

Sales Targets

Each customer is set up with Company Default Sales Targets. You are able to edit or add new Sales Targets.

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				Reports Setup Sales Attributes - ☆ Buyers		Trucking Attributes			Company Attributes	
					☆ Customers ☆ Import Lin ☆ Market Co	k Values		☆ Truc ☆ Truc ☆ Truc	k Load Marked By k Loaded By k Numbers	- 차 Production Calendar* - 차 Company Defaults - 차 Event Codes*
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Select Sales Targets

Save (Ctrl-S) Print All Add Rows: Add (Ctrl-A)											
Table: Sales - Targets											
Sort Colu	Sort Columns V										
										Select	
Row #	*Name	Packer	Plant	*Code	*Start Date	*End Date	*Weight Type	Contract Type	Comments	Delete	Details
1	Company Default Carcass	(All Packers) •	(All Plants)	CDC	1/1/2000	12/31/2017	Carcass Weigh 🔻		Added during conversion on 7/1/2010		Details
2	Company Default Live Wt	(All Packers)	(All Plants)	CDL	1/1/2000	12/31/2017	Live Weight 🔻		Added during conversion on 7/1/2010		Details

Carcass and Live Weight Targets are both setup in the same form. You choose at entry time which you are entering.

You can enter targets at the Packer and Plant level.

You can enter targets for a date range. (Dates cannot overlap for targets and you must enter an end date)

Click on DETAILS button to add the weight ranges for the targets. Targets can also be added at this level as to what you expect the distribution to be. The target percentage should add to 100% for each target level. Note Row 1 must start at 0.00 and all weights must go out two decimal places.

Table: Carcass Target Details Entry: Company Default Carcass

Sort Columns 🔻

							Select
Row#	*Low Carcass Weight	*High Carcass Weight	Weight Category	% in Target	Comments	Report Label	Delete
1	0.00	150.99	(1)Very Light 🔻	100.00		0.00 -150.99 lbs	
2	151.00	160.99	(2)Light 🔻			151.00 -160.99 lbs	
3	161.00	165.99	(2)Light 🔻			161.00 -165.99 lbs	
4	166.00	170.99	(2)Light 🔻			166.00 - 170.99 lbs	
5	171.00	180.99	(2)Light V			171.00 -180.99 lbs	
6	181.00	185.99	(3)Ideal 🔻			181.00 -185.99 lbs	
7	186.00	190.99	(3)Ideal 🔻			186.00 - 190.99 lbs	
8	191.00	195.99	(3)Ideal 🔻			191.00 - 195.99 lbs	
9	196.00	200.99	(3)Ideal 🔻			196.00 - 200.99 lbs	
10	201.00	205.99	(3)Ideal 🔻			201.00 - 205.99 lbs	
11	206.00	210.99	(3)Ideal 🔻			206.00 - 210.99 lbs	
12	211.00	215.99	(3)Ideal v			211.00 - 215.99 lbs	
13	216.00	220.99	(3)Ideal T			216.00 - 220.99 lbs	
14	221.00	225.99	(3)Ideal 🔻			221.00 - 225.99 lbs	
15	226.00	230.99	(3)Ideal T			226.00 - 230.99 lbs	
16	231.00	235.99	(3)Ideal T			231.00 - 235.99 lbs	
17	236.00	240.99	(4)Heavy 🔻			236.00 - 240.99 lbs	
18	241.00	245.99	(4)Heavy 🔻			241.00 - 245.99 lbs	
19	246.00	250.99	(4)Heavy 🔻			246.00 - 250.99 lbs	
20	251.00	255.99	(4)Heavy 🔻			251.00 - 255.99 lbs	
21	256.00	999.99	(5)Very Heavy 🔻			256.00 - 999.99 lbs	

Target Levels

- Very Light
- Light
- \circ Ideal
- o Heavy
- Very Heavy