

Thermador One-Two-Free Promotion

Revision History

This table summarizes significant changes made to this document, the dates they were made, and the associate responsible for making the change.

<i>Date</i>	<i>Name</i>	<i>Revisions Summary</i>
08/25/15	Briana Kirby	Updated in accordance with 2016 promotion details.
01/08/15	Briana Kirby	Updated in accordance with 2016 promotion details.
01/12/15	Briana Kirby	Added Important Note to set A/R to N on entire ticket, per Dana Stomberg.
12/29/14	Briana Kirby	Added screenshots to show updated promotional details for 2015.
11/10/14	Briana Kirby	Added Important Note not to tag the same product on the same sales order to one PO if the product is designated N/C and the other product is priced, per Dana Stomberg/Rick Daniels.

Purpose

The purpose of this job aid is to show how to enter a sales order for products involved in the Thermador One-Two-Free promotion.

 **Important Note** – This process does NOT use a rebate promo code.

Promotion Details

Promotion expires December 31, 2016. For qualifying model numbers, see [flyer](#).

Option 1

Purchase (1) 60" Professional Range and receive two (2) free Sapphire Series dishwashers OR one (1) free Star-Sapphire dishwasher.

Option 2

Purchase (1) 30" (1) 36" or (1) 48" Professional Range and receive a free Emerald Series dishwasher. Customer may upgrade dishwasher model for an additional charge.

Or

Purchase any wall oven plus any cooktop/rangetop and receive a free Emerald Series dishwasher. Customer may upgrade dishwasher model for an additional charge.

Add any 30" or 36" bottom freezer, or any (2) freedom columns and receive one of the following options:

- free ventilation system
- free microwave drawer
- free second Emerald dishwasher OR free Star-Sapphire upgrade
- 50% discount on a steam/convection oven



Enter Sales Order — Free Product



Important Note – Set A/R to **N** on entire ticket and contact Shared Purchasing Center (SPC) buyer.

1. Zero the *Price* for the promotional line item.
2. Enter purchase order (PO) number in *Tag* field of the promotional line item and auto-create PO ensuring **N/C** is entered in the formula field of PO.



Important Note – You cannot tag the same product on the same sales order to one PO if one product is designated N/C and the other product is priced. Trilogie will grab the highest priced item tagged on the PO and apply it to the products on the sales order.

3. Enter C* comment line on sales order indicating material was bought on N/C PO.



Important Note – Tagging the promotional line item to a N/C PO ensures correct commission. If promotional line item is NOT tagged to a N/C PO it will **NEGATIVELY** impact commission.

Sales=====									
7707903		Order Product Entry						Page 1 of 1	
BRUCE MILLER									
=====									
Ref#	OrdQty	Item	ShipQty	B/OQty	Formula	Net Price	Total	Cmt	
		Description		AR PC PO Tag		UOM			

1.	1	TPRG304GH	0	1	L-0.000	3900.000	3900.00	100	N
		FS CONV RNGE SS 30 NG 4 BR N 007				EA	0.00		
2.	1	TDWHD440MFM	0	1		0.000	0.00	-100	N
		DW SS 24 4CYC		N	L1300-6	EA	444.50		

Pcs Order Total			Price		Cost		Gp\$	Gp%	
2			3900.00		444.50		3455.50	88.6	
=====									
PQ, #/Ref, AC, ADD, B/Back, GI, GPC, M/Memo, DELETE, T, MO/More, E/END: _____									

Figure 1: Buy Qualifying Range/Cooktop/Wall Oven Get FREE Dishwasher


Sales=====									
7707903		Order Product Entry					Page 1 of 1		
BRUCE MILLER									
=====									
Ref#	OrdQty	Item	ShipQty	B/OQty	Formula	Net Price	Total	Cnt	
		Description		AR PC PO Tag		UOM			

1.	1	TPRG304GH	0	1	L-0.000	3900.000	3900.00	100	N
		FS CONV RNGE SS 30 NG 4 BR N 007				EA	0.00		
2.	1	TDWHD440MFM	0	1		0.000	0.00	-100	N
		DW SS 24 4CVC		N	L1300-6	EA	444.50		
3.	1	TT30BB810SS	0	1	L-0.000	6579.000	6579.00	100	N
		BI BM REFRIG 11CF SS 30 RE N 007				EA	0.00		
4.	1	TPH36GS	0	1		0.000	200.00	100	N
		CVR 36 PRO-GRAND HOOD WA N			L1300-6	EA	0.00		
=====									
Pcs Order Total			Price		Cost		Gp\$	Gp%	
4			10679.00		444.50		10234.50	95.8	
=====									
PQ, #/Ref, AC, ADD, B/Back, GI, GPC, M/Memo, DELETE, T, MO/More, E/END:									


Figure 2: Buy Qualifying Range/Cooktop/Wall Oven, Get FREE Dishwasher — ADD Refrigerator, Get FREE Ventilation System

Enter Sales Order — Upgrade

Customer chooses to upgrade dishwasher model.

 **Important Note** – Set A/R to **N** on entire ticket and contact SPC buyer.

1. Enter the applicable upgrade cost in the *Price* field of the promotional line item.
2. Enter PO number in *Tag* field of the promotional line item and auto-create PO at the upgrade price.

