



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 AGDATA exports 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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search for FMC

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**.

Add Product

Save Refresh Prices/Taxes Exit

Product Units Inventory Notes Associated Products Blending Manufacturing Dangerous Goods Regulations

This product is active.

Product Code: FMCDISC

Description: FMC Instant Discount

Short Desc:

Product Type: 50CPROT-HERBICIDES (5075004)

UPC Code:

Default Project:

Manufacturer: F M C OF CANADA LTD

Manuf. Prod. Code:

☐ Inventory Item? ☒ Returnable?

☐ Blendable? ☐ Prohibit Purchase?

☐ Manufactured? ☐ Exclude from AgCollect?

☐ Dangerous Good? ☐ Overridable Sales Account?

☐ Omit From Sales Reports?

GL Accounts

Sales: 45005 - Sales Chemicals

COGS:

Inventory:

Inv. Accrual:

Add GL Account

Product Characteristics

Characteristics

Discounts

>

optional

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.

Units	Main Units?	Company P1 Price	Active?
> AC - Acre	☒	(\$2.50)	☒
*	☐		☒

Perimeter II

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

Product Code: 3101011
 Description: PERIMETER II 3.4 L
 Short Desc:
 Product Type: 50CPROT-HERBICIDES (5075004)
 UPC Code:
 Default Project:
 Manufacturer: **F M C OF CANADA LTD**

Note: Manufacturer must be FMC.

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

Units	Main Units?	Conv. Factor to Main	Company P1 Price	Active?	Mapped?
EA - Each	☒	1.00	\$204.00	☒	☒
> JU - Jug	☐	1.00	\$204.00	☒	☐
*	☐			☐	☐

There are 1 Jug per 1 Each.

NOTE: 'Conv factor to main' is expressed as the number of units in 1 main unit of product

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: 3101011 - PERIMETER II 3.4 L

Save Refresh Delete Prices/Taxes Exit

Product Units Inventory Notes Associated Products Blending Manufacturing Dangerous Goods Regulations

Invoice:

Loadout Ticket:

Popup Notes

RETURNS: Check sale invoice if FMC Instant Discount applies

Printed Notes

PCP #29212

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)

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

Edit Product: EXPRESSPRO - Express Pro Precision Pack (7.1g/ac)

Save Refresh Delete Prices/Taxes Exit

Product Units Inventory Notes Associated Products Blending Manufacturing Dangerous Goods Regulations

This product is active.

Product Code: EXPRESSPRO

Description: Express Pro Precision Pack (7.1g/ac)

Short Desc:

Product Type: 50CPROT-HERBICIDES (5075004)

UPC Code:

Default Project:

Manufacturer: F M C OF CANADA LTD

AgCollect

Inventory Item? ☒

Blendable? ☐

Manufactured? ☒

Dangerous Goods? ☐

Omit From Sales? ☐

Note: Manufacturer must be FMC.

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

Edit Product: EXPRESSPRO - Express Pro Precision Pack (7.1g/ac)

Save Refresh Delete Prices/Taxes Exit

Product Units Inventory Notes Associated Products Blending Manufacturing Dangerous Goods Regulations

Invoice:

Loadout Ticket:

Popup Notes

FMC PERIMETER II DISCOUNT MAY APPLY

Printed Notes

PCP #29212

PCP #29212

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

Product: FMC Instant Discount - FMCDiscout
Units: AC - Acre
Quantity: 1

Type: ☒ Invoice
☐ Work Order
☐ Loadout Ticket
☐ Blend
☐ Field Scout

☒ All Customers
☐ Only Customers with this Characteristic:

