



genesisplus+

2018



OPTIMISED PRICING Module 0: Pricing Differences

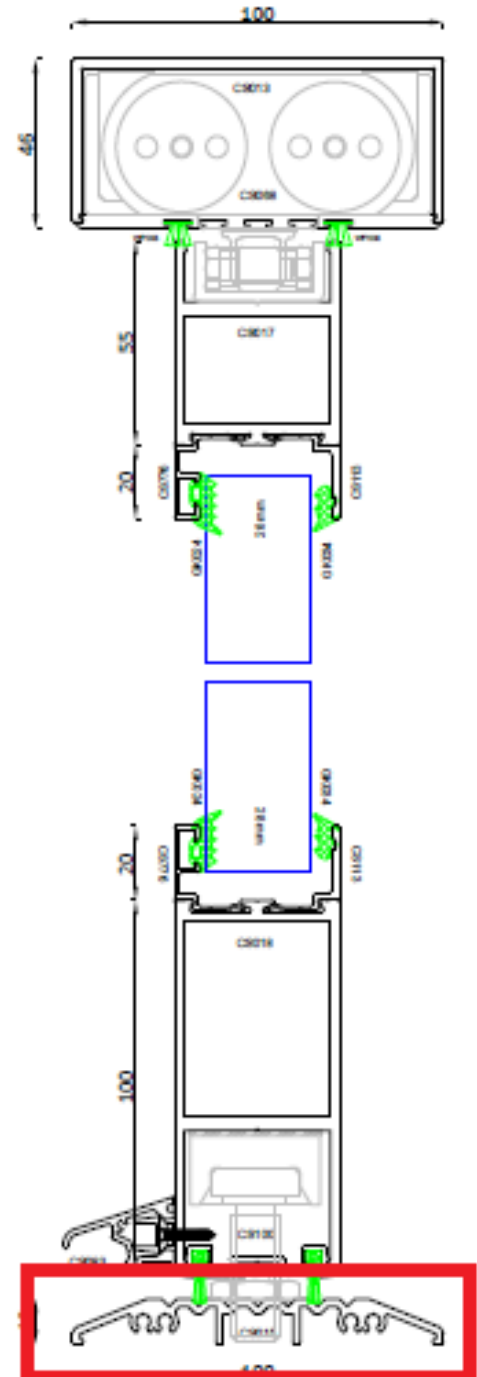
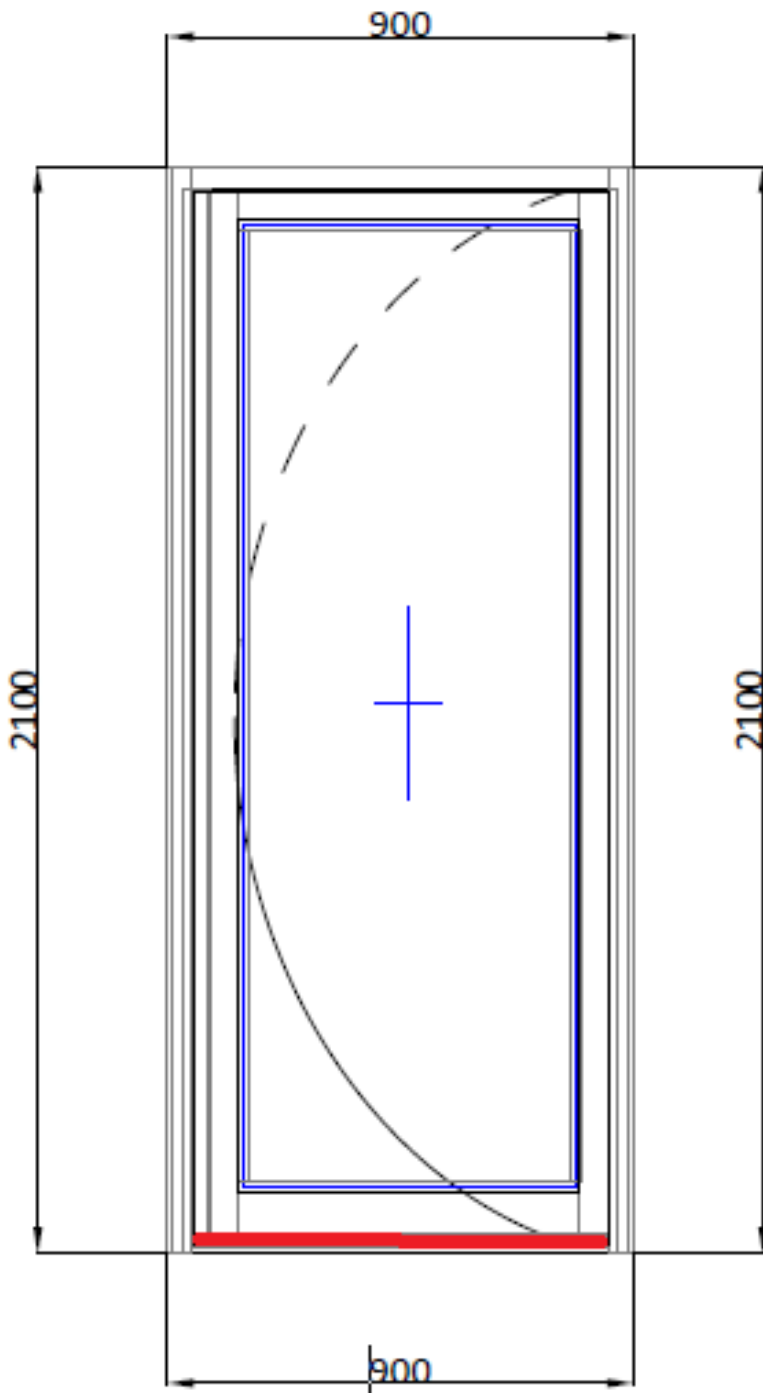
LEVEL: BASIC