 **Important Note** – The CCOR function drives the PO cost of the upgrade line item without affecting Average Cost.

3. Enter C* comment line on sales order indicating material was bought at upgrade price.

Sales=====									
7907328		Order Product Entry					Page 1 of 1		
BRUCE MILLER									
=====									
Ref#	OrdQty	Item	ShipQty	B/OQty	Formula	Net Price	Total	Cnt	
		Description		AR	PC PO Tag	UOM			

1.	1	TPRG304GH	0	1		3900.000	3900.00	100	N
		FS CONV RNGE SS 30 NG 4 BR N				EA	0.00		
2.	1	TDWHD650JFM	0	1		400.000	400.00	100	N
		DW SS 24 5CYC		N	L1300-22	EA	0.00		




Pcs Order Total			Price		Cost	Gp\$	Gp%		
2			4300.00		0.00	4300.00	100		
=====									
PQ, #/Ref,  , ADD, B/Back, GI, GPC, M/Memo, DELETE, T, NO/More, E/END: 									

Figure 3: Buy Qualifying Range/Cooktop/Wall Oven Get FREE Dishwasher – Upgrade

Enter Sales Order — Additional Add-On Scenarios

Customer adds qualifying refrigeration to order and chooses to upgrade dishwasher model to a Star-Sapphire.

 **Important Note** – Set A/R to **N** on entire ticket and contact SPC buyer.

1. Zero the *Price* for the promotional dishwasher, enter PO number in corresponding *Tag* field, and enter C* comment line as outlined above.


Sales=====									
7907328		Order Product Entry					Page 1 of 1		
BRUCE MILLER									
=====									
Ref#	OrdQty	Item	ShipQty	B/OQty	Formula	Net Price	Total	Cnt	
		Description		AR PC PO Tag		UOM			

1.	1	TPRG304GH	0	1		3900.000	3900.00	100	N
		FS CONV RNGE SS 30 NG 4 BR N				EA	0.00		
2.	1	TT30BB810SS	0	1		6579.000	6579.00	100	N
		BI BM REFRIG 11CF SS 30 RE N				EA	0.00		
3.	1	TOWHD651JFN	0	1		0.000	0.00	0.0	N
		CCY LF DW SS 24 SCYC		N	L1300-20	EA	0.00		

Pcs Order Total		Price		Cost		Gp\$		Gp%	
3		10479.00		0.00		10479.00		100	
=====									
PQ, H/Ref, AC, ADD, B/Back, GI, GPC, M/Memo, DELETE, T, MO/More, E/END:									

Figure 4: Buy Qualifying Range/Cooktop/Wall Oven and ADD Refrigerator, Get FREE Dishwasher Upgrade

Customer adds qualifying refrigeration to order and chooses steam/convection oven at 50% discount from UMRP.

 **Important Note** – Set A/R to **N** on entire ticket and contact SPC buyer.

1. Zero the *Price* for the promotional dishwasher, enter PO number in corresponding *Tag* field, and enter C* comment line as outlined above.
2. Using your current price sheet for UMRP, reduce the price of the steam/convection oven by half as shown in the example below.

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=====
Sales=====
7907328                                Order Product Entry                               Page 1 of 1
                                      BRUCE MILLER
=====
Ref# OrdQty Item                      ShipQty B/OQty Formula Net Price      Total      Cnt
          Description                    AR   PC PO Tag       UOM
-----
  1.    1 TPRG304GH                     0         1           3900.000  3900.00    100 N
        FS CONV RNGE SS 30 NG 4 BR N              EA             0.00
  2.    1 TOMHD440MFH                   0         1           0.000     0.00    -100 N
        DW SS 24 4CYC                             N           L1300-21    EA      444.50
  3.    1 TT30BB810SS                  0         1          6579.000  6579.00    100 N
        BI BM REFRIG 11CF SS 30 RE N               EA             0.00
  4.    1 TMES301HP                    0         1          1549.500  1549.50    100 N
        MASTERPIECE STM & CONV OVE N                EA             0.00
                                     ^
=====
Pcs Order Total                        Price            Cost            Gp$            Gp%
  4                          12028.50          444.50          11584.00          96.3
=====
PQ,W/Ref#,AC,ADD,B/Back,G,I,GPC,M/Memo,DELETE,T,N0/More,E/END:

```

Figure 5: Buy Qualifying Range/Cooktop/Wall Oven, Get FREE Dishwasher — ADD Refrigerator, Get Steam/Convection Oven at 50% Discount from UMRP

Additional Branch Responsibility

The branch is responsible for initiating contact with the vendor (or with SPC depending on who places the order), to ensure that arrangements for proper billing are made.

Ferguson - LYON (prodma.hq.ferg.com) - Open

File Edit Setup Run Help

PO# K140-22109

VENDOR: BSH HOME APPLIANCE

COR DATE: 03/27/14

Pg: 3 of 3

Closed lineitems for entire po

Ref#	Product / Description	Order Qty.	Rec Qty.	U/M	Receipts / Receipt Dt	Basis / Formula	Cost / Arvl Dt.	Tag / Cmt
11.	TUCUM36FS *CUR* 36 MASTERPIECE D/DRAFT	1	1	SN EA	1 04/03/14	1125.00 N/C	0.000 04/03/14	Y Y
12.	TUTN600CU2C 600 CFM D/DRAFT BLWR F/ CUS2	1	1	EA	2 04/07/14	504.00 N/C	0.000 04/07/14	Y Y
13.	C 1-2 FREE							

B/BACK,D#/Detail,P#/Page,TAG,SHIP,C/Cancellations,E/END,M/More opts :_____

In Office - Call

SE*2555

Ready

Ln 22, Col 69

CAP NUM