.48	\$32.35	\$35.23
\$48.08	\$50.24	\$53.12	\$56.00	\$58.88	\$61.75	\$35.58	\$37.74	\$40.62	\$43.50	\$46.38	\$49.26	\$29.59	\$31.74	\$34.62	\$37.50	\$40.38	\$43.26	\$28.44	\$30.59	\$33.47	\$36.35	\$39.23	\$42.11	\$27.86	\$30.02	\$32.90	\$35.78	\$38.65	\$41.53
\$31.28	\$33.44	\$36.32	\$39.20	\$42.08	\$44.95	\$18.78	\$20.94	\$23.82	\$26.70	\$29.58	\$32.45	\$12.79	\$14.94	\$17.82	\$20.70	\$23.58	\$26.46	\$11.64	\$13.79	\$16.67	\$19.55	\$22.43	\$25.31	\$11.06	\$13.22	\$16.10	\$18.98	\$21.85	\$24.73
\$34.08	\$36.24	\$39.12	\$42.00	\$44.88	\$47.75	\$21.58	\$23.74	\$26.62	\$29.50	\$32.38	\$35.25	\$15.59	\$17.74	\$20.62	\$23.50	\$26.38	\$29.26	\$14.44	\$16.59	\$19.47	\$22.35	\$25.23	\$28.11	\$13.86	\$16.02	\$18.90	\$21.78	\$24.65	\$27.53
\$38.28	\$40.44	\$43.32	\$46.20	\$49.08	\$51.95	\$25.78	\$27.94	\$30.82	\$33.70	\$36.58	\$39.46	\$19.79	\$21.94	\$24.82	\$27.70	\$30.58	\$33.46	\$18.64	\$20.79	\$23.67	\$26.55	\$29.43	\$32.31	\$18.06	\$20.22	\$23.10	\$25.98	\$28.85	\$31.73
\$98.48	\$100.64	\$103.52	\$106.40	\$109.28	\$112.15	\$85.98	\$88.14	\$91.02	\$93.90	\$96.78	\$99.66	\$79.99	\$82.14	\$85.02	\$87.90	\$90.78	\$93.66	\$78.84	\$80.99	\$83.87	\$86.75	\$89.63	\$92.51	\$78.26	\$80.42	\$83.30	\$86.18	\$89.05	\$91.93
\$40.17	\$42.33	\$45.21	\$48.09	\$50.97	\$53.84	\$27.67	\$29.83	\$32.71	\$35.59	\$38.47	\$41.35	\$21.68	\$23.83	\$26.71	\$29.59	\$32.47	\$35.35	\$20.53	\$22.68	\$25.56	\$28.44	\$31.32	\$34.20	\$19.95	\$22.11	\$24.99	\$27.87	\$30.74	\$33.62
\$31.79	\$33.95	\$36.82	\$39.70	\$42.58	\$45.46	\$19.29	\$21.45	\$24.33	\$27.20	\$30.08	\$32.96	\$13.29	\$15.45	\$18.33	\$21.20	\$24.08	\$26.96	\$12.14	\$14.30	\$17.18	\$20.05	\$22.93	\$25.81	\$11.57	\$13.72	\$16.60	\$19.48	\$22.36	\$25.24
\$32.68	\$34.84	\$37.72	\$40.60	\$43.48	\$46.35	\$20.18	\$22.34	\$25.22	\$28.10	\$30.98	\$33.86	\$14.19	\$16.34	\$19.22	\$22.10	\$24.98	\$27.86	\$13.04	\$15.19	\$18.07	\$20.95	\$23.83	\$26.71	\$12.46	\$14.62	\$17.50	\$20.38	\$23.25	\$26.13
\$34.78	\$36.94	\$39.82	\$42.70	\$45.58	\$48.45	\$22.28	\$24.44	\$27.32	\$30.20	\$33.08	\$35.96	\$16.29	\$18.44	\$21.32	\$24.20	\$27.08	\$29.96	\$15.14	\$17.29	\$20.17	\$23.05	\$25.93	\$28.81	\$14.56	\$16.72	\$19.60	\$22.48	\$25.35	\$28.23
\$36.11	\$38.27	\$41.15	\$44.03	\$46.91	\$49.78	\$23.61	\$25.77	\$28.65	\$31.53	\$34.41	\$37.29	\$17.62	\$19.77	\$22.65	\$25.53	\$28.41	\$31.29	\$16.47	\$18.62	\$21.50	\$24.38	\$27.26	\$30.14	\$15.89	\$18.05	\$20.93	\$23.81	\$26.68	\$29.56
\$41.78	\$43.94	\$46.82	\$49.70	\$52.58	\$55.45	\$29.28	\$31.44	\$34.32	\$37.20	\$40.08	\$42.96	\$23.29	\$25.44	\$28.32	\$31.20	\$34.08	\$36.96	\$22.14	\$24.29	\$27.17	\$30.05	\$32.93	\$35.81	\$21.56	\$23.72	\$26.60	\$29.48	\$32.35	\$35.23
\$48.08	\$50.24	\$53.12	\$56.00	\$58.88	\$61.75	\$35.58	\$37.74	\$40.62	\$43.50	\$46.38	\$49.26	\$29.59	\$31.74	\$34.62	\$37.50	\$40.38	\$43.26	\$28.44	\$30.59	\$33.47	\$36.35	\$39.23	\$42.11	\$27.86	\$30.02	\$32.90	\$35.78	\$38.65	\$41.53
\$31.28	\$33.44	\$36.32	\$39.20	\$42.08	\$44.95	\$18.78	\$20.94	\$23.82	\$26.70	\$29.58	\$32.45	\$12.79	\$14.94	\$17.82	\$20.70	\$23.58	\$26.46	\$11.64	\$13.79	\$16.67	\$19.55	\$22.43	\$25.31	\$11.06	\$13.22	\$16.10	\$18.98	\$21.85	\$24.73
\$34.08	\$36.24	\$39.12	\$42.00	\$44.88	\$47.75	\$21.58	\$23.74	\$26.62	\$29.50	\$32.38	\$35.25	\$15.59	\$17.74	\$20.62	\$23.50	\$26.38	\$29.26	\$14.44	\$16.59	\$19.47	\$22.35	\$25.23	\$28.11	\$13.86	\$16.02	\$18.90	\$21.78	\$24.65	\$27.53
\$38.28	\$40.44	\$43.32	\$46.20	\$49.08	\$51.95	\$25.78	\$27.94	\$30.82	\$33.70	\$36.58	\$39.46	\$19.79	\$21.94	\$24.82	\$27.70	\$30.58	\$33.46	\$18.64	\$20.79	\$23.67	\$26.55	\$29.43	\$32.31	\$18.06	\$20.22	\$23.10	\$25.98	\$28.85	\$31.73
\$98.48	\$100.64	\$103.52	\$106.40	\$109.28	\$112.15	\$85.98	\$88.14	\$91.02	\$93.90	\$96.78	\$99.66	\$79.99	\$82.14	\$85.02	\$87.90	\$90.78	\$93.66	\$78.84	\$80.99	\$83.87	\$86.75	\$89.63	\$92.51	\$78.26	\$80.42	\$83.30	\$86.18	\$89.05	\$91.93

