

# Vaughen's Price Publishing Co.

*Putting More Profit In Your Price*

Use these

buttons to view

the show →

First Previous Next Last



# *Welcome to Vaughen's!*

**Since 1933, Vaughen's has been the leading publisher of pricing information for our industry. The most trusted name in the trade, Vaughen's is committed to providing accurate, up-to-date pricing so subscribers can calculate accurate motor and pump repair prices quickly, easily, and efficiently.**

**Our products are used in motor and pump repair shops in every major city in the U.S. and Canada, and in locations across the globe.**

**Take advantage of Vaughen's in-depth knowledge today! You will simplify your pricing and save valuable time by using Vaughen's!**

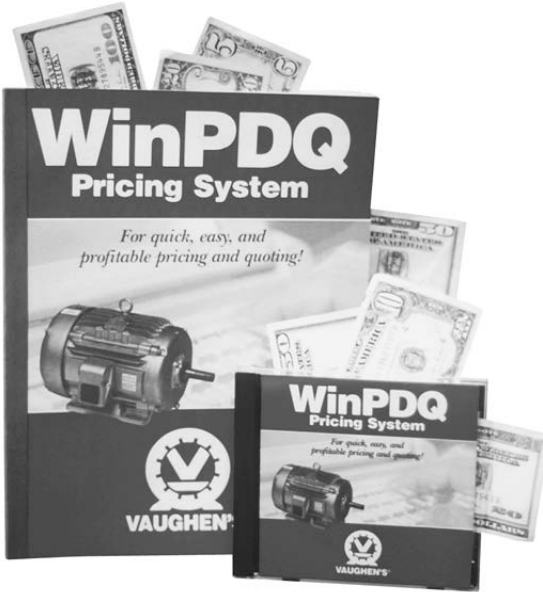
# *Profitable Pricing is a Breeze with WinPDQ Pricing Software*

**Our WinPDQ Pricing software makes pricing of jobs quick, easy, and profitable.**

**With WinPDQ you can compare your shop's prices with Vaughen's national averages, see actual labor and material costs, and compare new versus repair prices.**

**Plus, easily price large motor repairs with additional pricing for large motors up to 10,000 HP AC and 3500 HP DC.**

**FREE – Pocket Pricing Pal and Telephone Hotline Assistance included with your subscription. Plus, as a WinPDQ subscriber you can access our web site [VAUGHENS.COM](http://VAUGHENS.COM) for a small additional fee.**



# Quickly Look Up Prices

Vaughen's WINPDQ - [Search Catalog]

File Edit Records Help

Voltage/Class: AC 3Ph 230/460V Random W/d  
HP: 100  
RPM: 1800

Price Type: NEMA T Frame  
Motor Type: TEFC  
Frame: 405T

Select your motor

New Price

Workcode	Description	Vaughen's Rewind Price	Shop's Rewind Price
1000	Rewind AC stator	\$1,553.00	\$1,553.00
1010	Rewind AC rotor	\$0.00	\$0.00

And prices display

Workcode	Workcode Desc	Vaughen's Extra Price	Shop's Extra Price
1100	Recondition - Type A pricing	\$506.00	\$506.00
2200	2 new ball bearings - furnish & install	\$285.00	\$285.00
3068	Leads only - replace with 9 new	\$274.00	\$274.00
3430	Dismantle & reassembly only - AC motor	\$317.00	\$317.00
4000	Dynamically balance rotor	\$173.00	\$173.00
4100	Metallize one surface	\$161.00	\$161.00
4150	Bore & bush bracket	\$200.00	\$200.00

Form View

WinPDQ's catalog lookup feature allows you to quickly quote a repair job or new motor sale.

Easily lookup all the national average prices in Vaughen's Motor and Pump Repair Price Guide.

Plus, WinPDQ includes additional pricing for motors up to 10,000 HP.



# Create and Save Quotes Quickly

WinPDQ's quoting capability saves time, reduces errors, and produces quotes quickly and easily.

Easily create a standard quote template for repeated use with similar motors. You can even clone a quote.

