BIZA · POINT OF SALE

WHOLESALE & CASH AND CARRY

Case prices at the counter, credit in the ledger

For **wholesalers, cash-and-carry depots and distribution counters** · September 2026

> A retailer loads a trolley with eight cases and expects the case price, not the shelf price. The next buyer takes two and expects the same. Behind them, half your customers never come to the counter at all — they order by phone, on account, for delivery.

One catalogue, one stock and one ledger serve both: quantity breaks and group pricing at the counter, terms and statements in Sales.

Quantity breaks

From 1, from 6, from 12 — per customer group

Per group

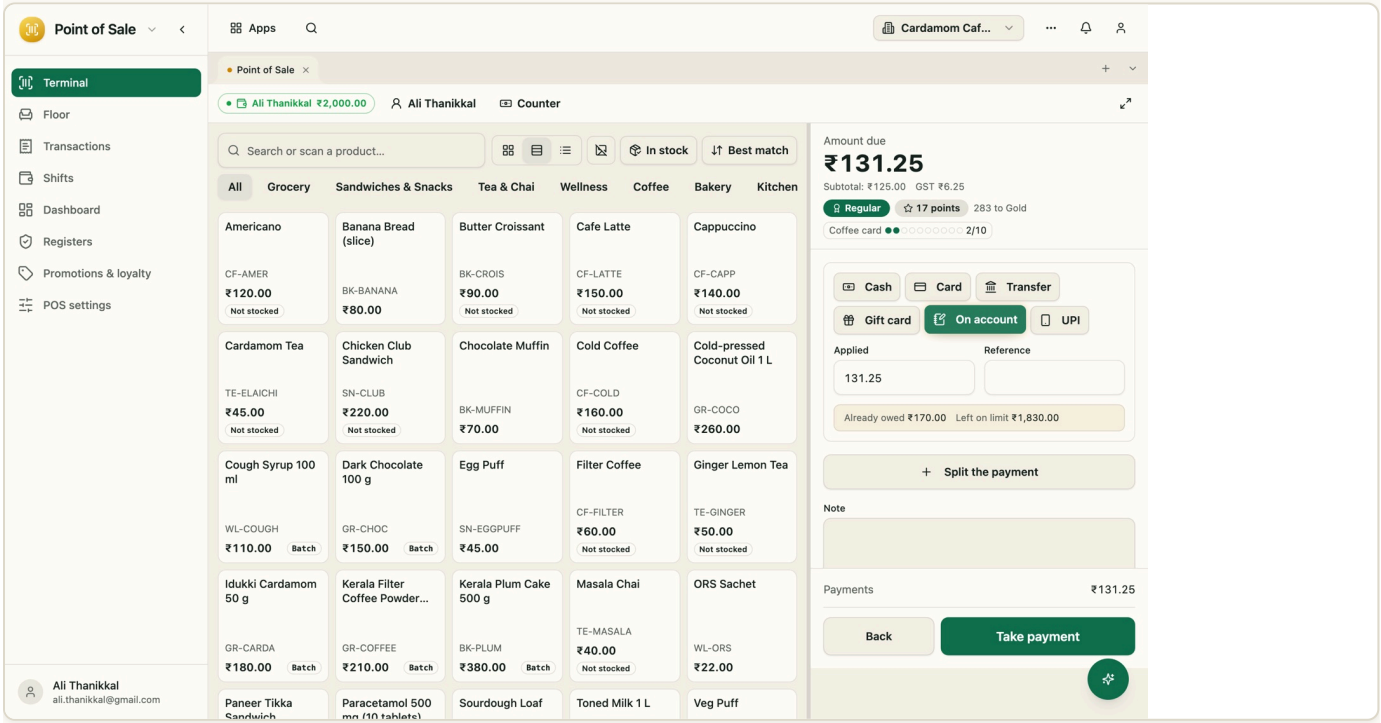
Retailer, reseller and staff pricing on the same catalogue

On account

Charge it to the customer's receivable at the counter, within their limit

Reconciled

Counter, receivable ledger and journal shown side by side



On account: what the customer already owes and what their limit leaves, before the goods go out.

WHAT A DEPOT COUNTER NEEDS

01 Price that depends on who is buying and how much

Price lists carry per-item prices with quantity breaks and attach to customer groups and to counters. Pick the buyer and their list applies with the break their quantity earns; leave it walk-in and the shelf price stands. The cart shows the list price under the line so the reason is visible.