that included the garment and pricing together and then another one for the embroidery pricing alone. You will understand this once you see how this works.

Retail Pricing - To me this is when the customer walks through the door with their own items and you are only adding the embroidery. This is not a dealer, just an individual or organization that is furnishing their own products and you are going to add the decoration on it. This requires a higher price because you are not making any money on that item. I mark my cost up 100% for this customer. If you have my pricing program you can see how simple this can be done.

I will show you the **Price List Prep Sheet from the Pricing Program** and show you easy to create all of your pricing at one time.

	No.	Stitch	Numb.	Total	Machine	Run time	Set up	Total Job	Total job	Cost per	Embroid	Clean	Rec.	Prep	Applique	Applique	Final Cost	Wholesale	Corporate	Retail Price	Wholesale	Corporate	Retail
Quan	Heads	Count	Runs	Runs	Speed	Each	Time	Minutes	Hours	Minute	Cost ea	upCost	Cost	Cost	Pieces	Cost	per	Profit	Profit	Profit	Selling	Selling	Selling
																	Embroidery	Percent	Percent	Percent	Price	Price	Price
1	1	5000	1.00	1.00	750.00	6.67	10	18.92	0.32	0.36	\$ 6.81	\$0.49	\$0.38	0.12		0	\$ 7.79	125%	150%	175%	\$9.74	\$ 11.68	\$ 13.63
2	1	5000	2.00	2.00	750.00	6.67	10	27.83	0.46	0.36	\$ 5.01	\$0.49	\$0.38	0.12		0	\$ 5.99	125%	150%	175%	\$7.49	\$ 8.98	\$ 10.48
6	1	5000	6.00	6.00	750.00	6.67	10	63.50	1.06	0.36	\$ 3.81	\$0.49	\$0.38	0.12		0	\$ 4.79	125%	150%	175%	\$5.99	\$ 7.19	\$ 8.38
12	1	5000	12.00	12.00	750.00	6.67	10	117.00	1.95	0.36	\$ 3.51	\$0.49	\$0.38	0.12		0	\$ 4.49	125%	150%	175%	\$5.61	\$ 6.74	\$ 7.86
24	1	5000	24.00	24.00	750.00	6.67	10	224.00	3.73	0.36	\$ 3.36	\$0.49	\$0.38	0.12		0	\$ 4.34	125%	150%	175%	\$5.43	\$ 6.51	\$ 7.60
48	1	5000	48.00	48.00	750.00	6.67	10	438.00	7.30	0.36	\$ 3.28	\$0.49	\$0.38	0.12		0	\$ 4.27	125%	150%	175%	\$5.33	\$ 6.40	\$ 7.47
72	1	5000	72.00	72.00	750.00	6.67	10	652.00	10.87	0.36	\$ 3.26	\$0.49	\$0.38	0.12		0	\$ 4.24	125%	150%	175%	\$5.30	\$ 6.36	\$ 7.42
144	1	5000	144.00	144.00	750.00	6.67	10	1,294.00	21.57	0.36	\$ 3.23	\$0.49	\$0.38	0.12		0	\$ 4.22	125%	150%	175%	\$5.27	\$ 6.32	\$ 7.38
288	1	5000	288.00	288.00	750.00	6.67	10	2,578.00	42.97	0.36	\$ 3.22	\$0.49	\$0.38	0.12		0	\$ 4.20	125%	150%	175%	\$5.25	\$ 6.31	\$ 7.36