Vaughen's WINPDQ - [Quote Repairs]

File Edit Records Help

Quote Salesperson:

Customer Acct #:  Customer:  Status:

Quote #:  Quoted By:  Job #:

Date:  Equip. Type:  P.O.#:

Equip. Specs	Quote To	Ship To	Bill To	Quote Notes	Job Notes	Cust. Notes
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Code	Description	Qty	Price Each	Cost Each	Profit Each	Shop Price	National Average	Total Price	Tax ?
→ 1000	Rewind AC stator	1	1,475.35	935.29	540.06	1,553.00	1,553.00	1,475.35	✓
2200	2 new ball bearings - furnish & i	1	270.75	203.96	66.79	285.00	285.00	270.75	✓
3068	Leads only - replace with 9 new	1	260.30	68.02	192.28	274.00	274.00	260.30	✓
4000	Dynamically balance rotor	2	164.35	46.38	117.97	173.00	173.00	328.70	✓
# Items: 7			Subtotal:		1,541.20	1,136.85	2,819.00	2,819.00	2,678.05

Class/Voltage: AC 3Ph 230/460V Random Wd/ HP: 100/ RPM: 1800 / Pricing Type: Base Price - T/ Motor Type: TEFC/ Frame: 405T

Avg. New Motor Price:	\$4,219	Subtotal:	\$2,678.05
Repair vs. New Pct:	63.48%	Tax:	\$160.68
		Quote Total:	\$2,838.73

Form View



# Print Professional-Looking Quotes

Your customers will be impressed with the accurate and professional-looking quotes you can print with WinPDQ.

You can even control items you wish to print on the quote including your company's logo, prices for each workcode, and salesperson's name.

Quickly email quotes and invoices to your customers with the click of a button.

**XYZ Electric**  
123 Main Street, Anytown, PA 10000  
(999) 888-7777 FAX: (888) 777-8888

**Confirmation of Quotation**  
03/27/2000

Jack Smith  
American Manufacturing Company  
500 Main Street, Building 5  
Anytown, PA 10000

Phone Number: (000) 111-2222  
Fax Number: (111) 222-3333  
Authorized By: \_\_\_\_\_  
Authorized Date: \_\_\_\_\_

Re: Purchase Order No: 6199  
Quote No: 7  
Quoted By: Tim Roberts

Job No: 100  
Salesperson: Tim Roberts

Dear Mr. Smith:

We are pleased to quote the following items:

Class/Voltage:	AC 3Ph 230/460V Random Wd	HP:	100
RPM:	1800	Pricing Type:	Base Price - T
Motor Type:	TEFC	Frame:	405T
Manufacturer:		Serial Number:	
Additional Description:			

Qty	Work Code	Description	Unit Price	Extended Price
1	1000	Rewind AC stator	1,475.35	1,475.35
1	2200	2 new ball bearings - furnish & install	270.75	270.75
1	3068	Leads only - replace with 9 new	260.30	260.30
2	4000	Dynamically balance rotor	164.35	328.70
1	4100	Metallize one surface	152.95	152.95
1	4150	Bore & bush bracket	190.00	190.00
1	9999	Key in your description	0.00	0.00

Subtotal: \$2,878.05  
Tax: \$160.68  
Total Order: \$2,838.73

Sincerely,  
Tom Roberts

# Create Invoices from Quotes

Upon completion of a job, simply convert your quote into an invoice.

Use all the same pricing data that appeared at quote time or you may make changes on the invoice to reflect the final job.

Vaughen's WINPDQ - [Invoice Repairs]

File Edit Records Help

Invoice Salesperson: Tim Roberts

Customer Acct #: AM0001 Customer: American Manufacturing Company Status: Active

Invoice #: 4 Quoted By: Tim Roberts Job #: 100

Quote #: 5 Equip. Type: Electric Motor P.O.#: 6199

Invoice Date: 03/31/2000

Equip. Specs Quote To Ship To Bill To Invoice Notes Job Notes Cust. Notes

Code	Description	Qty	Price Each	Cost Each	Profit Each	Shop Price	National Average	Total Price	Tax ?
1000	Rewind AC stator	1	1,475.35	935.29	540.06	1,553.00	1,553.00	1,475.35	✓
2200	2 new ball bearings - furnish & i	1	270.75	203.96	66.79	285.00	285.00	270.75	✓
3068	Leads only - replace with 9 new	1	260.30	68.02	192.28	274.00	274.00	260.30	✓
4000	Dynamically balance rotor	2	164.35	46.38	117.97	173.00	173.00	328.70	✓
# Items: 7			Subtotal:		1,541.20	1,136.85	2,819.00	2,819.00	2,678.05