Genesis Release 18

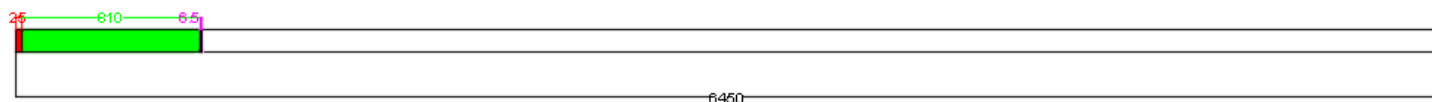
HOW GENESIS OPTIMISES

GENESIS HAS THE ABILITY TO PRICE A JOB ON A PER USAGE BASIS OR AS AN OPTIMISED (BAR LENGTH) COST INCLUDING ALL MINIMUM ORDER COMPONENTS

OPTIMISED = THE EXTRUSIONS HAVE BEEN ROUNDED UP TO BAR LENGTHS. I.E YOU MAY BE USING 810MM OF CS015 SILVER THRESHOLD FOR A DOOR, AS SHOWN BELOW



BUT WE ONLY SELL A COMPLETE BAR IN 6450MM. THIS IS SOMETIMES CALLED OPTIMISED WASTAGE BUT IN EFFECT THE REST OF THE BAR CAN BE USED AGAIN SO IT ISNT WASTAGE.