1	1	6500	1.00	1.00	750.00	8.67	10	20.92	0.35	0.36	\$ 7.52	\$0.49	\$0.38	0.12		0	\$ 8.51	125%	150%	175%	\$10.64	\$ 12.76	\$ 14.89
2	1	6500	2.00	2.00	750.00	8.67	10	31.83	0.53	0.36	\$ 5.73	\$0.49	\$0.38	0.12		0	\$ 6.71	125%	150%	175%	\$8.39	\$ 10.06	\$ 11.74
6	1	6500	6.00	6.00	750.00	8.67	10	75.50	1.26	0.36	\$ 4.53	\$0.49	\$0.38	0.12		0	\$ 5.51	125%	150%	175%	\$6.89	\$ 8.27	\$ 9.64
12	1	6500	12.00	12.00	750.00	8.67	10	141.00	2.35	0.36	\$ 4.23	\$0.49	\$0.38	0.12		0	\$ 5.21	125%	150%	175%	\$6.51	\$ 7.82	\$ 9.12
24	1	6500	24.00	24.00	750.00	8.67	10	272.00	4.53	0.36	\$ 4.08	\$0.49	\$0.38	0.12		0	\$ 5.06	125%	150%	175%	\$6.33	\$ 7.59	\$ 8.86
48	1	6500	48.00	48.00	750.00	8.67	10	534.00	8.90	0.36	\$ 4.00	\$0.49	\$0.38	0.12		0	\$ 4.99	125%	150%	175%	\$6.23	\$ 7.48	\$ 8.72
72	1	6500	72.00	72.00	750.00	8.67	10	796.00	13.27	0.36	\$ 3.98	\$0.49	\$0.38	0.12		0	\$ 4.96	125%	150%	175%	\$6.20	\$ 7.44	\$ 8.68
144	1	6500	144.00	144.00	750.00	8.67	10	1,582.00	26.37	0.36	\$ 3.95	\$0.49	\$0.38	0.12		0	\$ 4.94	125%	150%	175%	\$6.17	\$ 7.40	\$ 8.64
288	1	6500	288.00	288.00	750.00	8.67	10	3,154.00	52.57	0.36	\$ 3.94	\$0.49	\$0.38	0.12		0	\$ 4.92	125%	150%	175%	\$6.15	\$ 7.38	\$ 8.62
1	1	8000	1.00	1.00	750.00	10.67	10	22.92	0.38	0.36	\$ 8.24	\$0.49	\$0.38	0.12		0	\$ 9.23	125%	150%	175%	\$11.53	\$ 13.84	\$ 16.15
2	1	8000	2.00	2.00	750.00	10.67	10	35.83	0.60	0.36	\$ 6.45	\$0.49	\$0.38	0.12		0	\$ 7.43	125%	150%	175%	\$9.29	\$ 11.14	\$ 13.00
6	1	8000	6.00	6.00	750.00	10.67	10	87.50	1.46	0.36	\$ 5.25	\$0.49	\$0.38	0.12		0	\$ 6.23	125%	150%	175%	\$7.79	\$ 9.34	\$ 10.90
12	1	8000	12.00	12.00	750.00	10.67	10	165.00	2.75	0.36	\$ 4.95	\$0.49	\$0.38	0.12		0	\$ 5.93	125%	150%	175%	\$7.41	\$ 8.89	\$ 10.38
24	1	8000	24.00	24.00	750.00	10.67	10	320.00	5.33	0.36	\$ 4.80	\$0.49	\$0.38	0.12		0	\$ 5.78	125%	150%	175%	\$7.22	\$ 8.67	\$ 10.11
48	1	8000	48.00	48.00	750.00	10.67	10	630.00	10.50	0.36	\$ 4.72	\$0.49	\$0.38	0.12		0	\$ 5.71	125%	150%	175%	\$7.13	\$ 8.56	\$ 9.98
72	1	8000	72.00	72.00	750.00	10.67	10	840.00	15.67	0.36	\$ 4.70	\$0.49	\$0.38	0.12		0	\$ 5.69	125%	150%	175%	\$7.10	\$ 8.53	\$ 9.94

Part 2 Creating Codes For The Price List

I just wanted to share this how I have created the coding and how I will be adding it to QuickBooks. This is an easy way to create your codes. You can create your codes exactly the same way or you can create your own set of codes. Either way, you want to keep it easy and simple.