Class/Voltage: AC 3Ph 230/460V Random Wd/ HP: 100/ RPM: 1800 / Pricing Type: Base Price - T / Motor Type: TEFC / Frame: 405T

Avg. New Motor Price:	\$4,219	Subtotal:	\$2,678.05
Repair vs. New Pct:	63.48%	Tax:	\$160.68
		Invoice Total:	\$2,838.73

Form View

# Customer Tracking is a Snap

Vaughen's WINPDQ - [Customer Maintenance]

File Edit Records Help

Select Customer: American Manufacturing Compar Account Nbr Name

Name/Address General Info Tax Info

Account Nbr: AM0001 Company Name: American Manufacturing Company Status: Active Customer

Ship To/Quote To

Set as Default Shipping Address->

Salutation: Mr. Default

First/Last: Jack Smith

Title: Pres.

Phone Number: (000) 111-2222

Fax Number: (111) 222-3333

Address1: 500 Main Street

Address2: Building 5

City: Anytown

State/Province: PA Zip: 10000

Country: USA

Record: 1 of 1

Bill To

Set as Default Billing Address->

Salutation: Ms. Default

First/Last: Sue John

Title: Clrk

Phone Number: (222) 333-4444

Fax Number: (333) 444-5555

Address1: 500 Main Street

Address2: Building 5

City: Anytown

State/Province: PA Zip: 10000

Country: USA

Record: 1 of 1

Enter the customer's account number. FLTR

Now you can maintain your customer database without using other software.

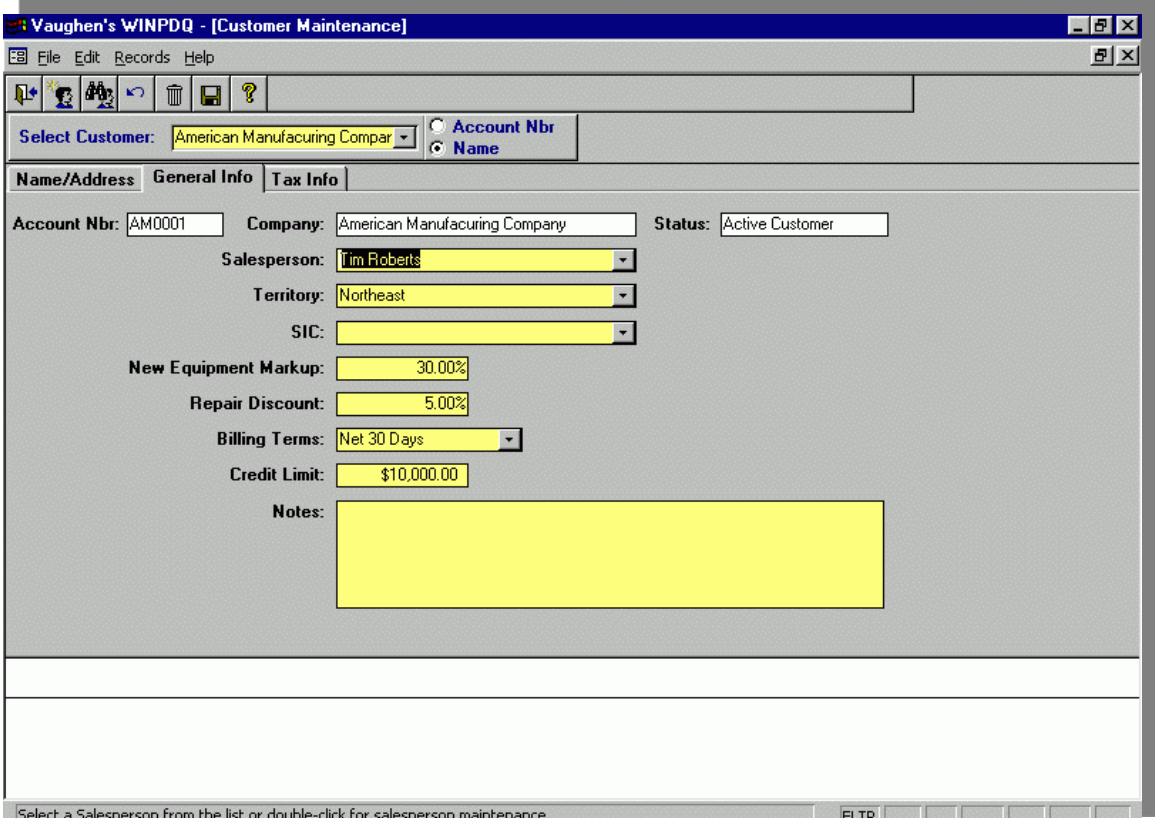
Multiple shipping and billing addresses can be entered for customers with more than one location.

