

POS Discounts

Discounts can be set up in a customer's record to automatically apply if the record is attached to a sale, can be a set discount chosen from a list by the cashier, or can automatically apply if the sale meets certain factors (e.g. case or 3 case discount). Discounts themselves are set up in the VinNOW Files, discounts.

Giving discounts at the Point of Sale:

In Cashier mode, to use discounts that have been set up, choose a customer (optional depending on winery policy), select the products, then click on the Discount button. Click on the discount and use the select button or just double click on the discount to apply it to the sale.

Note: When you click on the discount button you will only see the discounts that the customer (or cash customer) is eligible for.

Note: If there is more than one Automatic discount setup whose rules can be applied to an order, VinNOW will choose the "greater" discount.

Note: Discounts will only come off the Retail price of the item. If you have a wholesale customer attached to the sale, and their wholesale pricing level is below what the discount would be, there will be no change to the invoice. If the discount is greater than their wholesale pricing level, the price will revert to the retail price and the discount will be taken off that. Discounts are not taken off of wholesale prices.

Manual Discounting:

Manual discounting is possible from the cashier screen, however VinNOW recommends that wineries set up any discounts that would normally be given so that they either automatically apply, or can be selected by the cashier and establish a policy that manual discounts not be applied by cashiers.

Specific Dollar Discount: To give a specific dollar amount discount to an item, enter a dollar sign \$ in the discount box on the product line followed by the dollar amount and tab, this will deduct that specific dollar amount from the line item. For example, if \$4.00 is entered in the discount box, VinNOW will deduct \$4.00 from the product sold.

Specific Percent Discount: To enter a specific percent discount not already set up on the discount list, enter just a number in the discount box which will result in a percent being deducted. For example, if you enter a 10 in the discount box and tab out, your product price will be reduced by 10 percent

Note: If you pick a discount that will deduct beyond the minimum sale price set for the product, VinNOW will give you a warning message and only let you apply a discount that will sell the product for the minimum sales price.

Clearing Discounts:

You cannot "stack" discounts in VinNOW. To clear an automatic discount on an order so you can give another discount, click on the Discount button and click Clear All. This will clear all discounts, even automatic ones. This needs to be done after you have entered all the wines onto the invoice that are going to be purchased and have assigned the appropriate quantities. If you select another wine or change the quantity of a wine already on the invoice or change the invoice the discounts will default back and re-apply any automatically applied discounts because you have changed the order and the program looks for discounts every time product or amount changes occur.

To clear a specific discount on an invoice put a minus sign "-" in the discount block, tab, and that discount will clear.

Adding a product or changing an amount or fractional quantity on an invoice will add an automatic discount back in even after the user has cleared all discounts. Be sure to check invoices for correct discount prior to cashing out the sale.

If you have a ticket discount associated with a cashier sale that you suspend, will need to enter the ticket discount again on the sale when it is resumed as ticket discounts are not saved when the sale is suspended. Make sure when you resume a sale prior to completing the sale, all items are on the invoice and correctly discounted.

Note: If you enter an amount or percentage in the discount field and the product total does not change, that product is set up as not discountable. Please contact your tasting room manager.



Note: When you sell a Wine Club to a customer the customer will automatically get the discounts that Wine Club members are eligible for on that sale. If the customer changes their mind about joining and you remove the wine club product from the screen you should start a new sale to ensure the discounts are not given to that person on the sale and the Wine Club product is completely removed from the sale.