

*From the Desk of:*

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**Pro User Group  
Webcast [Sign Up  
Today!](#)**

**Topic: The New  
Features in Sage Pro  
7.5!**

**Tuesday, August 5,  
2008  
12:00 – 1:00 pm.**

You don't have to leave your office to attend. Call Gabrielle Sudwarts at 646-293-1726 for more details or to enroll – free of charge!

**SAGE Pro ERP Tip #9****Landed Cost**

*Question:* What does it *really* cost us to bring our products to market? Landed costs, including insurance, customs, duty, freight and other charges, are generally expensed directly to our P & L. Depending on our manpower, we might maintain spreadsheets to examine our true cost of inventory.

New product features in Sage Pro ERP, allow us to record estimated Landed Costs and then update them when suppliers and agents provide detailed billing.

**How the feature works:**

Landed Cost maintenance files are set up to show the additional types of charges required to record the true cost of inventory such as freight, duty, insurance and other user defined charge codes. Flexible estimated landed cost computations can be assigned by percentage, weight, unit quantity and fixed method to each item. General ledger accounts can be used to reassign costs taking them from the direct expense account and reassigning them to the cost of the item.

**How the feature is used:**

When creating the Purchase Order, we are asked if we want to enter estimated landed costs. Sage Pro ERP will assign those costs using the method that we defined. When the product is received, we can adjust the Landed Cost for actual charges. There is a new report which allows us to see the Received Landed Cost Items.

**The Opportunity:**

At a time in our economy when more materials and products than ever are being imported, decision makers need to be able to see their actual product costs without maintaining cumbersome offline spreadsheets. Landed Cost provides visibility to owners and managers over their true product costs. Sales Commissions can be computed more accurately for those who use margin based commissions. Landed Cost is on board in the all new Sage Pro ERP v.7.5!

If you would like to learn more please call me at 646-293-1744 or contact me via email: [lslepian@netatwork.com](mailto:lslepian@netatwork.com).