

Kubota Price Update - Discount Structure Factsheet

Kubota have made changes to the way that parts are priced in their price update files. Many items will now have a fixed discount from Retail price, regardless of order type.

In April 2023, we contacted Kubota dealers to advise them that changes to Kubota price updates were coming, and that a new version of Gold would be released to accommodate these changes. We have now released this new version of Gold, version 7.30.7, and there are some actions that need to be taken to ensure that Kubota price updates function correctly in light of these changes.

Many of Kubota's spare parts will be priced with a fixed buying discount from their Retail price, based on a new coding structure they refer to as MG4 Codes, but regardless of the Order Type used for their purchase. It is assumed that Kubota will share the price discount structure for MG4 Codes with the relevant parts discount amount directly with you.

Gold will record Kubota's new MG4 Codes against your parts listings as the Buying Category. You will need to amend the rules stored in Gold to reflect this new discount structure so that Gold can calculate your purchase costs correctly going forward. There is a guide for this on Page 2.

Items that do not have a Kubota MG4 Code will, instead, be assigned a Buying Category of either V (for Retail lines) or X (for Nett lines). These will work the same way as they have done previously, but you should check that your discount percentages are set correctly. Any parts still provided as a Nett price will not be subject to any discount. There is a guide for this on Page 3.

The new format price update files have a new name with just an addition of the V2 (Version 2 for new file format).

1. **GBP Full File:** KubotaV2Full2023-04-01GBP.txt
2. **GBP Incremental File:** KubotaV2Incr2023-04-01GBP.txt
3. **EUR Full File:** KubotaV2Full2023-05-01EUR.txt
4. **EUR Incremental File:** KubotaV2Incr2023-05-01EUR.txt

This factsheet will guide users through the setup of Parts Buying Discounts to apply the dealer discounts for Kubota parts.



We advise that the following guides be followed before you attempt to load a new-style Kubota price update for the first time.

Instructions for loading the price update process are available to download separately.

Set Discount Structure for Parts with a Kubota MG4 Code

Kubota will share the discount structure that needs to be mapped against the Kubota MG4 Code / Gold Buying Category code. The list might look something like this:

	A	B	C
1	Grp4	Description	KUK DEALER DISCOUNT
2	M1P	Pump (Hydraulic) misc	37%
3	M2P	Pump (Hydraulic) gear	37%
4	M3D	3P Linkage drawbar	37%
5	M3L	3P Linkage link lower	37%
6	M3M	3P Linkage misc	37%
7	M3P	Pump (Hydraulic) hydraulicmotor	37%
8	M3S	3P Linkage stabilizer	37%
9	M3T	3P Linkage link top	37%
10	M4P	Pump (Hydraulic) hydraulicpump	37%
11	M5P	Pump (Hydraulic) piston	37%

- Go to **Parts Control** → **Part Maintenance** → **Parts Buying Discount** and enter Kubota Prefix Code e.g. **KU**.

Note - Your Prefix Code may be different to KU. Choose the Kubota Prefix Code that has been defined by your company.

- Enter an Order Type or select from the list.
- Enter the three-character Buying Category code (e.g. M1P, M2P etc) shared by Kubota.
- Select Insert to add new records.
- Set the '**Cost Base**' to '**Retail**'.
- In the '**% Change from Base**' field, enter the discount percentage for the chosen Buying Category as a negative number, e.g. -37.00, to represent a reduction from the Retail base price.

Parts Buying Discount Maintenance - Amend Mode

Details

Prefix Code: KU Kubota

Order Type: @ Standard Orders

Buying Category: M1P

Cost Base: Retail

% Change from Base: -37.00

Purchase Disco/Surcharge % 1) 0.00 2) 0.00 3) 0.00 4) 0.00

Part Sale Discount Code:

OK Cancel

- Select **OK** and save the changes.
- Repeat this process for each combination of Order Type and Buying Category for setting the relevant discount for each item.

Note - Discount percentages and MG4 Code are subject to change over time. If Kubota change these, you will need to amend your Parts Buying Discount records in Gold accordingly.

Set Discount Structure for Parts without a Kubota MG4 Code (if necessary)

There are ranges of parts that do not have a Kubota MG4 Code. These will therefore be assigned a Gold Buying Discount code of V (for Retail line) or X (for Nett lines).

Parts with category V have variable buying discounts from Retail that depend on the Order Type used to buy them, whether VOR, Emergency, Stock, or Special. These discounts can be subject to change over time. Parts with category X are priced for sale at nett cost, and have 0% buying discount, regardless of how they are ordered.

These should function the same way that category V and X parts worked previously, and you might already have rules for these categories set up in Gold.

- Go to **Parts Control** → **Part Maintenance** → **Parts Buying Discount** and enter Kubota Prefix Code e.g. **KU**.
- There needs to be an entry corresponding to every Kubota Order Type for Buying Category **V**. Either stay in **Amend** mode to check or alter existing records, or select **Insert** mode to add new records.
- Set the '**Cost Base**' to '**Retail**'.
- In the '% Change from Base' field, enter the discount percentage for the chosen Order Type as a negative number, e.g. -43.00, to represent a reduction from the Retail base price.

Parts Buying Discount Maintenance - Insert Mode

Details

Prefix Code: KU Kubota

Order Type: A M F Next Day

Buying Category: V

Cost Base: Retail

% Change from Base: -43.00

Purchase Diso/Surcharge % 1) 2) 3) 4)

Part Sale Discount Code:

OK Cancel

- Select **OK** and save the changes.
- Repeat this for each combination of Order Type and category **V**.

Example of special price discounts offered by Kubota for parts based on order type -

VOR	18%
Emergency order	27%
Stock Order	43%
Special order	50%

Note - This set up only needs to be carried out once unless Kubota change their discount percentages. If Kubota change these, you will need to amend your Parts Buying Discount records in Gold accordingly.

There are ranges of parts that are still priced at **Nett** price. Kubota offer no discount structure for these.

- An entry for Buying Category **X** needs to be created for each Order Type with '**Cost Base**' to '**Cost**' and '**% Change from Base**' to be **0** (zero).

This setting will leave cost price unchanged i.e. no discount is imposed on the Nett priced parts and materials and your Dealer Nett prices for these parts would be equal to Kubota's recommended Retail value.



Did you know?

Within the Parts Buying Discounts program if you enter the **Prefix Code** and then select '**Options**' then '**Print**', it will produce a list of the existing discounts set for the Prefix.