



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 Discount¹.

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

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Help	The FMC Instant Discount Process has been summarized as an FAQ with links to the corresponding activities.
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	- or -
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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**.

V Add Product		not checked as is
Save 🕄 Refresh	🖇 Prices/Taxes 😵 Exit	non-inventory item
Product Units Inv	entory Notes Associated Products Blending Manufacturing	Dangerous Goode Regulations
	This product is active.	
Product Code:	FMCDISC	☐ Inventory Item?
Description:	FMC Instant Discount	Blendable? Prohibit Purchase?
Short Desc:		Manufactured? Exclude from AgCollect?
Product Type:	50CPROT-HERBICIDES (5075004) Add	Dangerous Good? Dverridable Sales Account?
UPC Code:		Comit From Sales Reports?
Default Project:	Add	
Manufacturer:	F M C OF CANADA LTD AgCollect	
Manuf. Prod. Code		
GL Accounts		Product Characteristics
Sales:	45005 - Sales Chemicals	Characteristics
COGS:		Discounts
Inventory:		optional
Inv. Accrual:		
	Add GL Account	Remove Add

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.

٩dd	Product				
Save	😨 Refresh 🔹 Price	es/Taxes 🛛 🐼 Exit			
roduc	t Units Inventory N	otes Associated Pro	ducts Blending Manufacturing	Dangerous Goods Regulations	
	Units	Main Units?	Company P1 Price	Active?	
>	Units AC - Acre	Main Units?	Company P1 Price (\$2.50)	Active?	
>	Units AC - Acre	Main Units?	Company P1 Price (\$2.50)	Active?	

Perimeter II

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

Save 🛛 🕄 Refresh	🗙 Delete 🗯 Prices/Taxes 🛛 🐼 Exit	
Product Units Inv	entory Notes Associated Products Blending Manufacturing	Dangerous Goods
	This product is active.	
Product Code:	3101011	Inventory Ite
Description:	PERIMETER II 3.4 L	Blendable?
Short Desc:		Manufacture
Product Type:	50CPROT-HERBICIDES (5075004) - Add	Dangerous
UPC Code:		Omit From Sa
Default Project:	✓ Add	FCL Mapping
Manufacturer:	F M C OF CANADA LTD	Item No:
		Item Category

Note: Manufacturer must be FMC.

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

Produc	t Units Inventory N	otes Associated Pr	oducts Blending Manufac	turing Dangerous Good	s Regulatior	ns	
	Unite Main Unite? Conv. Factor to Main Company P1 Price Active? Manned?						
	EA - Each	V	1.00	\$204.00	V	V	
	JU - Jug		1.00	\$204.00	V		
>							
•							

sales of Perimeter must be reported to RDS in JUgs

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

🕏 Edit Product: 31010)11 - PERIMETER II 3.4 L	
Save 😰 <u>R</u> efresh	🤇 Delete 💲 Prices/Taxes 🔞 Exit	
Product Units Invento	ny Notes Associated Products Blending Manufa	icturing Dangerous Goods Regulations
	Popup Notes	Printed Notes
Invoice:	RETURNS: Check sale invoice if FMC Instant Discount applies	PCP #29212
lo=dout Ticket	- market and	PCP #29212

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)

🚽 Save 🛛 🖨 Refres	h 🗙 Delete 🧊 Prices/Taxes 🔇 Exit	
Product Units Ir	nventory Notes Associated Products Blending Manufacturing	Dangerous Goods
	This product is active.	
Product Code:	EXPRESSPRO	Inventory Item
Description:	Express Pro Precision Pack (7.1g/ac)	Blendable?
Short Desc:		Manufactured
Product Type:	50CPROT-HERBICIDES (5075004)	🗖 Dangerous Go
UPC Code:		Comit From Sale
Default Project	Add	
Manufactures		

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.