In the first place, I do not charge by every stitch count. I have been charging by category for the past 20 years or more. It is so much easier, less work, and more money. My lowest stitch count is 5,000 stitches.

Here are my pricing categories

A - 5,000 stitches or less

B - 50001 to 8,000 stitches

C - 8001 to 12,000 stitches

D - 12,001 to 16,000 stitches

E - 16,001 to 20,000 stitches

F - 20,001 to 24,000 stitches

Quantity categories

One piece - 1

2-5 pieces - 2

6-11 pieces - 6

12-23 pieces 12

24-47 pieces 24

48-71 pieces 48

72-143 pieces 72

144-287 pieces 144

288 pieces and above 288

Total Codes Spelled out!

EMBWA1 = Embroidery-Wholesale-Up to 5,000 stitches -one piece

EMBWA2 = Embroidery-Wholesale- Up to 5,000 stitches -2-5 pieces

EMBWA6 = Embroidery-Wholesale- Up to 5,000 stitches -6-12 pieces

EMBWA12 = Embroidery-Wholesale- Up to 5,000 stitches -12-23 pieces
EMBWA24 = Embroidery-Wholesale- Up to 5,000 stitches -24-47 pieces
EMBWA48 = Embroidery-Wholesale- Up to 5,000 stitches -48-71 pieces
EMBWA72 = Embroidery-Wholesale- Up to 5,000 stitches -72-143 pieces
EMBWA144 = Embroidery-Wholesale- Up to 5,000 stitches -144-287 pieces
EMBWA288 = Embroidery-Wholesale-Up to 5,000 stitches - 288 & above

Stitch County Category

The W is replaced with a C for the Corporate pricing and the W is replaced with an R. The remainder of the codes stay the same.

The A is replaced with a B for the B category of 5001 to 8,000 stitches.

The A is replaced with a C for the C category of 8001 to 12,000 stitches

The A is replaced with a D for the D category of 12,001 to 16,000 stitches

The A is replaced with an E for the E category of 16,001 to 20,000 stitches

The A is replaced with an F for the F category of 20,001 to 24,000 stitches

I have 3 different price list with the coding that works great. You can even copy my coding, but you cannot copy my pricing. It will not work for you. You must create your own. I am showing you mine so that you can see how I have it created and coded. It makes it easy this way.

Wholesale code = W

Corporate code = C

Retail code =R

Wholesale Price List with Codes

Stitch Count	1 Piece	2-5	6-11	12-23	24-47	48-71	72-143	144-287	288 & up
EMBWA-5000	\$9.74	\$7.49	\$5.99	\$5.61	\$5.43	\$5.33	\$5.30	\$5.27	\$5.25
EMBWA-6500	\$10.64	\$8.39	\$6.89	\$6.51	\$6.33	\$6.23	\$6.20	\$6.17	\$6.15
EMBWB-8000	\$11.53	\$9.29	\$7.79	\$7.41	\$7.22	\$7.13	\$7.10	\$7.07	\$7.05
EMBWA-10000	\$12.73	\$10.49	\$8.99	\$8.61	\$8.42	\$8.33	\$8.30	\$8.27	\$8.25
EMBWC-12000	\$13.93	\$11.68	\$10.19	\$9.81	\$9.62	\$9.53	\$9.50	\$9.47	\$9.45
EMBWA-14000	\$15.13	\$12.88	\$11.38	\$11.01	\$10.82	\$10.73	\$10.70	\$10.67	\$10.65
EMBWD-16000	\$16.33	\$14.08	\$12.58	\$12.21	\$12.02	\$11.93	\$11.90	\$11.87	\$11.85
EMBWA-18000	\$17.53	\$15.28	\$13.78	\$13.41	\$13.22	\$13.13	\$13.10	\$13.06	\$13.05
EMBWE-20000	\$18.73	\$16.48	\$14.98	\$14.61	\$14.42	\$14.33	\$14.30	\$14.26	\$14.25
EMBWA-22000	\$19.93	\$17.68	\$16.18	\$15.81	\$15.62	\$15.53	\$15.49	\$15.46	\$15.45
EMBWF-24000	\$21.13	\$18.88	\$17.38	\$17.01	\$16.82	\$16.72	\$16.69	\$16.66	\$16.65

