FMC PRECISIONPAC & PERIMETER II INSTANT DISCOUNT PROCESS

Growers that purchase PrecisionPacs and Perimeter II as a combination on the same invoice may qualify for an Instant Discount[1].

Note:	The **manufacturer of all products involved must be FMC** for the FMC Sales Data Export to include the transactions.

What you'll find:

Help	The FMC Instant Discount Process has been summarized as an FAQ with links to the corresponding activities. From Table of Contents: *FAQs Frequently Asked Questions > Accounts Receivable > Invoices* *- or -* search for FMC

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[1] Please refer to documentation provided by FMC for grower eligibility specifics.

Setting up the Products

The items in play for the Instant Discount process are a new FMC Instant Discount product (non-inventory), the PrecisionPacs, and the Perimeter II.

FMC Instant Discount

This is the **non-inventory** item added to the invoice that reduces the amount the grower is charged. On the *Products tab*, make sure **Inventory Item is *not* checked** and the **Manufacturer is FMC**.
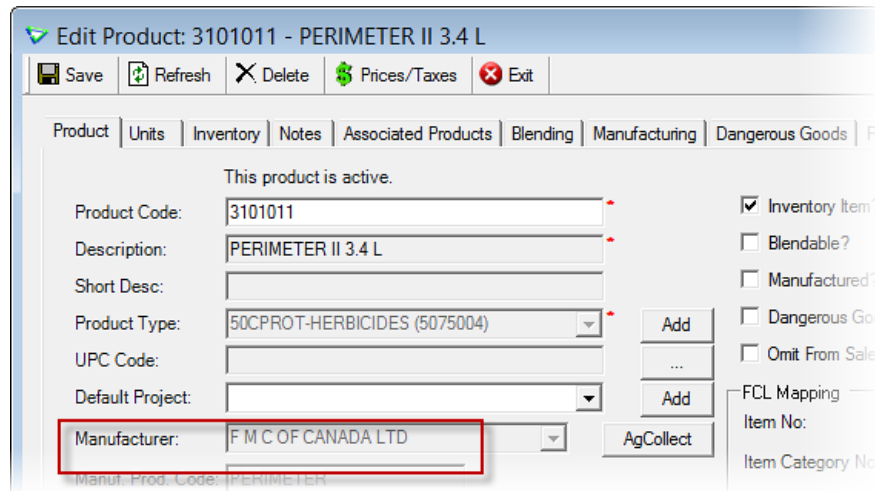

Inventory > Manage Products

Note: **Manufacturer must be FMC** and **Inventory Item is NOT checked**.

The **Main Unit is Acre** and priced at the current discount/acre rate.
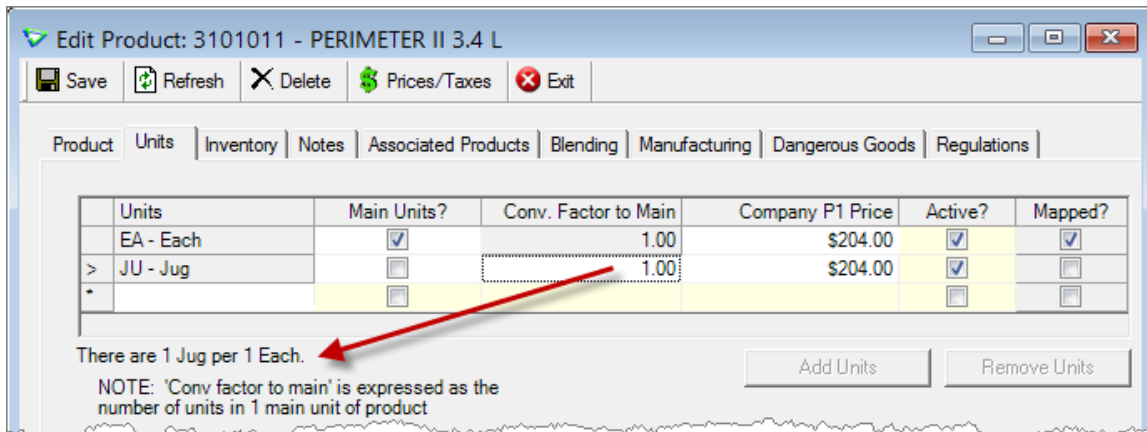Refer to the documentation provided by FMC for the exact rate.
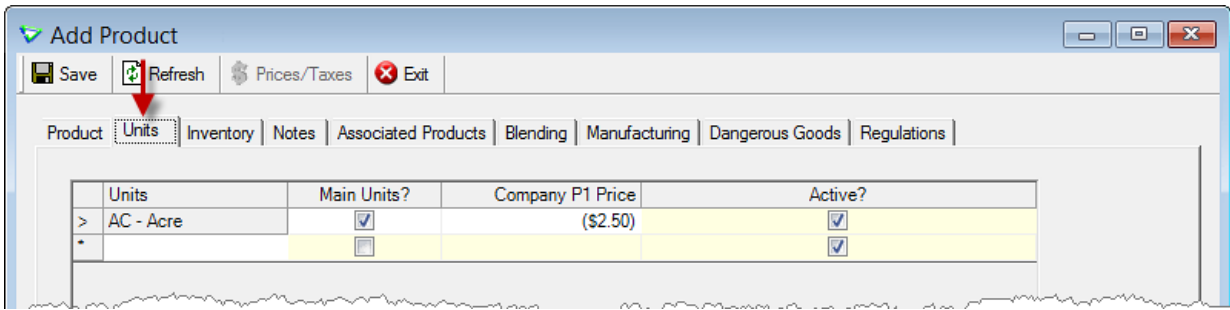
Perimeter II