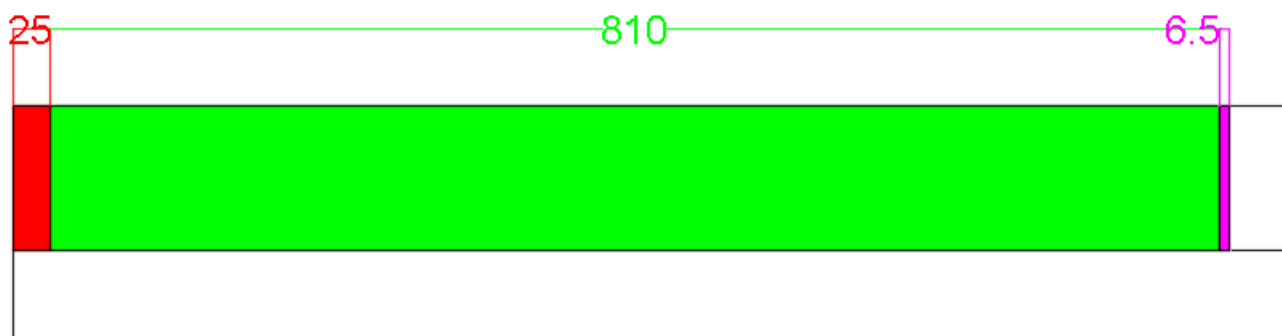


AS WELL AS THE SOFTWARE HAVING THE OPTION OF OPTIMISING TO BAR LENGTH IT ALSO HAS SOME CHANGEABLE SETTINGS FOR END TRIM (SHOWN BELOW AS 25MM) AND SAW CUT (SHOWN BELOW AS 6.5) – THE KERF ANGLE SHOWING AS 10 BELOW IS USED IF A CUT IN THE BAR IS NOT STRAIGHT AS THIS SLIGHTLY AFFECTS THE BLADE WASTE.

Saw Settings

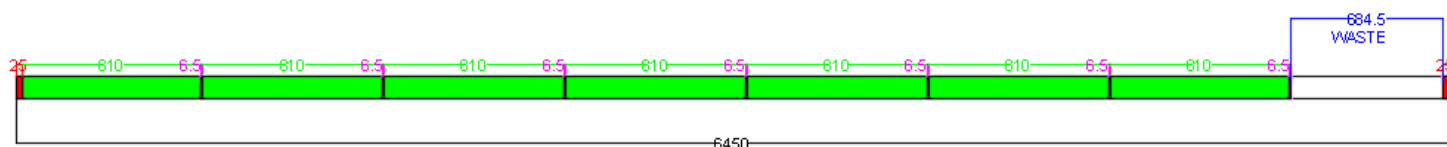
Kerf:	6.50
Kerf Angle:	10.00
End Trim:	25.00

AS STANDARD THE 25MM END TRIM IS USED TO ALLOW FOR WHERE THE POWDER COATING COMPANY MAY HAVE SLIGHTLY HUNG THE PROFILE WHICH MAY MEAN THAT SOMETIMES THE VERY END OF THE PROFILE ISNT USUABLE DUE TO PAINT SPOILAGE IT ALSO ALLOWS FOR DAMAGE DURING THE EXTRUSING PROCESS, THES CAN BOTH BE MODIFIED IN STEUP/OPTIONS



IF WE LOOK AT A TYPICAL OPTIMISATION OF GENESIS IT USES SAWMAN’S LOGIC, THIS MEANS THAT IT WILL START WITH A FULL BAR OF 6450MM AND WILL THEN WORK ON THE LARGEST CUT REQUIRED, WORKING DOWN UNTIL IT CAN NO LONGER FIT A CUT OUT OF THE OFFCUT AND WILL THEN LOOK AT WHETHER A SMALLER CUT CAN BE USED OR IF IT IS ACTUAL WASTAGE

THE BOTTOM GIVES AN EXAMPLE SHOWING 7 CUT PIECES OF PROFILE AT 810MM ASWELL AS TAKING OFF BOTH END TRIMS AND THE SAW CUTS. IT IS THEN LEFT WITH 684.5MM WHICH IT CANNOT USE IN THIS JOB (IT MAY BE USED ON A SMALLER DOOR ON ANOTHER JOB AND SO IS NOT NECESSARILY WASTE MATERIAL)



AS STANDARD WE ALWAYS SET THE SOFTWARE TO OPTIMISE AS WE HAVE TO ASSUME THAT ANYONE USING GENESIS IS EITHER NEW AND WILL NEED TO ORDER EVERY BAR FROM SCRATCH AND HAS NO STOCK.