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

Product: 3101011 - PERIMETER II 3.4 L
Units: JU - Jug
Quantity: 1

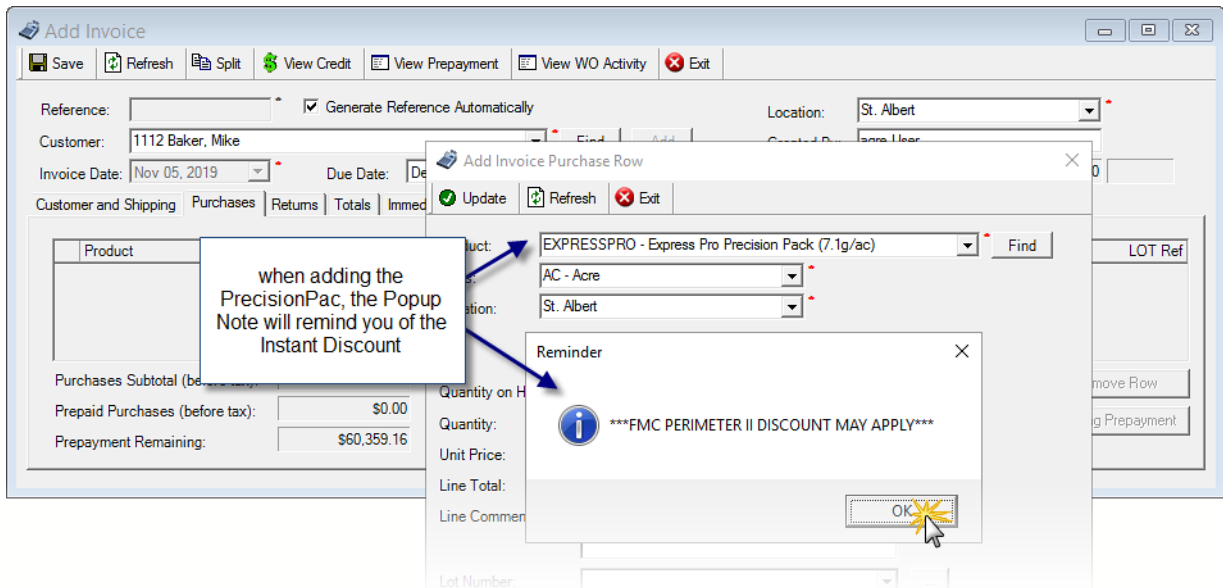
Type: ☒ Invoice
☐ Work Order
☐ Loadout Ticket
☐ Blend
☐ Inventory Receipt
☐ Location Transfer

☒ All Customers
☐ Only Customers with this Characteristic:

Setup the rest of the PrecisionPacs the same way.

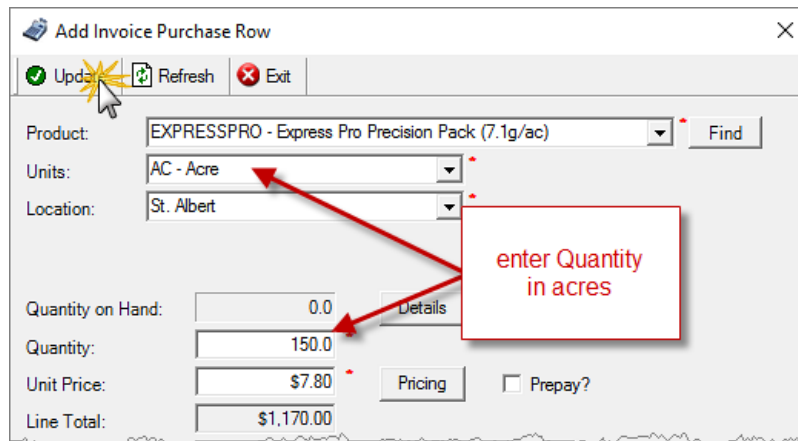
Sales of PrecisionPac + Perimeter II

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

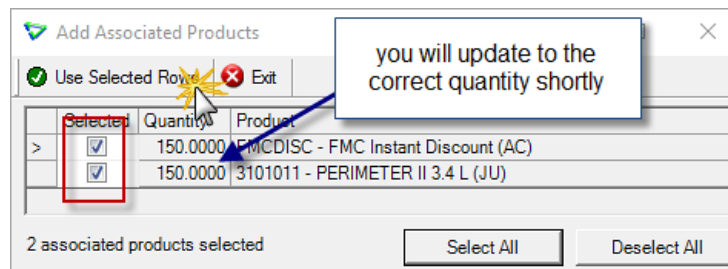


Accounts Receivable > Invoices > Purchases tab > Add > Add Product

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.

Customer and Shipping										Purchases (3)		Returns		Totals		Immediate Payment	
	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.