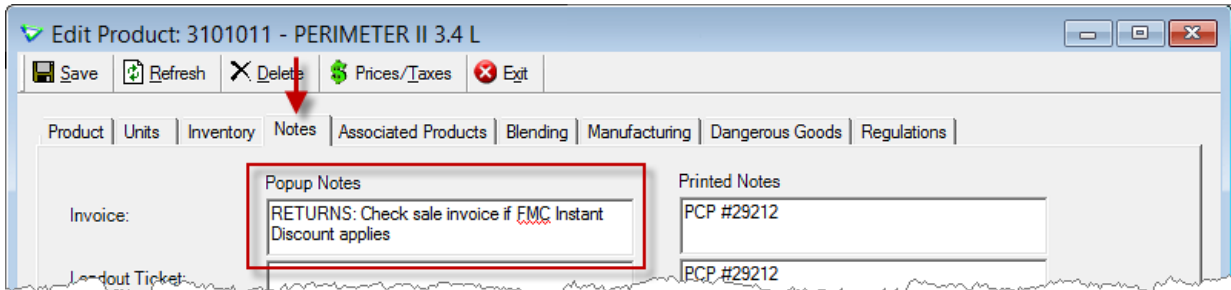On the *Product tab* ensure the **Manufacturer is FMC**.

Note: **Manufacturer must be FMC**.

On the *Units tab*, add **Unit = JU** and **Conversion Factor** if applicable.
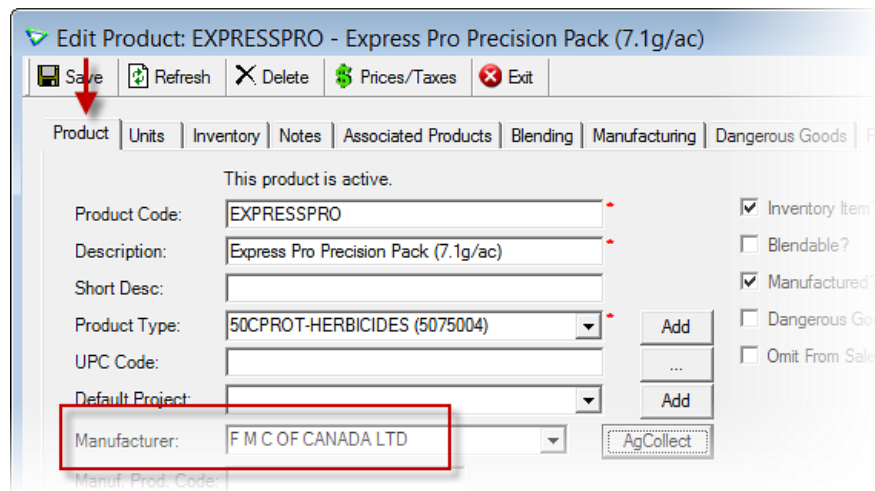

sales of Perimeter must be reported to RDS in JUgs

On the *Notes tab* add a popup reminder about the **Instant Discount for Returns**.