SOMETIMES YOU MAY WISH TO COST AS OPTIMISED DUE TO A JOB HAVING A SPECIAL RAL COLOUR WHICH MAY NOT BE USEABLE ELSEWHERE AND SO EFFECTIVELY BECOMES WASTE MATERIALS

IT IS A GENERAL RULE THAT THE MORE ITEMS YOU HAVE IN A QUOTE THE LESS WASTAGE YOU WILL HAVE (SUBJECT TO USING THE SAME PROFILES AND FINISHES)

WHY IS IT IMPORTANT TO KNOW THE DIFFERENCES

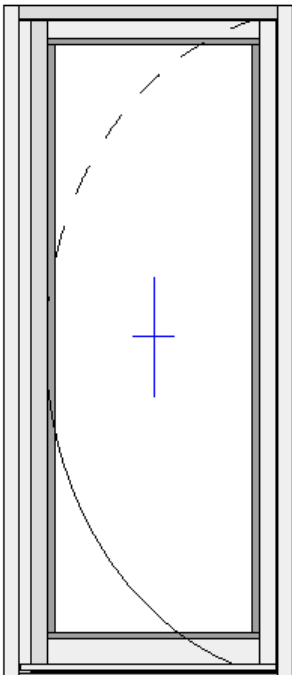
IF WE LOOK AT ONE SINGLE DOOR WITH NO DISCOUNT THE OPTIMISED COST CAN HAVE A DRAMATIC AFFECT ON THE OVERAL COST THAT YOU SUPPLY TO A CUSTOMER.

IN THIS EXAMPLE BELOW WE HAVE THE FOLLOWING COSTS SHOWN ON A PRICE COMPARISON REPORT

Each Window Material Cost: £671.05
Total Cost of Optimised Waste: £1016.19
PER FRAME (AS ABOVE): £1687.24

THIS EXAMPLE BELOW SHOWS THAT THE OPTIMISED WASTE IS MORE THAN THE ACTUAL COST OF CUT MATERIALS REQUIRED.

PRICE COMPARISON

Description: Screen 1	
	Non Optimised Material Costing Extrusions: £ 411.58 Components: £ 259.47 Actual Material Cost: £ 671.05 Each Window Material Cost £ 671.05
	Extras Glazing: £ 0.00 Labour: £ 0.00 Fabricated Window Total: £ 671.05 Each Window Fabricated Cost: £ 671.05
	Profit: Overhead: £ 0.00 Markup: £ 0.00
	Total Cost of Optimised Waste: £ 1,016.19
	TOTAL COST + OPTIMISATION %: £ 1,687.24 PER FRAME (AS ABOVE): £ 1,687.24
Frame Quantity: 1	
Dimensions: 900 mm x 2,100 mm	

PURCHASE ORDER FOR SMALL ENQUIRIES

IF WE WERE TO THEN PRINT OFF A PURCHASE ORDER FOR THIS ONE DOOR THEN ASWELL AS THE OPTIMISED WASTAGE WE ALSO HAVE A COMPONENT STOCK TOTAL, THIS IS SIMILAR TO THE OPTIMISATION OF EXTRUSIONS. I.E WE DO NOT SELL WOOLPILE AS AN EXAMPLE IN 0.9M SO IF A WOOLPILE WAS REQUIRED AT THE BOTTOM OF THE DOOR THEN A CUSTOMER MAY NEED TO ORDER A COMPLETE ROLL. IN THE BELOW EXAMPLE WE CAN SEE THE DRAMATIC COST DIFFERENCES FROM THIS EXAMPLE

WP003 REQUIRED AMOUNT 1.8METRES COST OF REQUIREMENTS £0.34

WP007 ORDERING REQUIREMENT 350METRES COST £65.18

DIFFERENCE IN STOCKING TO ACTUAL REQUIREMENTS £64.83

THE BELOW PAGE SHOWN FROM THE END OF THE PURCHASE ORDER LISTS IN **BLUE** THE EXTRA PRICE INCLUDED IN THE COST FOR THIS STOCK TOTAL IN THIS CASE **£425.23**

SO IF WE NOW LOOK BACK AT THE ACTUAL COST OF A FRAME TO MAKE (EXCLUDING GLASS, LABOUR AND MARKUPS) WE NOW KNOW THAT WE NEED TO BE CAREFUL WHEN COSTING JOBS USING ONLY THE PURCHASE ORDER

Each Window Material Cost: £671.05

Purchase Order Cost: £2112.47

Difference from actual cost to potential ordering cost: £ 1441.42

WP003XS1F	1.80 [348.2]	<input type="checkbox"/>	RP069/600 Woolpile MinOrder: 350 Finish: No Colour	0 %	£0.34 [£64.83]
WP007XS1F	8.13 [191.87]	<input type="checkbox"/>	067/100 Woolpile MinOrder: 200 Finish: No Colour	0 %	£2.29 [£54.09]
WP010XS1F	1.60 [19.4]	<input type="checkbox"/>	10mm Brush Seal MinOrder: 21 Finish: No Colour	0 %	£5.22 [£63.18]

Notes: Components Total: Required components stock each, glass, seal, etc.
Stock Total: Add the above values to satisfy Minimum Order Quantities.

