

# 2019 Forecasting in agrē

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## 1.0 Introduction

For the 2019 Crop Protection season, forecasting will be completed using agrē<sup>1</sup>. With the first year of this platform being utilized by about 80% of the CRS coming to a close, now is the perfect time to introduce the benefits of forecasting in the same platform. Accurate, complete forecasts from retails helps the Crop Inputs and Regional teams better plan and execute on the anticipated demand from the CRS.

Below is table of key products and dates for the 2019 Forecasting Season.

**Table 1.1 - Key Products and Dates**

Products	Start Date	Due Date
Seed Treatments	October 12, 2018	November 9, 2018
Non- Selectives	October 12, 2018	November 9, 2018
Herbicides	November 12, 2018	December 7, 2018
Fungicides	November 12, 2018	December 7, 2018
Insecticides	November 12, 2018	December 7, 2018
Fall Non-Selectives	TBD	TBD

Any questions can be directed to your RSC or to the Crop Input Coordinator:

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This document is in line with the existing agrē help site, with a few modifications to ensure success. Follow the below link to view Tronia’s help site version for forecasting:

<http://www.tronia.com/fclhelp/>

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<sup>1</sup> For retails not using the agrē platform, an excel file has been adapted from agrē and will be distributed to retails.

## 2.0 Preparing to Forecast

Retails are reminded to complete an item number refresh before beginning the forecasting process. Retails do not have to upload ALL FCL items numbers, but need to ensure all item numbers that the retail anticipates selling in 2019 are accounted for.

## 3.0 Forecasting

Forecasting in agrē will be done by item number and is **the estimated quantity of product to be sold (OTG)** at retail during the given timeframe (see Table 1.2). In agrē, you can export an *Inventory Forecast Worksheet* to excel that will show you information on the product including, current unit price, previous year's sales, quantity on order, committed quantity and customer sales. The final column is where the retail can add in their estimated OTG sales of each product for the coming crop year.

In order to complete the forecast in agrē, you are required to select what you are going to forecast. Due to the large number of items that are available, it is recommended that forecasts are completed by Product Type, which is set up following the Item Hierarchy. For Crop Protection, retails will be asked to forecast for the following Product Types.

**Table 1.2 - agrē Products & Product Types**

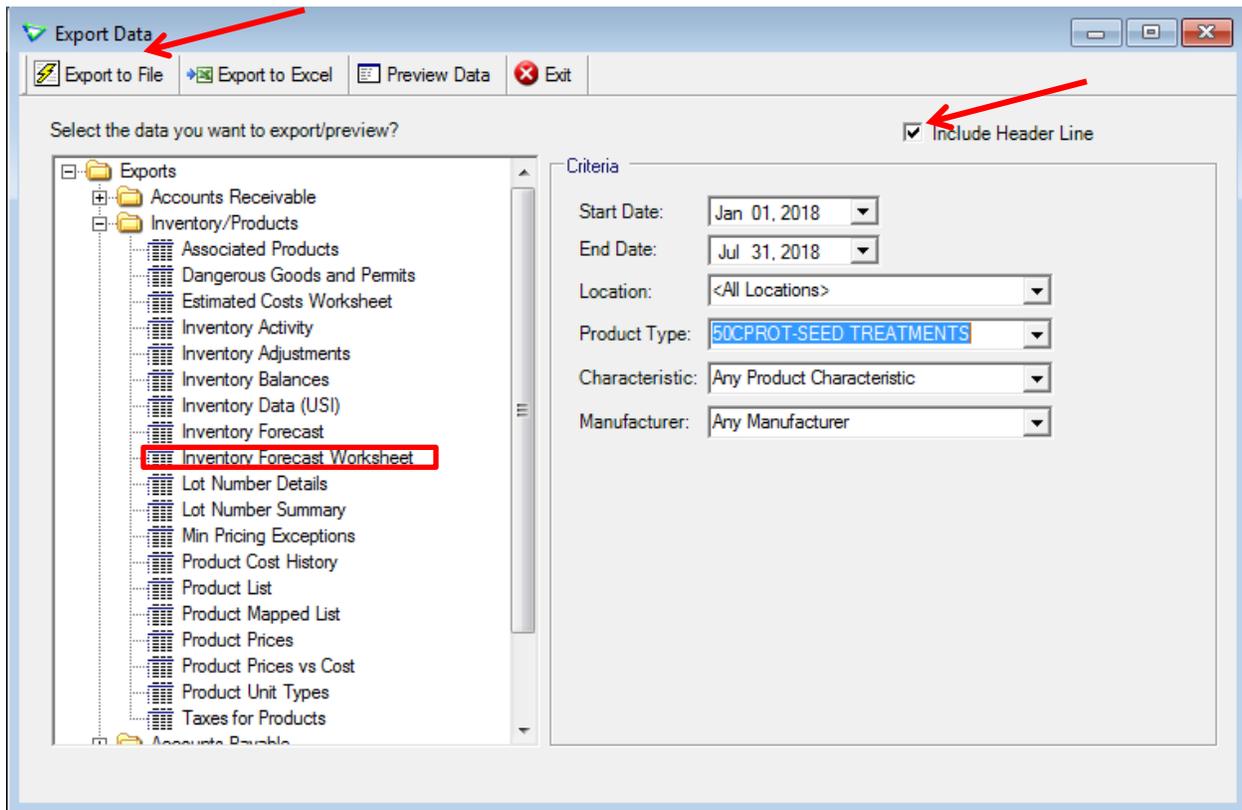
Products	Product Type Category	Sales Date Range
Seed Treatments	50CPROT - SEED TREATMENTS	January 1 - July 31
Non- Selectives	50CPROT - NON-SELECTIVES	January 1 - July 31
Herbicides	50CPROT - HERBICIDES	January 1 - July 31
Fungicides	50CPROT - FUNGICIDES	January 1 - August 31
Insecticides	50CPROT - INSECTICIDES	January 1 - August 31
Fall Glyphosate	50CPROT - NON-SELECTIVES	July 31 - October 31
Fall Non- Selectives	50CPROT - NON-SELECTIVES	July 31 - October 31