*if the grower returns the Perimeter, they may no longer
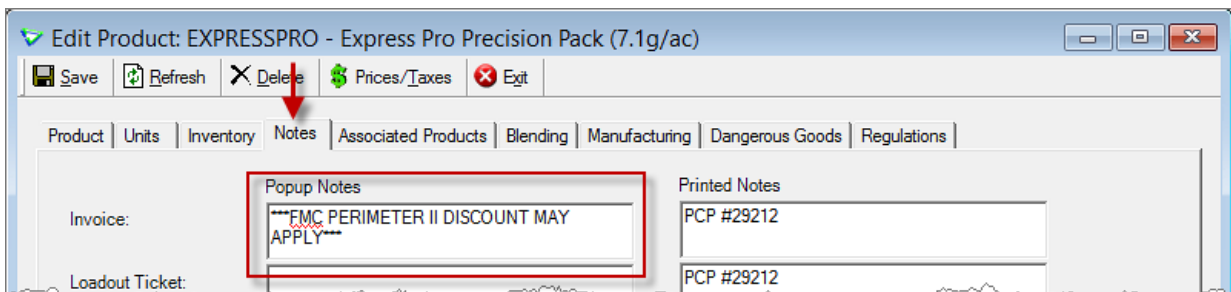be eligible for an Instant Discount on the PrecisionPac*

PrecisionPacs (must be done for *each* PrecisionPac eligible for discount)

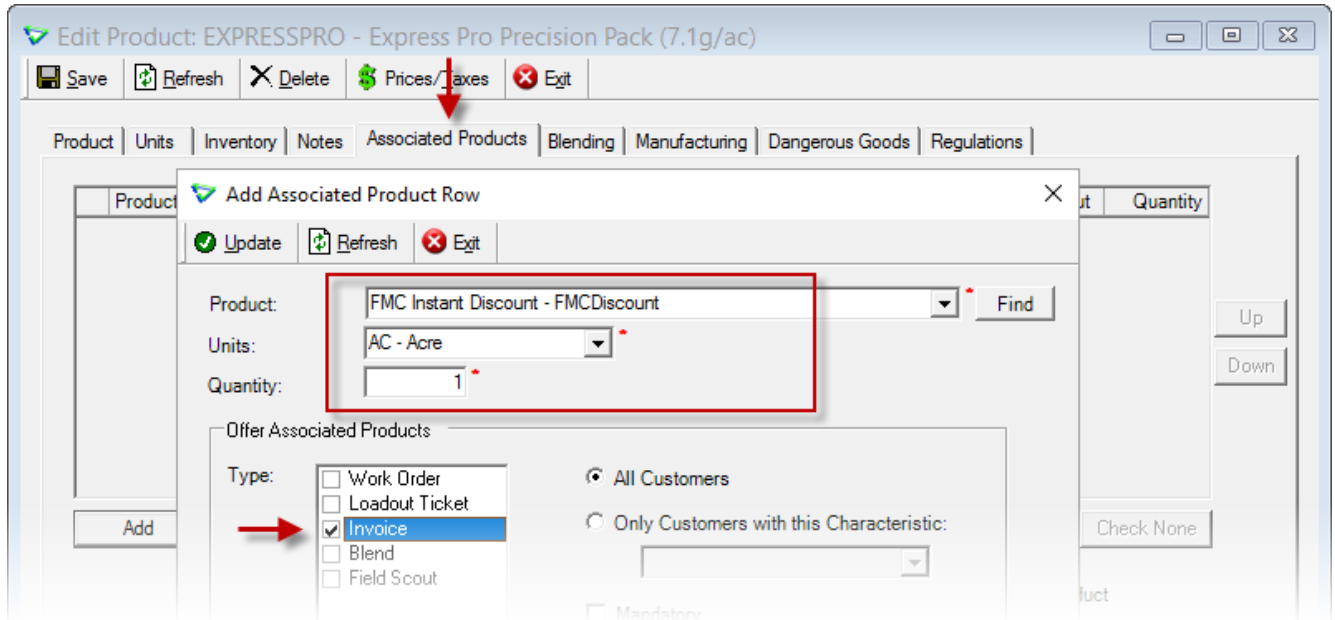On the *Product tab* ensure the **Manufacturer is FMC**.

