

# Net price into stock info key to efficient channels

Whether you call it “net price into stock” or “net cost into stock,” everyone has an opinion on this topic. More so, everyone has an opinion on this topic in relation to the Industry Data Warehouse (IDW2). Distributors want it. Some manufacturers understand this, but there are many who are not providing the data. Consequently there are many distributors who are suffering.

Let’s take a look at how two trading partners made net price into stock via the IDW2 not only work, but work quite well for both the manufacturer and the distributor.

Net price into stock is the replacement price or cost for manufacturers’ products that are stocked in the distributor’s inventory. Suppliers can load their net price into stock information into the IDW2 for their authorized distributors to view and download.

Doing business as a distributor without this information makes operating the business virtually impossible. And doing business with net price into stock without the IDW2 is highly dependent upon getting each manufacturer trading partner to send the distributor the information they need in a timely manner and uniform format. Unfortunately, it does not happen that way, adding unnecessary disorder and confusion to the fundamental intention of the IDW2—the process.

“Without IDW2, I lose all current changes and future information—which I don’t want to do. Suppliers need to

**The manufacturer:** Lutron Electronics, headquartered in Coopersburg, Pennsylvania, with offices in the United Kingdom, China, France, Germany, Hong Kong, Japan, Singapore, Spain, and Brazil. Lutron offers products to satisfy virtually any residential or commercial project. [www.lutron.com/](http://www.lutron.com/)

**The distributor:** Van Meter Industrial, headquartered in Cedar Rapids, Iowa, with 15 locations throughout the state and more than 300 employee owners. [www.vanmeterindustrial.com](http://www.vanmeterindustrial.com)



understand that distributors want their data from one source, not multiple sources,” said Joe Wallace, administration manager of Van Meter Industrial. “Receiving net price into stock via IDW2 is a huge efficiency gain. Multiple sources require duplicate imports and duplicate data management.”

Lutron Electronics recently began an initiative to set up their trading partner, Van Meter Industrial, with net price into stock via the IDW2.

“We have been participating in the Electro E-Biz Forum for the past four years now,” said Leo Gould, Lutron information systems manager. “This year, during the IDW2 Users Group meeting, it was very clear the number one request of the distributors was net price into stock.”

During one session, Van Meter, one of Lutron’s distributors, made a request to the suppliers in attendance

to provide this information through the IDW2. Van Meter and others provided a good understanding of the benefits for the distributors. “Since this was the number one request of the distributors and Lutron’s number one principle is to ‘Take Care of the Customer,’ I knew right away my job was to go back to work and reprioritize,” said Gould. “Van Meter was gracious enough to be the first distributor to do this with us.”

Distributors have ranked net price into stock pricing as the most important IDW2 feature. It allows manufacturers to control authorizations and deliver private prices to a single location. The IDW2 also passed some very tough external and internal system security audits to provide IDW2 participants the safest and most secure method to send and receive pricing and product information.

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