### 3.1 Forecasting with an agrē Export

Although you can work on forecasting directly within agrē, we recommend that the forecast be completed by exporting an Inventory Forecast Worksheet to Excel. This will allow you to readily share this 'work in process' version with your team and your Crop Supplies RSC.

#### *Exporting Data from agrē*

To begin, in agrē select:  
**File > Exports > Data**



In the above window, you will select *Inventory Forecast Worksheet*, under the *Inventory/Products* folder. *Include Header Line* will already be selected, if it is not, make sure this box is checked.

For the Start and End Date, and for Product Type categories, please reference the Sales Date Range and the Product Type Category in Table 1.2.

For location, this will be dependent upon specific retail preference. For the export, you can choose to forecast all locations in one document, or you can export multiple Excel files to forecast by retail location<sup>2</sup>.

The Characteristic and Manufacturer selections can stay as “Any ... “.

Once the Criteria section is accurately filled out click Export to Excel and save on your local drive.

### Filling Out Forecast Data in Excel

When opening up the Excel export, it is important to make sure that nothing is manipulated in Excel, and to only fill in cells in the Inventory Forecast column unless otherwise noted. Once complete, please send to your RSC for review.

	B	C	D	E	F	G	H	I	J	K	L	M
	ProdDesc	ProdCode	Manufacturer	Product Characteristic	UnitType	Location	LocationID	Current Unit Price	Current Inventory	Current Committed	Customer Stock	Inventory Forecast
1	BUCTRL M 8 L	233072	BAYER CROPSCIENCE INC.		JU	Cardlock Station	5	150	0	0		
2	BUCTRL M 8 L	233072	BAYER CROPSCIENCE INC.		JU	Dog River	3	150	0	0		
3	BUCTRL M 8 L	233072	BAYER CROPSCIENCE INC.		JU	Edmonton 02	7	150	150	0		
4	BUCTRL M 8 L	233072	BAYER CROPSCIENCE INC.		JU	Parkland Warehouse	4	150	0	0		
5	BUCTRL M 8 L	233072	BAYER CROPSCIENCE INC.		JU	St. Albert	1	150	-1	0		
6	BUCTRL M 8 L	233072	BAYER CROPSCIENCE INC.		JU	Stony Plain	2	150	0	0		1
7	BUCTRL M 8 L	233072	BAYER CROPSCIENCE INC.		JU	Stony Plain	2	150	0	0		
8	BUCTRL M 8 L	233072	BAYER CROPSCIENCE INC.		JU	Strathcona Warehouse	6	150	0	0		
9	PUMA 120 SUPER 6 2 L	2015575	BAYER CROPSCIENCE INC.		JU	Cardlock Station	5	390	0	0		
10	PUMA 120 SUPER 6 2 L	2015575	BAYER CROPSCIENCE INC.		JU	Dog River	3	390	0	0		
11	PUMA 120 SUPER 6 2 L	2015575	BAYER CROPSCIENCE INC.		JU	Edmonton 02	7	390	100	0		
12	PUMA 120 SUPER 6 2 L	2015575	BAYER CROPSCIENCE INC.		JU	Parkland Warehouse	4	390	0	0		
13	PUMA 120 SUPER 6 2 L	2015575	BAYER CROPSCIENCE INC.		JU	St. Albert	1	390	0	0		
14	PUMA 120 SUPER 6 2 L	2015575	BAYER CROPSCIENCE INC.		JU	Stony Plain	2	390	0	0		
15	PUMA 120 SUPER 6 2 L	2015575	BAYER CROPSCIENCE INC.		JU	Strathcona Warehouse	6	390	0	0		
16	LIBERTY 108 L	2015849	BAYER CROPSCIENCE INC.	Herbicide	DR	Cardlock Station	5	850	0	0		
17	LIBERTY 108 L	2015849	BAYER CROPSCIENCE INC.	Herbicide	DR	Dog River	3	850	-2	0		2
18	LIBERTY 108 L	2015849	BAYER CROPSCIENCE INC.	Herbicide	DR	Edmonton 02	7	850	50	0		
19	LIBERTY 108 L	2015849	BAYER CROPSCIENCE INC.	Herbicide	DR	Parkland Warehouse	4	850	0	0		
20	LIBERTY 108 L	2015849	BAYER CROPSCIENCE INC.	Herbicide	DR	St. Albert	1	850	-1	0		1