Corporate Price List with Codes

Stitch Count	1 Piece	2-5	6-11	12-23	24-47	48-71	72-143	144-287	288& up
EMBCA-5000	\$11.68	\$8.98	\$7.19	\$6.74	\$6.51	\$6.40	\$6.36	\$6.32	\$6.31
EMBC-6500	\$12.76	\$10.06	\$8.27	\$7.82	\$7.59	\$7.48	\$7.44	\$7.40	\$7.38
EMBCB 8000	\$13.84	\$11.14	\$9.34	\$8.89	\$8.67	\$8.56	\$8.52	\$8.48	\$8.46
EMBC-10000	\$15.28	\$12.58	\$10.78	\$10.33	\$10.11	\$10.00	\$9.96	\$9.92	\$9.90
EMBCC-12000	\$16.72	\$14.02	\$12.22	\$11.77	\$11.55	\$11.44	\$11.40	\$11.36	\$11.34
EMBC-14000	\$18.16	\$15.46	\$13.66	\$13.21	\$12.99	\$12.87	\$12.84	\$12.80	\$12.78
EMBCD-16000	\$19.60	\$16.90	\$15.10	\$14.65	\$14.43	\$14.31	\$14.28	\$14.24	\$14.22
EMBC-18000	\$21.04	\$18.34	\$16.54	\$16.09	\$15.86	\$15.75	\$15.72	\$15.68	\$15.66
EMBCE-20000	\$22.48	\$19.78	\$17.98	\$17.53	\$17.30	\$17.19	\$17.15	\$17.12	\$17.10
EMBC-22000	\$23.91	\$21.22	\$19.42	\$18.97	\$18.74	\$18.63	\$18.59	\$18.56	\$18.54
EMBCF-24000	\$25.35	\$22.66	\$20.86	\$20.41	\$20.18	\$20.07	\$20.03	\$19.99	\$19.98

Retail Price List with Codes

Stitch Count	1 Piece	2-5	6-11	12-23	24-47	48-71	72-143	144 -287	288 & up
EMBRA-5000	\$13.63	\$10.48	\$8.38	\$7.86	\$7.60	\$7.47	\$7.42	\$7.38	\$7.36
EMBR-6500	\$14.89	\$11.74	\$9.64	\$9.12	\$8.86	\$8.72	\$8.68	\$8.64	\$8.62
EMBRB-8000	\$16.15	\$13.00	\$10.90	\$10.38	\$10.11	\$9.98	\$9.94	\$9.90	\$9.87
EMBR-10000	\$17.83	\$14.68	\$12.58	\$12.06	\$11.79	\$11.66	\$11.62	\$11.58	\$11.55
EMBRC-12000	\$19.51	\$16.36	\$14.26	\$13.73	\$13.47	\$13.34	\$13.30	\$13.25	\$13.23
EMBR-14000	\$21.18	\$18.04	\$15.94	\$15.41	\$15.15	\$15.02	\$14.98	\$14.93	\$14.91
EMBRD-16000	\$22.86	\$19.72	\$17.62	\$17.09	\$16.83	\$16.70	\$16.66	\$16.61	\$16.59
EMBR-18000	\$24.54	\$21.39	\$19.30	\$18.77	\$18.51	\$18.38	\$18.33	\$18.29	\$18.27
EMBRE-20000	\$26.22	\$23.07	\$20.97	\$20.45	\$20.19	\$20.06	\$20.01	\$19.97	\$19.95
EMBR-22000	\$27.90	\$24.75	\$22.65	\$22.13	\$21.87	\$21.74	\$21.69	\$21.65	\$21.63
EMBRF-24000	\$29.58	\$26.43	\$24.33	\$23.81	\$23.55	\$23.41	\$23.37	\$23.33	\$23.31

If you want to take your categories beyond the 24,000 you can continue with the alphabet. I was working with a client that needed help with their pricing and they wanted different price breaks. They also wanted to take it further with their pricing, up to 50,000 stitches. Below is their Retail price list and you can see how we used more of the alphabet to work with more stitch count categories, for the 50,000 stitches

I have found that this is very easy to work with and easy for me to understand. I came up with this code many years ago and it has worked out very successfully!

Stitch Count	1 Piece	2-5 Pieces	6-35 pieces	36-71 pieces	72-143 pieces	144 pieces & up
4000-A	\$17.52	\$9.12	\$6.47	\$5.09	\$4.86	\$4.79
8000-B	\$21.25	\$11.83	\$8.33	\$7.01	\$6.73	\$6.66
12000-C	\$24.98	\$13.70	\$10.20	\$8.93	\$8.60	\$8.52
16000-D	\$28.72	\$15.57	\$12.07	\$10.85	\$10.46	\$10.39
20000-E	\$32.45	\$17.43	\$13.93	\$12.77	\$12.33	\$12.26
24000-F	\$36.18	\$19.30	\$15.80	\$14.69	\$14.19	\$14.12
30000-G	\$41.78	\$22.10	\$18.60	\$17.57	\$16.99	\$16.92
35000-H	\$46.44	\$24.43	\$20.93	\$19.97	\$19.33	\$19.25
40000-I	\$51.11	\$26.76	\$23.26	\$22.37	\$21.66	\$21.59
45000-J	\$55.78	\$29.09	\$25.60	\$24.76	\$23.99	\$23.92
50000-K	\$60.44	\$31.43	\$27.93	\$27.16	\$26.32	\$26.25

You can see the chart and figure the rest of the code. You want to have your pricing and coding all in place to make it easy to add to QuickBooks.

Part 3 - Adding Products To Import Sheets

Remember the Import sheet that we had in the last lesson that I told you to add the product or service name, Sales Description and Sales Price?

Product/Service Name	Sales Description	SKU	Type	Sub Account	Sales Price / Rate	Income Account	Purchase Description	Purchase Cost	Expense Account	Quantity on Hand	Inventory Ass

Now we re ready to take that a step further. Your product or service name will be your code, which spells out the style no. from the distributor along with adding the embroidery to it. If you want to be able to just add the product without the embroidery then you will change your code to be just the number from the distributor plus the size category.