👽 Edit Product: EXPI	RESSPRO - Express Pro Precision Pack (7	.1g/ac)	
Save 😰 <u>R</u> efresh	🗙 <u>D</u> ele <mark>e 💲</mark> Prices/ <u>T</u> axes 😵 E <u>x</u> it		
Product Units Inven	ory Notes Associated Products Blending Manu	facturing Dangerous Goods Regulations	
Invoice:	Popup Notes	Printed Notes PCP #29212	
Loadout Ticket:		PCP #29212	Inny manda

🕏 Edit Product: EXI	PRESSPRO - Express Pro Precision Pack (7.1g/ac)
Save 😰 <u>R</u> efresh	X Delete S Prices Zaxes S Exit
Product Units Inve	ntory Notes Associated Products Blending Manufacturing Dangerous Goods Regulations
Product Ӯ A	dd Associated Product Row X Ju Quantity
0 4	odate 🔃 <u>R</u> efresh 😵 E <u>x</u> it
Pro Uni Qua	duct: FMC Instant Discount - FMCDiscount s: AC - Acre Intity: 1 *
	ffer Associated Products
Add	ype: Work Order Call Customers Conly Customers with this Characteristic: Blend Field Scout Uct

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

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

🔯 Add Associat	ed Product Row		×
🖉 Update 🔯	Refresh 🔇 Exit		
Product: Units: Quantity: Offer Associate	3101011 - PERIM JU - Jug 1 ed Products	METER II 3.4 L	Find
Type:	Work Order Loadout Ticket Invoice Blend Inventory Receipt Location Transfer	C All Cus C Only C	tomers ustomers with this Characteristic:

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.

🖗 Add Invoice					
🔚 Save 🛛 🕄 Refresh 🗎 Split	🖇 View Credit 📰 View Pre	epayment 🔄 View WO Activity	😢 Exit		
Reference: Customer: 1112 Baker, Mike Invoice Date: Nov 05, 2019	Generate Reference	Add Invoice Purchase Row	Location:	St. Albert	× 0
Product Product Purchases Subtotal (be	when adding the ecisionPac, the Popup te will remind you of the Instant Discount	Uct: AC - Acre St. Albert Reminder	press Pro Precision Pack (7.1g	/ac)	LOT Ref
Prepaid Purchases (before tax Prepayment Remaining:	x): \$0.00 \$60,359.16	Quantity on H Quantity: Unit Price:	PERIMETER II DISCOUNT M	IAY APPLY***	g Prepayment
	1	Line Commen	[ок	

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

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

Add Invoice Purchase Row	<
Upd	
Product: EXPRESSPRO - Express Pro Precision Pack (7.1g/ac)	
Units: AC - Acre	
Location: St. Albert	
enter Quantity	
Quantity on Hand: 0.0 Details	
Quantity: 150.0	
Unit Price: \$7.80 Pricing Prepay?	
Line Total: \$1,170.00	

... 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.

>	Add Asso Use Select	ciated Produ	icts Exit	you will update to the correct quantity shortly	
>	Selected V	Quantitys 150.0000 150.0000	Product FMCDISC - 3101011 - P	FMC Instant Discount (AC) ERIMETER II 3.4 L (JU)	
2 as	sociated p	products sele	cted	Select All Deselect All	

All 3 items are added to the invoice.

The Instant Discount is calculated per acre of PrecisionPac.

ustor	mer and Shipping Purchases (3) Returns	Totals Immedi	iate Payment						
_	-	0 11		-					
	Product	Quantity	Unit Price	laxes	Line I otal	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		
								<u></u>	
Pu	rchases Subtotal (before tax):	31,395.00		Add Product	t Row /	Add Blend I	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 Invoice Pure	chase - Row 3	×
🕗 Update 🔀 Refi	resh 🔇 E <u>x</u> it	
Product: 3101	011 - PERIMETER II 3.4 L	▼ Find
Location: St. A	lbert	update to
	Qua	antity grower ctually taking
Quantity on Hand: Quantity:		
Unit Price:	\$204.00 Pricing	✓ Prepay?
	Edit Dow	~_~~ ~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~
	Ealt 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.

Add Invoice Save Refresh Reference: Image: Customer: Customer: 1112 Baker, Mike Invoice Date: Nov 06, 2019 Customer and Shipping Purchases Refurst Tot	Add Invoice Return Row Add Invoice Return Row Dedate Define Sefresh Sefresh Sefresh Solution: St. Albert
Returns Subtotal (before tax):	Quanti Quanti Unit Pr Line T Line C
Prepayment Remaining: \$60,3	

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

First, confirm the grower has purchased this product from you.

add Inv	pice Return Row	2
Update	🔁 Refresh 🔇 Egit	
Product:	3101011 - PERIMETER II 3.4 L Find	
Units:	JU - Jug returns are in JUgs too	
Location:	St. Albert	
Quantity on	Hand: -8.0 Details	
Quantity:		
Unit Price:	\$204.00 Pricing Prepayment Return?	
Line Totalia		
Tax	Charge Amount Prepay?	
Last sold to t	his customer at this location: 8.0 @ \$204.00 on Nov 06, 2019 (Charge Acct)	

Then click *Pricing* and *View Item* (in this case, it's an Invoice).