Note: **Manufacturer must be FMC**.
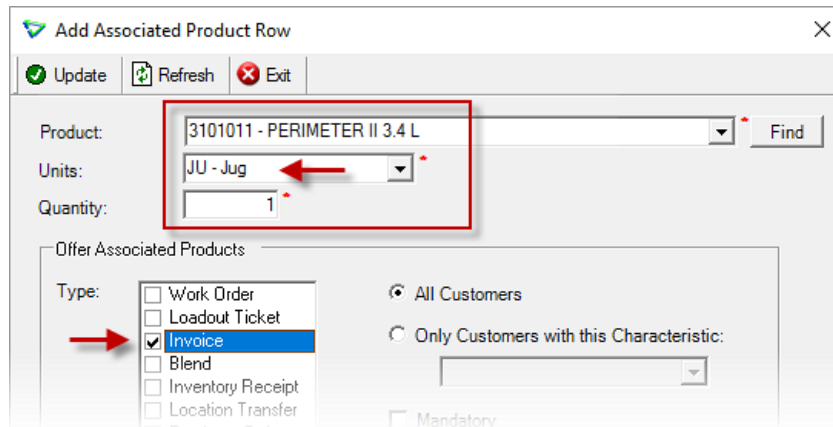
On the *Notes tab* add a popup reminder about the Instant Discount.

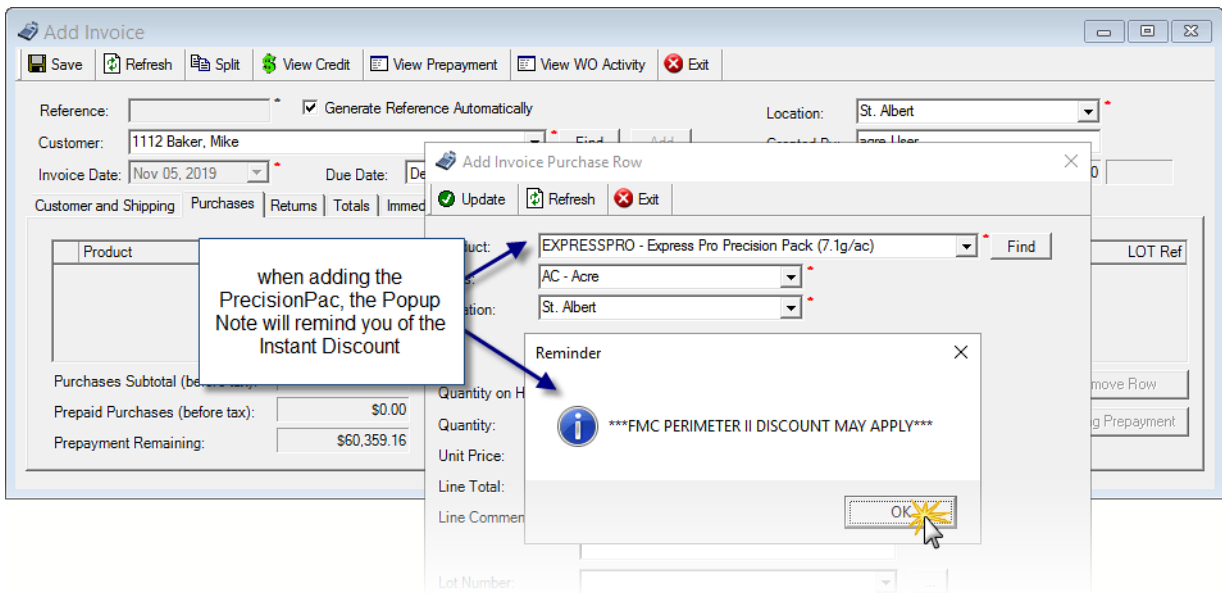Add the **FMC Instant Discount item** you just created to the *Associated Products tab*.

Add a second *Associated Product* for Perimeter II. **Units = Jug**.

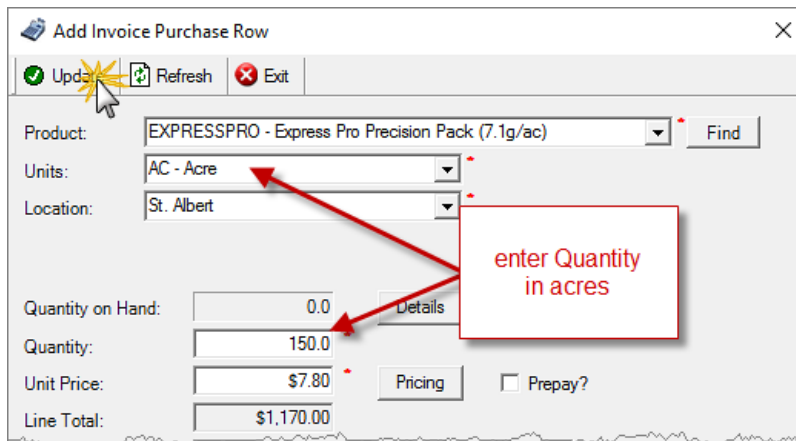Setup the rest of the PrecsionPacs the same way.