Now we are ready to add the Income Account, Purchase cost and Expense Account to the Non-Inventory Sheet. If you are carrying Inventory, then you will need to add the Inventory account and the Quantity on hand. Below is our Non Inventory Import Sheet.

Non-Inventory Account

1	Product/Service Name	Sales Description	Sub Account	Sales Price / Rate	Income Account	Purchase Description	Purchase Cost	Expense Account	Quantity c	Inventory Asset Account	Quantity as-of Date
2	436MPEMBC1	Jersey Knit Sport Shirt w/ Pocket- 1 Piece		46.5	Sale of Product Income:Resale Products		7.4	Products: CostOfGoodsSold			
3	436MPEMBC2X1	Jersey Knit Sport Shirt w/ Pocket- 1 Piece		46.99	Sale of Product Income:Resale Products		7.78	Products: CostOfGoodsSold			
4	436MPEMBC3X1	Jersey Knit Sport Shirt w/ Pocket- 1 Piece		48.49	Sale of Product Income:Resale Products		8.78	Products: CostOfGoodsSold			
5	436MPEMBC2	Jersey Knit Sport Shirt w/ Pocket - 2-5 pieces		28.95	Sale of Product Income:Resale Products		7.4	Products: CostOfGoodsSold			
6	436MPEMBC2X2	Jersey Knit Sport Shirt w/ Pocket - 2-5 pieces		29.49	Sale of Product Income:Resale Products		7.78	Products: CostOfGoodsSold			
7	436MPEMBC3X2	Jersey Knit Sport Shirt w/ Pocket - 2-5 pieces		30.99	Sale of Product Income:Resale Products		8.78	Products: CostOfGoodsSold			
8	436MPEMBC6	Jersey Knit Sport Shirt w/ Pocket - 6-11 pieces		22.29	Sale of Product Income:Resale Products		7.4	Products: CostOfGoodsSold			
9	436MPEMBC2X6	Jersey Knit Sport Shirt w/ Pocket - 6-11 pieces		22.89	Sale of Product Income:Resale Products		7.78	Products: CostOfGoodsSold			
10	436MPEMBC3X6	Jersey Knit Sport Shirt w/ Pocket - 6-11 pieces		24.29	Sale of Product Income:Resale Products		8.78	Products: CostOfGoodsSold			
11	436MPEMBC24	Jersey Knit Sport Shirt w/ Pocket - 24-47 pieces		20.69	Sale of Product Income:Resale Products		7.4	Products: CostOfGoodsSold			
12	436MPEMBC2X24	Jersey Knit Sport Shirt w/ Pocket - 24-47 pieces		21.29	Sale of Product Income:Resale Products		7.78	Products: CostOfGoodsSold			
13	436MPEMBC3X24	Jersey Knit Sport Shirt w/ Pocket - 24-47 pieces		22.59	Sale of Product Income:Resale Products		8.78	Products: CostOfGoodsSold			
14	436MPEMBC48	Jersey Knit Sport Shirt w/ Pocket - 48-71 pieces		20.69	Sale of Product Income:Resale Products		7.4	Products: CostOfGoodsSold			
15	436MPEMBC2X48	Jersey Knit Sport Shirt w/ Pocket - 48-71 pieces		21.29	Sale of Product Income:Resale Products		7.78	Products: CostOfGoodsSold			
16	436MPEMBC3X48	Jersey Knit Sport Shirt w/ Pocket - 48-71 pieces		22.59	Sale of Product Income:Resale Products		8.78	Products: CostOfGoodsSold			
17	436MPEMBC72	Jersey Knit Sport Shirt w/ Pocket 72-143 pieces		19.89	Sale of Product Income:Resale Products		7.4	Products: CostOfGoodsSold			
18	436MPEMBC2X72	Jersey Knit Sport Shirt w/ Pocket 72-143 pieces		20.49	Sale of Product Income:Resale Products		7.78	Products: CostOfGoodsSold			
19	436MPEMBC3X72	Jersey Knit Sport Shirt w/ Pocket 72-143 pieces		21.89	Sale of Product Income:Resale Products		8.78	Products: CostOfGoodsSold			
20	436MPEMBC144	Jersey Knit Sport Shirt w/ Pocket 144-287 pieces		19.59	Sale of Product Income:Resale Products		7.4	Products: CostOfGoodsSold			
21	436MPEMBC2X144	Jersey Knit Sport Shirt w/ Pocket 144-287 pieces		19.99	Sale of Product Income:Resale Products		7.78	Products: CostOfGoodsSold			
22	436MPEMBC3X144	Jersey Knit Sport Shirt w/ Pocket 144-287 pieces		21.59	Sale of Product Income:Resale Products		8.78	Products: CostOfGoodsSold			
23	436MPEMBC288	Jersey Knit Sport Shirt w/ Pocket 288 pieces and up		19.59	Sale of Product Income:Resale Products		7.4	Products: CostOfGoodsSold			
24	436MPEMBC2X288	Jersey Knit Sport Shirt w/ Pocket 288 pieces and up		19.99	Sale of Product Income:Resale Products		7.78	Products: CostOfGoodsSold			
25	436MPEMBC3X288	Jersey Knit Sport Shirt w/ Pocket 288 pieces and up		21.59	Sale of Product Income:Resale Products		8.78	Products: CostOfGoodsSold			