Components Total: **£259.47**
[Stock Total £425.23]

This is an estimation only, based upon information input. Any details supplied are for information purposes only and do not constitute a contract.

Corner Aluminium accepts no responsibility for the correctness of this information.

QUOTE COST: £1,687.24

Cost inclusive of Minimum Order Components: £2,112.47

ANOTHER PROBLEM THAT WE NEED TO LOOK AT LATER IS STOCK CONTROL.

IMAGINE IF YOU ARE A NEW CUSTOMER AND ARE ORDERING 50 DIFFERENT MINIMUM ORDER COMPONENTS USING THE FIRST PURCHASE ORDER

ON THE NEXT SMALL JOB IF YOU DID THE SAME (WITHOUT CHECKING WHAT STOCK YOU ALREADY HAVE) THEN YOU WILL BE ORDERING ANOTHER 50 DIFFERENT MINIMUM ORDER COMPONENTS WHEREAS YOU MAY HAVE THEM ALL IN STOCK ALREADY AND MAY NOT REQUIRE ANY.

IF IS VERY IMPORTANT TO CHECK STOCK BEFORE ORDERING ANY MATERIALS AND THESE CAN BE CROSSED OFF FROM THE PURCHASE ORDER WHERE NOT REQUIRED

THERE IS ALSO AN EXCEL EXPORTABLE VERSION WHERE YOU CAN REMOVE LINES IF REQUIRED

Page No: 1

PURCHASE ORDER

Date/Time: 26/09/2018 11:58:46

Quote Title: Cost Differences
 Quote No: SH3663 - Ver 6
 Cust Name:
 Job Ref:
 Finish:
 Deliv Date:
 Other:
















To: The Parkside Group Ltd
 Unit 5, The Willow Centre,
 17 Willow Lane
 Mitcham
 Surrey
 CR4 4NX
 Telephone : 020 8685 9685
 Corner Direct Box Order Line : 0208 685 0800

Delivery Address (If different than Company Address):

From:

Finish Specification:			Marine Guarantee Required?		Order No:	Date:
Finish 1 (Specify)	Finish 2 (Specify)	Finish 3 (Specify)	Yes	No		
Marine - Silver - Glass	Marine - Silver - Glass	Marine - Silver - Glass				

Part Code	Qty/Bar*	Description	Discount	Cost *
CS001	1	 100x45mm O/Frame/Mullion Length: 6,450 mm Box Qty: 5 Finish: WHITE	0 %	£161.90
CS008	1	 Infill Plate Plain Length: 6,450 mm Box Qty: 10 Finish: MILL	0 %	£46.89
CS013	1	 O/Frame - Header Bar Length: 6,450 mm Box Qty: 4 Finish: WHITE	0 %	£127.58
CS015	1	 Double Ramped Threshold Length: 6,450 mm Box Qty: 8 Finish: SILVER	0 %	£101.85
CS016	1	 55mm Door Stile - Woolpile Length: 6,450 mm Box Qty: 6 Finish: WHITE	0 %	£128.42
CS017	1	 55mm Door Top/Bott Rail Length: 6,450 mm Box Qty: 5 Finish: WHITE	0 %	£134.10
CS018	1	 100mm Door Top/Bott Rail Length: 6,450 mm Box Qty: 4 Finish: WHITE	0 %	£188.53
CS031	1	 C1 Glazing Pocket Filler Length: 6,450 mm Box Qty: 30 Finish: WHITE	0 %	£33.09
CS039	1	 Finger Guard Door Stile Length: 6,450 mm Box Qty: 4 Finish: WHITE	0 %	£159.38
CS043	1	 Finger Guard Carrier Length: 6,450 mm Box Qty: 8 Finish: WHITE	0 %	£117.65
CS068	1	 H/Bar Infill Plate - Woolpile Length: 6,450 mm Box Qty: 8 Finish: WHITE	0 %	£76.82
CS083	1	 Drip Section Length: 6,450 mm Box Qty: 20 Finish: WHITE	0 %	£42.96
CS100	1	 Door Rail W/Carrier Length: 6,450 mm Box Qty: 16 Finish: SILVER	0 %	£51.21