Pricing	Info for PERIM	IETER II 3.4 L						×
🕗 <u>U</u> pdate	💲 <u>C</u> ost Deta	ils 🛷 Calcu	ılator 🕺 E <u>x</u> i	it				
Product:	PERIM	ETER II 3.4 L	(per Jug)					
Use This F	Price:	\$204.00	Reset To Su	ggested Pr	rice			
Suggested	Price:	\$204.00	1					
C	in the colo	Diana Salar	History (1)					
Current P	nces INO Sale	Prices Jales						
5	Sales Date	Quantity	Unit Price	Prepaid	Blend	Location	Paid By	
	Nov 06, 2019	8	\$204.00			St. Albert	Charge Acct	
1000								

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 Invoice		
🖥 Save 🛛 🕄 Refresh 🖹 Split 🛛 🛱 View Credit	🗉 View Prepayment 🛛 View WO Activity 🛛 😵 Exit	_
Reference: Gener	Add Invoice Return Row	×*
Customer: 1112 Baker, Mike	Update 🖾 Refresh 🛛 Exit	
Invoice Date: Nov 06, 2019 🖃 🚽 Due D	Product: FMCDISC - FMC Instant Discount	(\$612.00)
Customer and Shipping Purchases Returns (1) To	Units: AC - Acre	
> 3101011 - PERIMETER II 3.4 L (JU)	Location: St. Albert Quantity = # of acres of PrecisionPac of original purchase	LOT Ref
Returns Subtotal (before tax): (\$612 Prepaid Returns (before tax): \$0	Quantity: 150.0 Unit Price: (\$2.50) Pricing Prepayment Return? Line Total: -\$375.00	Remove Row
Prepayment Remaining: \$60,355	Line Comments:	

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.

Add Invoice									
Save 😰 Refresh 🖹 Split 💲 View	Credit View Prepayme	ent 🔄 View WO A	activity 🔇 Exit						
eference: eference: ustomer: 1112 Baker, Mike voice Date: Nov 06, 2019 ustomer and Shipping Purchases Returns (2) Totals Immediate Payment Location Stablert Find Add Creater Stablert Stablert Creater Stablert									
Product 3101011 - PERIMETER II 3.4 L (JU) > FMCDISC - FMC Instant Discount (A	Quantity 3.0 AC) 150.0	Unit Price \$204.00 (\$2.50)	Taxes \$0.00 \$0.00	Line Total Frepay? (\$612.00) 3375.00	Location St. Albert St. Albert	LOT Ret			
Returns Subtotal (before tax):	(\$237.00) \$0.00	et Return	Add Product Row	Add Blend Rov	positive \$\$ deducted	value = from refund			

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.

🔝 Export Data		
Export to File 📲 Export to Excel 🗊 Preview Dat	😫 Exit	
Select the data you want to export/preview?		✓ Include Header Line
Accounts Receivable	Criteria	
	Start Date: Dec (16, 2020 -
Bill And Hold Invoices	End Date: Jan ()6, 2021 •
Chemical Sales Summary (AB Env.)	Location:	ocations>
Low Sales Margins Manufacturer Sales (FMC) POS Data (TKXS)		
POS Data (USI)	v	

File > Exports > Data

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

4	Mai	nufacturer S	ales (FMC)							×
C) Exit						}			
	Simpl	e Advanced				>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>	}			
		Retailer	RetailCity	RetailProv	CusID	FarmNam	Units	UnitPrice	TotalSales	^
		Dog River	Dog River	SK	90	Carter Fan	2.0000	960.0000	1920.0000000	
		St. Albert	St. Albert	AB	20	Ş.	-1.0000	275.0000	-275.0000000	
		Dog River	Dog River	SK	2	Abraham 💈	1.0000	1000.0000	1000.0000000	
		Dog River	Dog River	SK	2	Abraham 🖉	2.0000	275.0000	550.0000000	
		Dog River	Dog River	SK	90	Carter Far	1.0000	275.0000	275.0000000	
	<	0.07	D D'	CV.		· · · · · · · · · · · · · · · · · · ·	1 0000	275 0000	>	Ť
	S	elect All 1	o copy selected	cells press Ctrl + C		100 A	{			