- Quantity breaks per item, per list
- Lists attached to customer groups and counters
- Resolution: group, then counter, then shelf price
- List price shown under the line
- Promotions limited to a group or a window
- Anything not on the list keeps the shelf price

02 Cash buyers and account buyers, both served at the counter

Cash buyers settle at the trolley. Account buyers used to be sent to the office — now **on account** is a tender: the cases go out, the balance joins their receivable, and the counter shows what they owe and what the limit leaves before the cashier commits. Both halves sell from the same stock, price from the same catalogue and post to the same ledger.

- “On account” as a tender at the counter
- Balance owed and remaining limit shown before committing
- Walk-in and over-limit charges refused by the server
- Part cash, part account on one sale
- Quotations, orders, delivery notes and invoices for the office
- Terms, statements, AR ageing and batch receipts unchanged

03 Stock that a depot can believe

Each counter sells from its location; the pick face and the bulk store can be separate locations with transfers between them. Serial and batch tracking is available where it matters, purchase orders and landed costs keep the valuation honest, and the dashboard shows the whole depot live.

- A stock location per counter or zone
- Transfers between zones and branches
- Serial or batch tracking per product
- Landed costs folded into valuation
- Stock value and margin by location
- Backorder where the product permits it

04 Speed at the trolley

Wedge scanners, camera scanning on mobile, scale labels where you sell by weight, quick-tender chips and a numeric keypad. Park a trolley while the buyer fetches something and

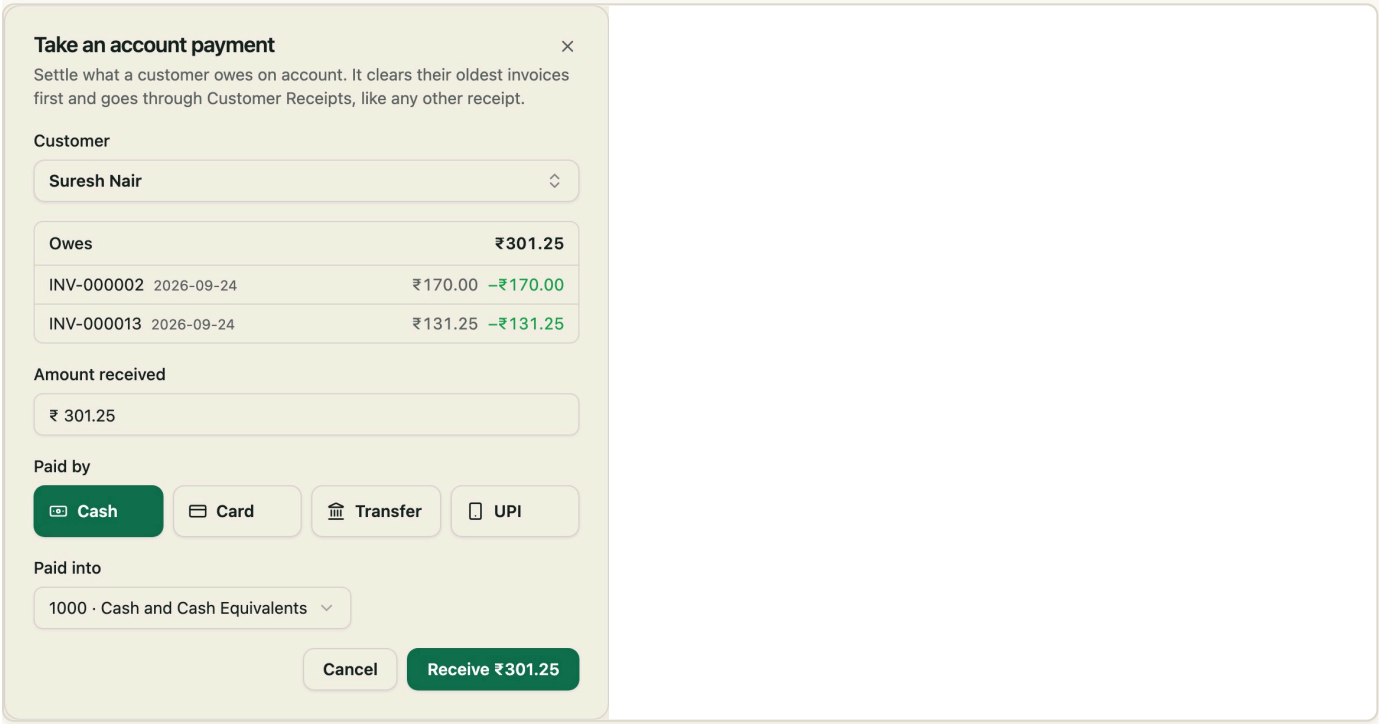
resume it at any counter.