This is the same import sheet that you had in Lesson 2. I told you to add the product or service name

Wholesale Embroidery Price List on Import Sheet

1	Product/Service Name	Sales Description	Taxable	SKU	Type	Sales Price / Rate	Income Account
2	EMBWA1	Wholesale Embroidery - 1 piece up to 5,000 stitches	No		Service	9.74	Embroidery:Wholesale-Embroidery
3	EMBWA2	Wholesale Embroidery - 2-5 pieces up to 5,000 stitches	No		Service	7.49	Embroidery:Wholesale-Embroidery
4	EMBWA6	Wholesale Embroidery - 6-11 pieces up to 5,000 stitches	No		Service	5.99	Embroidery:Wholesale-Embroidery
5	EMBWA12	Wholesale Embroidery - 12-23 pieces up to 5,000 stitches	No		Service	5.61	Embroidery:Wholesale-Embroidery
6	EMBWA24	Wholesale Embroidery - 24-47 pieces up to 5,000 stitches	No		Service	5.43	Embroidery:Wholesale-Embroidery
7	EMBWA48	Wholesale Embroidery - 48-71 pieces up to 5,000 stitches	No		Service	5.33	Embroidery:Wholesale-Embroidery
8	EMBWA72	Wholesale Embroidery - 72-143 pieces up to 5,000 stitches	No		Service	5.3	Embroidery:Wholesale-Embroidery
9	EMBWA144	Wholesale Embroidery - 144-287 pieces up to 5,000 stitches	No		Service	5.27	Embroidery:Wholesale-Embroidery
10	EMBWA288	Wholesale Embroidery - 288 pieces and up to 5,000 stitches	No		Service	5.25	Embroidery:Wholesale-Embroidery
11	EMBWB1	Wholesale Embroidery - 1 piece 5001-8000 stitches	No		Service	11.53	Embroidery:Wholesale-Embroidery
12	EMBWB2	Wholesale Embroidery - 2-5 pieces 5001-8000 stitches	No		Service	9.29	Embroidery:Wholesale-Embroidery
13	EMBWB6	Wholesale Embroidery - 6-11 pieces 5001-8000 stitches	No		Service	7.79	Embroidery:Wholesale-Embroidery
14	EMBWB12	Wholesale Embroidery - 12-23 pieces 5001-8000 stitches	No		Service	7.41	Embroidery:Wholesale-Embroidery
15	EMBWB24	Wholesale Embroidery - 24-47 pieces 5001-8000 stitches	No		Service	7.22	Embroidery:Wholesale-Embroidery
16	EMBWB48	Wholesale Embroidery - 48-71 pieces 5001-8000 stitches	No		Service	7.13	Embroidery:Wholesale-Embroidery
17	EMBWB72	Wholesale Embroidery - 72-143 pieces 5001-8000 stitches	No		Service	7.1	Embroidery:Wholesale-Embroidery
18	EMBWB144	Wholesale Embroidery - 144-287 pieces 5001-8000 stitches	No		Service	7.07	Embroidery:Wholesale-Embroidery
19	EMBWB288	Wholesale Embroidery - 288 pieces and 5001-8000 stitches	No		Service	7.05	Embroidery:Wholesale-Embroidery
20	EMBWC1	Wholesale Embroidery - 1 piece 8001-12000 stitches	No		Service	13.93	Embroidery:Wholesale-Embroidery
21	EMBWC2	Wholesale Embroidery - 2-5 pieces 8001-12000 stitches	No		Service	11.68	Embroidery:Wholesale-Embroidery
22	EMBWC6	Wholesale Embroidery - 6-11 pieces 8001-12000 stitches	No		Service	10.19	Embroidery:Wholesale-Embroidery
23	EMBWC12	Wholesale Embroidery - 12-23 pieces 8001-12000 stitches	No		Service	9.84	Embroidery:Wholesale-Embroidery
24	EMBWC24	Wholesale Embroidery - 24-47 pieces 8001-12000 stitches	No		Service	9.62	Embroidery:Wholesale-Embroidery
25	EMBWC48	Wholesale Embroidery - 48-71 pieces 8001-12000 stitches	No		Service	9.53	Embroidery:Wholesale-Embroidery
26	EMBWC72	Wholesale Embroidery - 72-143 pieces 8001-12000 stitches	No		Service	9.5	Embroidery:Wholesale-Embroidery
27	EMBWC144	Wholesale Embroidery - 144-287 pieces 8001-12000 stitches	No		Service	9.47	Embroidery:Wholesale-Embroidery
28	EMBWC288	Wholesale Embroidery - 288 pieces and 8001-12000 stitches	No		Service	9.45	Embroidery:Wholesale-Embroidery