21	LIBERTY 108 L	2015849	BAYER CROPSCIENCE INC.	Herbicide	DR	Stony Plain	2	850	0	0		
22	LIBERTY 108 L	2015849	BAYER CROPSCIENCE INC.	Herbicide	DR	Strathcona Warehouse	6	850	0	0		
23	FRONTLINE CASE	2022555	DOW AGROSCIENCES CANADA INC.	Herbicide	CS	Cardlock Station	5	310	0	0		
24	FRONTLINE CASE	2022555	DOW AGROSCIENCES CANADA INC.	Herbicide	CS	Dog River	3	310	0	0		
25	FRONTLINE CASE	2022555	DOW AGROSCIENCES CANADA INC.	Herbicide	CS	Edmonton 02	7	410	150	0		
26	FRONTLINE CASE	2022555	DOW AGROSCIENCES CANADA INC.	Herbicide	CS	Parkland Warehouse	4	310	0	0		
27	FRONTLINE CASE	2022555	DOW AGROSCIENCES CANADA INC.	Herbicide	CS	St. Albert	1	310	0	0		
28	FRONTLINE CASE	2022555	DOW AGROSCIENCES CANADA INC.	Herbicide	CS	Stony Plain	2	310	0	0		
29	FRONTLINE CASE	2022555	DOW AGROSCIENCES CANADA INC.	Herbicide	CS	Strathcona Warehouse	6	310	0	0		
30	EQUINOX CASE	2059375	BASF CANADA	Canola, Herbicide, Case, Clearfield	CS	Cardlock Station	5	225	0	0		
31	EQUINOX CASE	2059375	BASF CANADA	Canola, Herbicide, Case, Clearfield	CS	Dog River	3	225	0	0		
32	EQUINOX CASE	2059375	BASF CANADA	Canola, Herbicide, Case, Clearfield	CS	Edmonton 02	7	225	95	0		
33	EQUINOX CASE	2059375	BASF CANADA	Canola, Herbicide, Case, Clearfield	CS	Parkland Warehouse	4	225	0	0		
34	EQUINOX CASE	2059375	BASF CANADA	Canola, Herbicide, Case, Clearfield	CS	St. Albert	1	225	0	0		
35	EQUINOX CASE	2059375	BASF CANADA	Canola, Herbicide, Case, Clearfield	CS	Stony Plain	2	225	0	0		
36	EQUINOX CASE	2059375	BASF CANADA	Canola, Herbicide, Case, Clearfield	CS	Strathcona Warehouse	6	225	0	0		
37	ACHEVE LIQUID GOLD	2063567	NUFARM AGRICULTURE INC.		CS	Cardlock Station	5	850	0	0		
38	ACHEVE LIQUID GOLD	2063567	NUFARM AGRICULTURE INC.		CS	Dog River	3	850	0	0		
39	ACHEVE LIQUID GOLD	2063567	NUFARM AGRICULTURE INC.		CS	Edmonton 02	7	850	50	0		
40	ACHEVE LIQUID GOLD	2063567	NUFARM AGRICULTURE INC.		CS	Parkland Warehouse	4	850	0	0		
41	ACHEVE LIQUID GOLD	2063567	NUFARM AGRICULTURE INC.		CS	St. Albert	1	850	0	0		
42	ACHEVE LIQUID GOLD	2063567	NUFARM AGRICULTURE INC.		CS	Stony Plain	2	850	0	0		
43	ACHEVE LIQUID GOLD	2063567	NUFARM AGRICULTURE INC.		CS	Strathcona Warehouse	6	850	0	0		
44	INFINITY 6 7 L	2064516	BAYER CROPSCIENCE INC.	Herbicide, Case, Wheat	CS	Cardlock Station	5	365	0	0		
45	INFINITY 6 7 L	2064516	BAYER CROPSCIENCE INC.	Herbicide, Case, Wheat	CS	Dog River	3	365	-1	0		4
46	INFINITY 6 7 L	2064516	BAYER CROPSCIENCE INC.	Herbicide, Case, Wheat	CS	Edmonton 02	7	365	80	0		
47	INFINITY 6 7 L	2064516	BAYER CROPSCIENCE INC.	Herbicide, Case, Wheat	CS	Parkland Warehouse	4	365	0	0		

<sup>2</sup> Please note, if you select All locations, it will not sum the any of the information in the export, rather it provides item detail individually by location.

***New Products***

As mentioned, it is recommended that an item number refresh be completed before exporting the *Inventory Forecast Worksheet*. However, there are circumstances where FCL is unable to create the item number, even though we may be aware of a new product. In order to capture any potential demand for new products, please simply add the name of the product at the bottom of the spreadsheet. The anticipated OTG sales for this product can then be completed.

For this round of forecasting, a list of new items, with out corresponding FCL item numbers, for the coming crop year will be provided by your RSC.