- USB or Bluetooth scanners with no setup
- Scale labels with weight or price embedded
- Split payment across cash, card and transfer
- Camera scanning in the mobile app
- Park and resume from any counter
- Offline queue that posts exactly once

05 A drawer that explains itself

Shifts with counted floats, cash in and out with reasons, blind counts and a variance that is a ledger fact. The reconciliation tab puts what the counters reported, what the receivable ledger recorded and what the journal debited in three columns per tender.

- Shift per counter with a float
- Blind count and variance at close
- Attention flags per shift
- Cash movements with reasons and reversing voids
- Counter, ledger and journal reconciled per tender
- Cashiers switch by PIN, signed in as themselves



A balance settled at the counter, clearing the oldest invoices first.

A DAY AT THE DEPOT COUNTER

06:30	Both counters open with counted floats; the bulk store is a separate location.
07:40	A retailer takes eight cases; the group list applies the from-6 break automatically.

09:15	A phone order from an account customer is raised in Sales, on the same stock, for delivery.
11:00	A pallet moves from bulk to the pick face as a transfer.
15:30	A trolley is parked while the buyer draws cash; another counter resumes it.
18:00	Close: two blind counts, and the reconciliation tab ties every tender to the ledger.

WHAT THE BOOKS GET

An 8-case counter sale at the from-6 break, 1,840.00 with 15% VAT, paid cash and card:

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Dr  Cash drawer                   1,000.00
Dr  Bank – card acquirer          1,116.00
    Cr  Wholesale sales                      1,840.00
    Cr  VAT output                             276.00
Stock   8 cases from the Pick face location
Price   list "Retailer" break from 6 applied; shelf price kept on the line
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SPECIFICATION

Wholesale	Price lists with quantity breaks per customer group and counter; account sales as quotations, orders, delivery notes and invoices with terms and ageing; multi-zone stock with transfers; landed costs
Devices	Windows, macOS and Linux desktop app; iPad and Android tablet; phone; any browser, installable as a web app
Printing	ESC/POS thermal printers over the network, or USB / serial / Bluetooth through the computer's print queue; 58 mm and 80 mm; cash drawer opens on cash sales
Tenders	Cash, card, bank transfer, gift card, store credit, loyalty points and **on account** (the balance stays on the customer's receivable); mada in Saudi Arabia, UPI with a scan-to-pay QR in India; split across any number, each banked to the account you choose
Cash control	Shifts per counter with a counted float, cash in / out with reasons, blind count at close, X and Z reports, variance, cashier PIN switch, audited drawer opens
Offline	Every sale, return and cash movement queues on the device and posts exactly once when the connection returns
Compliance	ZATCA Phase 1 QR and Phase 2 clearance (Saudi Arabia), GSTIN with HSN/SAC and a UPI QR (India), TRN (UAE), plain receipts elsewhere
New	Account payments at the counter, oldest first; credit limits enforced at the counter; tiers

NEW AT THIS COUNTER

What the cash-and-carry counter now has:

- **Account buyers settle at the counter.** See what a buyer owes, take the payment, and it clears their oldest invoices first — the same receipt the back office would have written, on this shift's drawer.
- **Credit limits enforced at the counter**, with what is owed and what is left shown before the goods are loaded.
- **Loyalty tiers** with a points multiplier for your largest buyers.

Integrations on request: EDI and supplier portals, van sales, and card terminals from your country's acquirer (Geidea and mada in Saudi Arabia, Pine Labs and Razorpay in India, Stripe elsewhere).

THE WHOLE COUNTER

Everything above sits on one product. This is all of it, the same in every edition, whether or not your counter needs each part on day one.