Sales of PrecisionPac + Perimeter II

When selling a PrecisionPac you'll be reminded of the FMC Instant Discount.
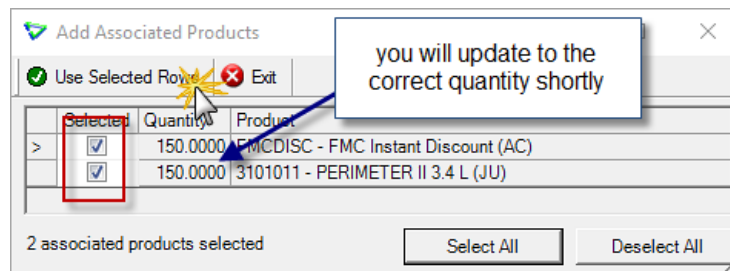Click **OK** to acknowledge.

Accounts Receivable > Invoices > Purchases tab > Add > Add Product

Type the *Quantity* in *Acres* the customer is taking. On *Update* …

… you'll be prompted to add the FMC Instant Discount and the Perimeter II. The **Quantity of Perimeter will need to be corrected** - you'll update that to the actual value next.

All 3 items are added to the invoice.
The **Instant Discount is calculated per acre of PrecisionPac**.

Product	Quantity	Unit Price	Taxes	Line Total	Prepay?	Location	WO Ref	LOT Ref
EXPRESSPRO - Express Pro Precision P	150.0	$7.80	$0.00	$1,170.00	☐	St. Albert		
FMCDISC - FMC Instant Discount (AC)	150.0	($2.50)	$0.00	($375.00)	☐	St. Albert		
3101011 - PERIMETER II 3.4 L (JU)	150.0	$204.00	$0.00	$30,600.00	☐	St. Albert		

Purchases Subtotal (before tax): $31,395.00   [Add Product Row] [Add Blend Row] [Edit Row] [Remove Row]

Select and **Edit the Perimeter II** product row.
Refer to the documentation provided by FMC and calculate the **Quantity** to correspond with the desired application rate.
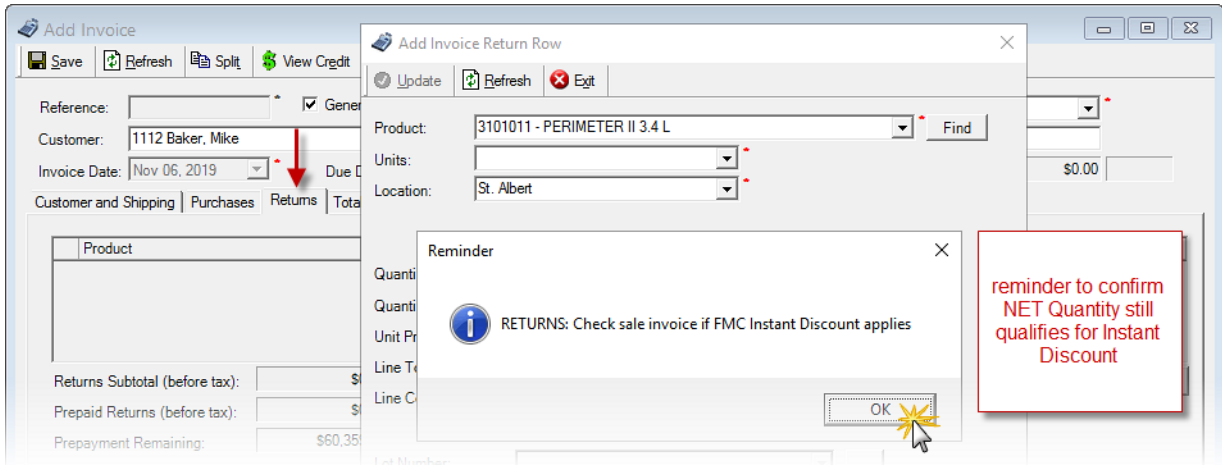

Edit Row

Process the rest of the Invoice as per your usual business practice.