You may even have more than one level of pricing such as Wholesale & Retail. You may even have Corporate pricing as in the sample below. Once you create a list for one level, it is easy to create the lists from that one level for the other levels. I will show you how in the video. You will create your lists

1	Product/Service Name	Sales Description	Taxable	SKU	Type	Sales Price / Rate	Income Account
2	EMBCA1	Corporate Embroidery - 1 piece up to 5,000 stitches	No		Service	9.74	Embroidery:Corporate-Embroidery
3	EMBCA2	Corporate Embroidery - 2-5 pieces up to 5,000 stitches	No		Service	7.49	Embroidery:Corporate-Embroidery
4	EMBCA6	Corporate Embroidery - 6-11 pieces up to 5,000 stitches	No		Service	5.99	Embroidery:Corporate-Embroidery
5	EMBCA12	Corporate Embroidery - 12-23 pieces up to 5,000 stitches	No		Service	5.61	Embroidery:Corporate-Embroidery
6	EMBCA24	Corporate Embroidery - 24-47 pieces up to 5,000 stitches	No		Service	5.43	Embroidery:Corporate-Embroidery
7	EMBCA48	Corporate Embroidery - 48-71 pieces up to 5,000 stitches	No		Service	5.33	Embroidery:Corporate-Embroidery
8	EMBCA72	Corporate Embroidery - 72-143 pieces up to 5,000 stitches	No		Service	5.3	Embroidery:Corporate-Embroidery
9	EMBCA144	Corporate Embroidery - 144-287 pieces up to 5,000 stitches	No		Service	5.27	Embroidery:Corporate-Embroidery
10	EMBCA288	Corporate Embroidery - 288 pieces and up to 5,000 stitches	No		Service	5.25	Embroidery:Corporate-Embroidery
11	EMBCB1	Corporate Embroidery - 1 piece 5001-8000 stitches	No		Service	11.53	Embroidery:Corporate-Embroidery
12	EMBCB2	Corporate Embroidery - 2-5 pieces 5001-8000 stitches	No		Service	9.29	Embroidery:Corporate-Embroidery
13	EMBCB6	Corporate Embroidery - 6-11 pieces 5001-8000 stitches	No		Service	7.79	Embroidery:Corporate-Embroidery
14	EMBCB12	Corporate Embroidery - 12-23 pieces 5001-8000 stitches	No		Service	7.41	Embroidery:Corporate-Embroidery
15	EMBCB24	Corporate Embroidery - 24-47 pieces 5001-8000 stitches	No		Service	7.22	Embroidery:Corporate-Embroidery
16	EMBCB48	Corporate Embroidery - 48-71 pieces 5001-8000 stitches	No		Service	7.13	Embroidery:Corporate-Embroidery
17	EMBCB72	Corporate Embroidery - 72-143 pieces 5001-8000 stitches	No		Service	7.1	Embroidery:Corporate-Embroidery
18	EMBCB144	Corporate Embroidery - 144-287 pieces 5001-8000 stitches	No		Service	7.07	Embroidery:Corporate-Embroidery
19	EMBCB288	Corporate Embroidery - 288 pieces and 5001-8000 stitches	No		Service	7.05	Embroidery:Corporate-Embroidery
20	EMBCC1	Corporate Embroidery - 1 piece 8001-12000 stitches	No		Service	13.93	Embroidery:Corporate-Embroidery
21	EMBCC2	Corporate Embroidery - 2-5 pieces 8001-12000 stitches	No		Service	11.68	Embroidery:Corporate-Embroidery
22	EMBCC6	Corporate Embroidery - 6-11 pieces 8001-12000 stitches	No		Service	10.19	Embroidery:Corporate-Embroidery
23	EMBCC12	Corporate Embroidery - 12-23 pieces 8001-12000 stitches	No		Service	9.84	Embroidery:Corporate-Embroidery
24	EMBCC24	Corporate Embroidery - 24-47 pieces 8001-12000 stitches	No		Service	9.62	Embroidery:Corporate-Embroidery
25	EMBCC48	Corporate Embroidery - 48-71 pieces 8001-12000 stitches	No		Service	9.53	Embroidery:Corporate-Embroidery
26	EMBCC72	Corporate Embroidery - 72-143 pieces 8001-12000 stitches	No		Service	9.5	Embroidery:Corporate-Embroidery
27	EMBCC144	Corporate Embroidery - 144-287 pieces 8001-12000 stitches	No		Service	9.47	Embroidery:Corporate-Embroidery
28	EMBCC288	Corporate Embroidery - 288 pieces and 8001-12000 stitches	No		Service	9.45	Embroidery:Corporate-Embroidery

directly onto the Import Sheet

Corporate Price List on Import Sheet

Action Steps

- Figure out what different price levels you are offering
- Figure you Quantity Price Breaks
- Create Your Coding System
- Print out your Price Lists
- Add your Products & Price Lists with codes to your Import Sheets