SELLING

- Search by name, SKU or barcode; category chips; sort by best-selling or recently sold
- Variants on one card, with a picker; a variant barcode adds that variant directly
- USB and Bluetooth scanners with no setup; camera scanning in the mobile app
- Keyboard shortcuts: F2 search, F4 pay, F6 park, F8 returns, F9 exact cash
- Line and cart discounts, and price overrides, each behind its own permission
- Sold by the piece, kg, metre or litre; weight and price labels from scales
- Options with minimum and maximum choices, priced on the line
- Park a cart with a note and resume it on any counter
- A second screen for the customer; a self-checkout kiosk
- Full-screen register mode; phone and tablet layouts built for touch

PAYMENTS

- Cash with quick-amount chips, a keypad and exact cash; change worked out
- Card and bank transfer with a reference, banked to the account you choose
- Gift cards, store credit and loyalty points as tenders
- On account, within the customer's credit limit
- mada in Saudi Arabia; UPI with a scan-to-pay QR in India
- Split one bill across any number of tenders
- Tips to a liability, never revenue; a service charge by percentage
- Account payments at the counter, oldest invoice first
- Trade-ins and charge-to-room, where the counter uses them

RECEIPTS

- 58 mm and 80 mm thermal slips, printed as an image so every script prints as shown
- Auto-print, and the drawer opens on cash sales
- Email with the invoice PDF attached; WhatsApp with a link to it
- Reprint any sale from Transactions
- The receipt title, tax number and fiscal QR your country requires
- Serial, batch, expiry and HSN on the lines that need them

CUSTOMERS AND LOYALTY

- Walk-in by default; any customer from the address book in one search
- Customer groups, with their own promotions and price lists
- Price lists with quantity breaks, by group or by counter
- Promotions: percent off, amount off, fixed price, buy X get Y, N for X
- Schedules, days, hours, limits and coupon codes that say why they did not apply
- Points, tiers with multipliers, and punch cards that pay out as store credit
- Gift cards sold, reloaded and voided, booked as a liability

STOCK

- Each counter sells from its own location, with live on-hand on every card
- Low stock, out of stock, not stocked here and backorder, per product
- Serial numbers and batches with expiry, soonest-expiry first
- Returns put back the exact unit or batch that came back
- Recipes that take ingredients off the shelf, costed first-in-first-out
- Transfer stock between locations from the counter
- Price and product changes reach open counters without a reload

CASH AND TRUST

- Shifts per counter with a counted float
- Cash in and out with reasons; a mistake is voided with a reversing entry
- Blind count at close, X and Z reports, and the variance
- Every cashier is a real user; switch by PIN, lock the counter to step away
- Permissions checked by the database, not just the screen
- Voids, no-sale drawer opens and sign-ins recorded with a name

RETURNS

- Return any line or all of them, against the original sale
- Refund in cash, as a credit on the account, or as store credit
- A credit note every time, with its own number
- Returns work offline against the counter's own copy of the sale

TABLES AND KITCHEN

- Floors and tables with seats; table states: free, seated, not sent, bill printed
- Move or merge tables, or move some items onto another table's bill; the kitchen gets a slip
- Kitchen tickets per station, printed and on a kitchen screen, in rounds
- A kitchen log with time to plate, reprints and cancelled tickets
- Courses and seats; split by item or seat; print the bill before paying
- Comps with a reason, a daily limit per person, a manager PIN past it, and a report
- Guests order from the table by QR, from the categories you choose
- Pickup and delivery orders, with a delivery charge added for you
- Reservations and a waitlist; tips paid out to each server

OFFLINE

- Sales, returns, cash movements and shift open and close all work offline
- Everything queues on the device and posts exactly once when the line returns
- Anything the server refuses stays visible, with the reason, until someone acts

OVERSIGHT

- A live dashboard of every counter and outlet, refreshed every 15 seconds
- Sales by hour, tender mix and top items
- Attention flags at thresholds you set: variance, voids, refunds, discounts, no-sales
- Reconciliation: what the counters took against the ledger and the journal
- Reports for tips, comps and ingredient shortfalls

COMPLIANCE

- ZATCA Phase 1 QR and Phase 2 clearance in Saudi Arabia
- GSTIN with HSN/SAC in India; TRN in the UAE; VAT numbers elsewhere
- Age checks and prescriptions before the line goes on the bill
- A controlled-drug register, batch recalls and warranty checks by serial

DEVICES AND HARDWARE

- Desktop app for Windows, macOS and Linux
- iPad and Android tablets, and phones; or any browser, installable
- ESC/POS printers on the network, or USB, serial and Bluetooth through the computer
- Cash drawers on the printer's port; ticket printers per kitchen station

Screens from a demo workspace, "Cardamom Cafe & Store" in Kochi.

See it on your own counter

Start a free trial at **my.biza.app**, or ask for a walkthrough with your own price lists, your own breaks and a real counter. The POS guides are at **biza.app/docs**.