Returns of Perimeter II

When returning Perimeter II you'll be reminded that the grower may have received an Instant Discount and you should check if that original purchase of PrecisionPac still qualifies for that discount.
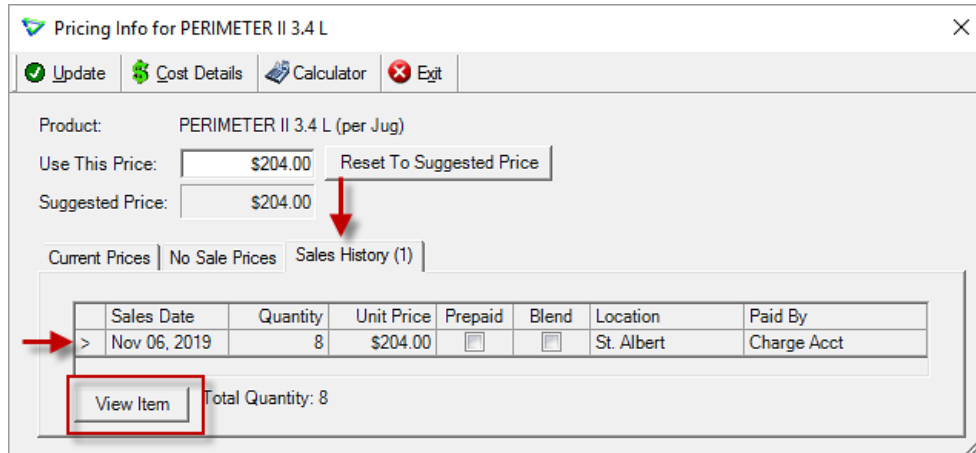Click **OK** to acknowledge.

Accounts Receivable > Invoices > Add > Returns tab > Add Product

First, confirm the grower has purchased this product from you.
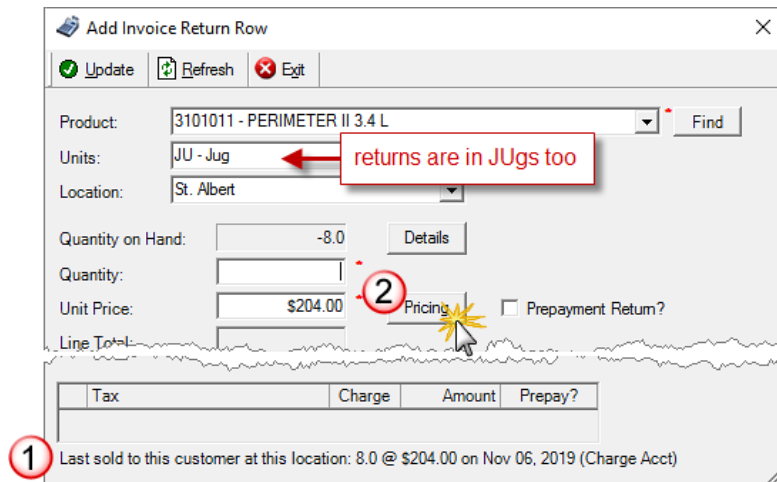
Then click *Pricing* and *View Item* (in this case, it's an Invoice).

Refer to documentation provided by FMC to confirm the *net* quantity of Perimeter purchased (initial purchase less amount returned) still qualifies the PrecisionPac for an Instant Discount.

If the PrecisionPac purchase no longer qualifies for the Instant Discount, **take note of the Quantity (number of acres)** of the Precision Pac sold on the Invoice - you'll need that value for the next step.

If the Purchase No Longer Qualifies for an Instant Discount

If the return of the Perimeter II negates the combination Instant Discount on the PrecisionPac, it also must be returned on the same invoice.