Comar Architecture Aluminium Systems part of TPG - The Parkside Group, The Willow Centre, 17 Willow Lane, Mitcham, Surrey, CR4 4NX, UK
 Tel: +44 (0)208 685 9685 Fax: +44 (0)208 646 9086 Email: projects@parksidegroup.co.uk Web: www.comaraluz.co.uk Company Registration Number: 921619

PURCHASE ORDER EXAMPLE PAGE 2

Page No: 2

PURCHASE ORDER

Date/Time: 26/09/2018 11:58:48

Quote Title: Cost Differences
 Quote No: SH-3663- - Ver6
 Cust Name:
 Job Ref:
 Finish:
 Deliv Date:
 Other:



To: The Parkside Group Ltd
 Unit 5, The Willow Centre,
 17 Willow Lane
 Mitcham
 Surrey
 CR4 4NX
 Telephone : 020 8685 9685
 Corner Direct Box Order Line: 0208 685 0800

CS113	1		Double Glazed Door Bead Length: 6,450 mm Box Qty: 30 Finish: WHITE	Finish Spec 12,000	0 %	£27.99
CS776	1		Double Glazed Security Bead Length: 6,450 mm Box Qty: 25 Finish: WHITE	Finish Spec 12,000	0 %	£29.41

*NOTE: Optimised Bar Lengths (includes Optimised waste)

Weight (HSet): 91.44 kg

Optimised Extrusions Total:

£1,427.77

Part Code:	QtyComp [Extra Min Stock]	Perdo	Description	Discount	Cost
AC021AMIL	2.00 [8]		Lock Pillar (Axim - CS16/20) Min Order: 10 Finish: No Colour	0 %	£1.73 [£6.92]
EC083DBLK	1.00 [9]		Drip Profile End Cap x 2 (CS83) Min Order: 10 Finish: BLACK PVC	0 %	£0.85 [£7.67]
FX021XSFL	4.00 [6]		M8 x 20mm Socket Head Bolt Min Order: 10 Finish: ST/STEEL	0 %	£0.93 [£1.40]
FX032XSFL	4.00 [96]		No.8 x 1 1/4" P/H S/T Pozzi Screw Min Order: 100 Finish: ST/STEEL	0 %	£0.16 [£3.82]
FX034XSFL	9.00 [91]		No.8 x 16 C/S Screw Min Order: 100 Finish: SELF	0 %	£0.14 [£1.37]
FX045XSFL	4.00 [96]		No.4 x 5/8" C/S S/T Screw Min Order: 100 Finish: PLATED	0 %	£0.06 [£1.32]
FX046XSFL	4.00 [96]		Nylon Stud for CS30/83 Snap Fit Min Order: 100 Finish: No Colour	0 %	£1.87 [£44.82]
FX701XSFL	16.00 [84]		4mm x 17mm S/S Taper Pin Min Order: 100 Finish: No Colour	0 %	£1.43 [£7.50]
GK024XSFL	5.07 [94.93]		4mm Glazing Gasket (Blue) Min Order: 100 Finish: E.P.D.M	0 %	£2.50 [£46.77]
GK034XSFL	5.07 [94.93]		4mm Wedge Gasket (Blue) Min Order: 100 Finish: E.P.D.M	0 %	£2.69 [£50.32]
HD090BSVR	1.00 [0]		Pad Handle Set - Silver Min Order: 1 Finish: Silver Anodised	0 %	£54.60
IN003XSFL	1.00 [9]		Support Angle for Top Side Load Arm Min Order: 10 Finish: No Colour	0 %	£2.62 [£23.61]
IN005XSFL	4.00 [6]		Door Cleat Back Plate Min Order: 10 Finish: ST/STEEL	0 %	£3.79 [£5.69]