You can even download your customer database from other programs.



# Tailor Customer Billing Options

WinPDQ offers great flexibility by allowing you to specify billing terms, define tax calculations, offer special repair discounts, and apply different new motor markup percentages for each customer.



The screenshot shows a software window titled "Vaughen's WINPDQ - [Customer Maintenance]". The window has a menu bar with "File", "Edit", "Records", and "Help". Below the menu bar is a toolbar with icons for home, back, forward, delete, and help. The main area is divided into tabs: "Name/Address", "General Info", and "Tax Info". The "General Info" tab is active, showing fields for "Account Nbr" (AM0001), "Company" (American Manufacturing Company), "Status" (Active Customer), "Salesperson" (Tim Roberts), "Territory" (Northeast), "SIC", "New Equipment Markup" (30.00%), "Repair Discount" (5.00%), "Billing Terms" (Net 30 Days), and "Credit Limit" (\$10,000.00). There is also a "Notes" field. At the bottom, there is a status bar with the text "Select a Salesperson from the list or double-click for salesperson maintenance." and a "FLTR" button.

Account Nbr:	AM0001	Company:	American Manufacturing Company	Status:	Active Customer
Salesperson:	Tim Roberts	Territory:	Northeast	SIC:	
New Equipment Markup:	30.00%	Repair Discount:	5.00%	Billing Terms:	Net 30 Days
Credit Limit:	\$10,000.00	Notes:			

# Update Your Shop's Prices

Class	HP	RPM	Motor Type	Price Tune	National Average	Shop's Price
CLASS1	100	3600	2Spd 1Wd CH	Old	4,164.00	4,164.00
CLASS1	100	3600	2Spd 1Wd CH	T	3,331.00	3,331.00
CLASS1	100	3600	2Spd 1Wd CH	U/Hi/Metric	3,831.00	3,831.00
CLASS1	100	3600	2Spd 1Wd CT	Old	2,603.00	2,603.00
CLASS1	100	3600	2Spd 1Wd CT	T	2,082.00	2,082.00
CLASS1	100	3600	2Spd 1Wd CT	U/Hi/Metric	2,394.00	2,394.00
CLASS1	100	3600	2Spd 2Wd CH	Old	5,032.00	5,032.00
CLASS1	100	3600	2Spd 2Wd CH	T	4,025.00	4,025.00
CLASS1	100	3600	2Spd 2Wd CH	U/Hi/Metric	4,629.00	4,629.00
CLASS1	100	3600	2Spd 2Wd CT	Old	3,557.00	3,557.00
CLASS1	100	3600	2Spd 2Wd CT	T	2,845.00	2,845.00
CLASS1	100	3600	2Spd 2Wd CT	U/Hi/Metric	3,272.00	3,272.00
CLASS1	100	3600	AC GEN STATR	T	1,596.00	1,596.00
CLASS1	100	3600	EXPLOPROOF	Old	2,429.00	2,429.00
CLASS1	100	3600	EXPLOPROOF	T	1,943.00	1,943.00
CLASS1	100	3600	EXPLOPROOF	U/Hi/Metric	2,235.00	2,235.00
CLASS1	100	3600	HI SLIP	Old	2,603.00	2,603.00
CLASS1	100	3600	HI SLIP	T	2,082.00	2,082.00
CLASS1	100	3600	HI SLIP	U/Hi/Metric	2,394.00	2,394.00
CLASS1	100	3600	ODP	Old	1,735.00	1,735.00
CLASS1	100	3600	ODP	T	1,388.00	1,388.00
CLASS1	100	3600	ODP	U/Hi/Metric	1,596.00	1,596.00
CLASS1	100	3600	TEFC	Old	2,082.00	2,082.00
CLASS1	100	3600	TEFC	T	1,666.00	1,666.00

You can easily customize your shop's prices to display as a percentage of Vaughen's National Averages.

Simply select the motor repair prices you wish to update. Enter a percentage and WinPDQ will multiply the national averages by that percentage to obtain your shop's prices.