Add the **FMC Instant Discount** to the Returns tab of the Invoice.
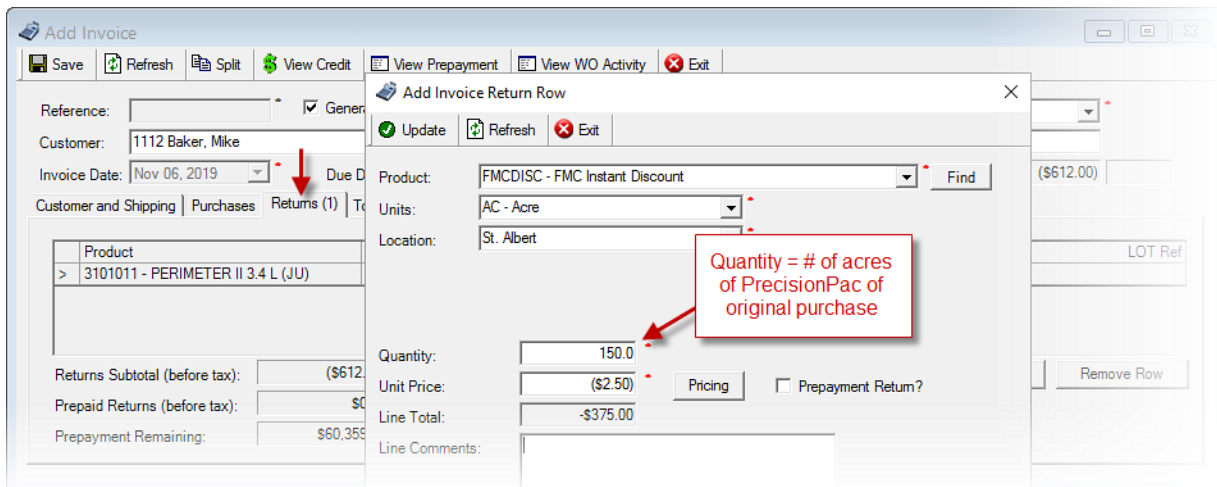
There'll be two rows on the invoice:

- Line 1 is the return of the Perimeter II - a negative value that will be credited to the grower

- Line 2 is the return of the FMC Instant Discount - a positive value that is deducted from the amount of the return of the Perimeter II.

The grower is credited the net value of the Perimeter II returned LESS the value of the FMC Instant Discount on the PrecisionPac of the original purchase.

Reporting to FMC

Because all products involved in the FMC Instant Discount process are flagged with **FMC as the manufacturer**, all transactions regarding those products will be included in the *Manufacturer Sales (FMC)* data export.
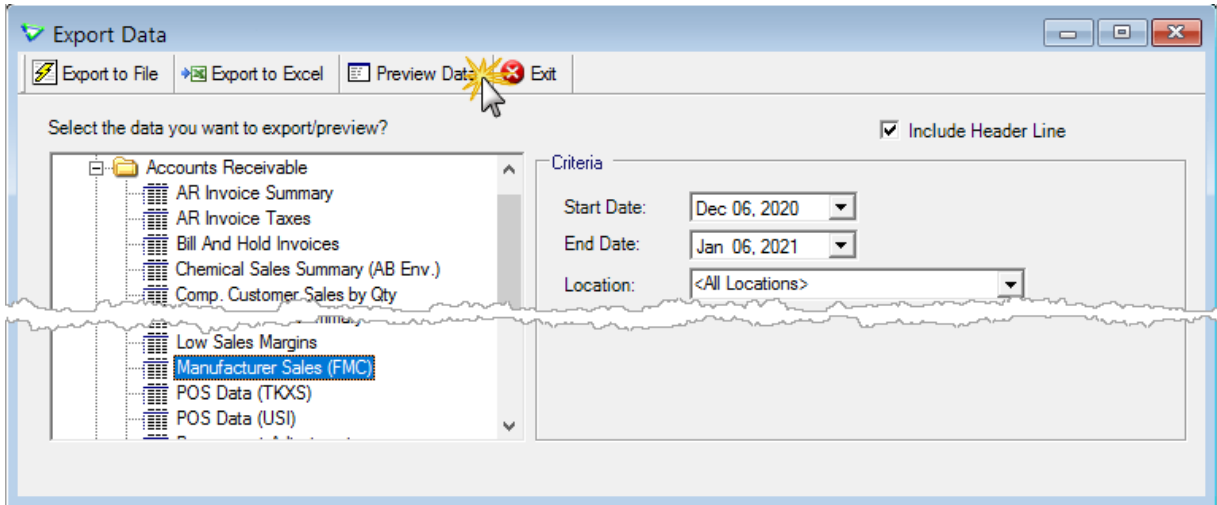
File > Exports > Data

The export data will include all sales and returns of the Instant Discount, PrecisionPac, and Perimeter II products.