Corner Architecture Aluminium Systems part of TFS - The Parkside Group, The Willow Centre, 17 Willow Lane, Mitcham, Surrey, CR4 4NX, UK
 Tel: +44 (0)208 685 9685 Fax: +44 (0)208 646 3086 Email: projects@parksidegroup.co.uk Web: www.corneraluz.co.uk Company Registration Number: 921619

Page No: 3

PURCHASE ORDER

Date/Time: 26/09/2018 11:58:49

Quote Title: Cost Differences
 Quote No: SH-3663- - Ver6
 Cust Name:
 Job Ref:
 Finish:
 Deliv Date:
 Other:



To: The Parkside Group Ltd
 Unit 5, The Willow Centre,
 17 Willow Lane
 Mitcham
 Surrey
 CR4 4NX
 Telephone : 020 8685 9685
 Comer Direct Fax Order Line: 0208 685 0800

LK-1601-3030	1.00 [0]	<input type="checkbox"/>	61mm Euro Profile Cylinder - Silver MinOrder: 1 Finish: Silver Anodised	0 %	£18.90
LK-1800-30-E	1.00 [0]	<input type="checkbox"/>	Mortice Hook Lock - 30mm Backset MinOrder: 1 Finish: No Colour	0 %	£14.70
LK-1801-0F	1.00 [0]	<input type="checkbox"/>	Flat Face Plate (No Woolpile) () MinOrder: 1 Finish: Silver Anodised	0 %	£3.67
LK062BSVR	2.00 [8]	<input type="checkbox"/>	Escutcheons To Suit Europrofile Cylinder MinOrder: 10 Finish: Silver Anodised	0 %	£5.04 [£20.16]
NC027XSFL	2.00 [8]	<input type="checkbox"/>	Cleat (17/112/157/707/717) - 9mm Hole MinOrder: 10 Finish: Mill Finish	0 %	£2.36 [£9.45]
NC028XSFL	2.00 [8]	<input type="checkbox"/>	Cleat (18/718) - 9mm Hole MinOrder: 10 Finish: Mill Finish	0 %	£3.08 [£12.30]
SE007-08	0.66 [11.34]	<input type="checkbox"/>	Ali Glue - 310ml - NO LONGER PRICED MinOrder: 12 Finish: No Colour	0 %	£0.00 [£0.00]
TC-8800-03	1.00 [0]	<input type="checkbox"/>	'A' Kit Jamb/Header Bar Bracket/Screws MinOrder: 1 Finish: No Colour	0 %	£5.50
TC-8822-00	1.00 [0]	<input type="checkbox"/>	Size 2 No Hold Open Finger (Complete) + G MinOrder: 1 Finish: No Colour	0 %	£125.00
WP003XSFL	1.80 [348.2]	<input type="checkbox"/>	RP069/600 Woolpile MinOrder: 350 Finish: No Colour	0 %	£0.34 [£64.83]
WP007XSFL	8.13 [191.87]	<input type="checkbox"/>	067/100 Woolpile MinOrder: 200 Finish: No Colour	0 %	£2.29 [£54.09]
WP010XSFL	1.60 [19.4]	<input type="checkbox"/>	10mm Brush Seal MinOrder: 21 Finish: No Colour	0 %	£5.22 [£63.18]

* QTY: Comer stock total: Reduced to zero as stock each gate set meter.
 (Stock total): Add to all quantities to satisfy Minimum Order Quantities.

Components Total: **£259.47**
[Stock Total] £425.23

This is an estimation only, based upon information inputs. Any details supplied are for information purposes only and c

Comer Aluminium accepts no responsibility for the correctness of this information.

QUOTE COST: £1,687.24

Cost Inclusive of Minimum Order Components: £2,112.47

Comer Architecture (Aluminium Systems) part of TPG - The Parkside Group, The Willow Centre, 17 Willow Lane, Mitcham, Surrey, CR4 4NX, UK
 Tel: +44 (0)208 685 9685 Fax: +44 (0)208 646 3086 Email: projects@parksidegroup.co.uk Web: www.comer-alu.co.uk Company Registration Number: 924649