# Print Valuable Management Reports

XYZ Electric Company		24-Mar-2004					
Quote Manager's Recap by Quote Number							
<b>Quote No:</b> 4	<b>Quote Date:</b> 24-Mar-2004	<b>Customer #:</b> 1000	<b>Priced By:</b>				
<b>Job No:</b>	<b>Job Date:</b>	<b>Customer:</b> American Manufacturing	<b>Status:</b> Active				
<b>Type:</b> Repair	<b>Promise Date:</b>	<b>Contact:</b> Jack Smith	<b>P.O. No.:</b>				
<b>Telephone:</b> (999)888-7777							
<b>Equipment Desc:</b> AC 3PH Thru 600V Random Wd / 100 / 1800 / TEFC / NEMA T Frame / 405T							
<b>Additional Desc:</b>							
<b>Job Notes:</b>							
<b>Customer Notes:</b>							
<b>Avg. New Motor Price:</b> \$4,472.88		<b>Repair vs. New Pct:</b> 39.36%					
Quote Price	= Profit	+ Total Cost	Labor Cost	+ Material Cost	Labor Hours	Shop Price	Nat. Avg. Price
Workcode: 1000 Rewind AC stator Qty: 1							
Averages:	\$1,557.60	\$288.24	\$1,269.36	\$824.76	\$444.60	21.40	\$1,401.84
Quoted:	\$1,401.84	\$132.48	\$1,269.36	\$824.76	\$444.60	21.40	
Workcode: 2200 2 new ball bearings - furnish & install Qty: 1							
Averages:	\$323.00	\$86.54	\$236.46	\$69.37	\$167.09	1.80	\$358.53
Quoted:	\$358.53	\$122.07	\$236.46	\$69.37	\$167.09	1.80	
<b>Quote Totals</b>							
Averages:	\$1,880.60	\$374.78	\$1,505.82	\$894.13	\$611.69	23.20	
Quoted:	\$1,760.37	\$254.55	\$1,505.82	\$894.13	\$611.69	23.20	
Avg. % Total	100.00%	19.93%	80.07%	47.54%	32.53%		
Qtd. % Total	100.00%	14.46%	85.54%	50.79%	34.75%		

Print the Manager's Recap report for quotes and invoices to keep track of the costs and profit of each job.

Plus, you can export all your information to a Microsoft® Access database so you can analyze the information any way you wish.



# *Our customers say it best*

- **WinPDQ was well worth the wait. It is everything I expected and more. WinPDQ is very easy to operate and learn. The ability to customize practically every facet of the program makes it seem like it was tailor made for my business. Technical support is excellent. I whole heartily recommend it to everyone.**
  - Kenner, LA
- **Finally a software program motor shops can all use. This is a great program.**
  - Dover, NH
- **WinPDQ is very flexible. The quoting tool is extremely quick.**
  - Woodbridge, ON Canada
- **The catalog look up screen has very good information on one screen. WinPDQ is easy to use.**
  - Richmond, VA

# *30-Day Free Trial Subscription*

**See for yourself how Vaughen's products can put more profit in your price.**

***Try before you Buy!***

**Free demo disk is yours for the asking! We'll send you a fully functional demo copy of the program to try FREE for 30 days. See for yourself what WinPDQ can do for you.**

**And like all Vaughen's products we offer a 30-day risk-free trial of our WinPDQ Pricing System. If you are not 100% satisfied, simply return the product and owe nothing.**

**FREE with your subscription you'll receive....**

- **Vaughen's Pocket Pricing Pal mini guide, with repair and new prices for the most popular AC and DC motors.**
- **Telephone Hotline Assistance - call us toll-free for help with any of your tough pricing problems.**



# *Order Now!*

**Vaughen's WinPDQ Pricing System can be ordered in two versions:**

**Single-User**

**\$585.00 yearly**

**Multi-User**

**\$760.00 yearly**

**If you subscribe to Vaughen's Motor and Pump Repair Price Guide also, you will receive 33% off the regular prices listed above.**

**With your order you will receive a FREE Pocket Pricing Pal and Vaughen's Telephone Hotline Assistance Service.**

**Bonus - As a WinPDQ subscriber you can access our web site VAUGHENS.COM for a small additional fee.**

***Call 1-800-Vaughen to order your subscription NOW!***