Product: 3101011 - PERIMETER II 3.4 L Find

Units: JU - Jug

Location: St. Albert

Quantity on Hand: 0.0

Quantity: 150.0

Unit Price: \$204.00 Pricing

Line Total: \$30,600.00

Prepay? ☒

update to Quantity grower is actually taking

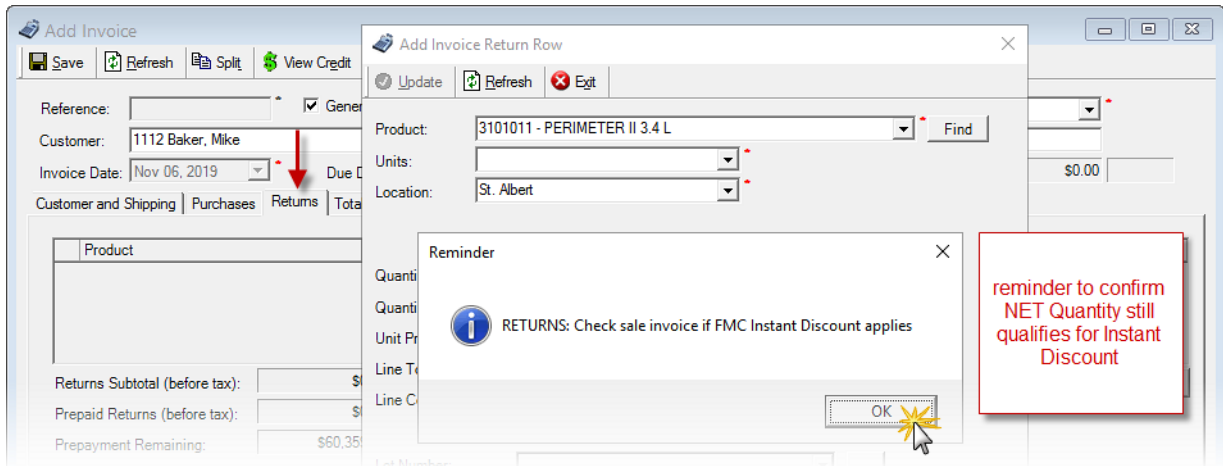
Edit Row

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

Returns of Perimeter II

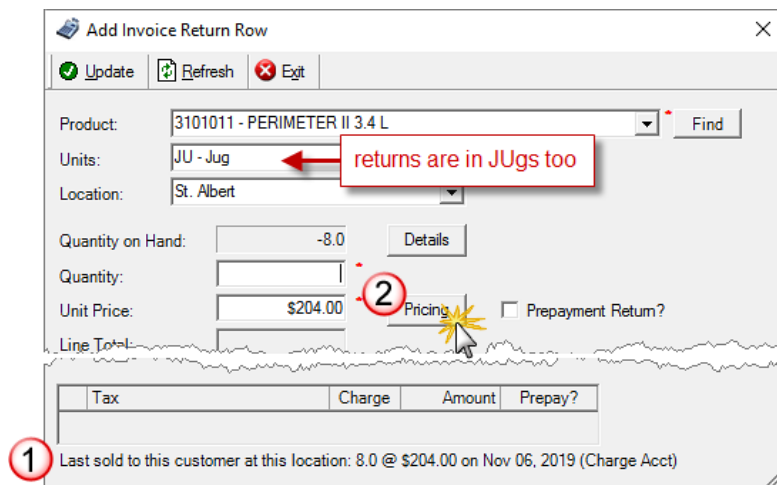
When returning Perimeter II you'll be reminded that the grower may have received an Instant Discount and you should check if that original purchase of PrecisionPac still qualifies for that discount.

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).

Pricing Info for PERIMETER II 3.4 L

Update Cost Details Calculator Exit

Product: PERIMETER II 3.4 L (per Jug)

Use This Price: \$204.00 Reset To Suggested Price

Suggested Price: \$204.00

Current Prices No Sale Prices Sales History (1)

Sales Date	Quantity	Unit Price	Prepaid	Blend	Location	Paid By
> Nov 06, 2019	8	\$204.00	☐	☐	St. Albert	Charge Acct

View Item Total Quantity: 8

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.

Reference: [] ☒ Generate Reference Automatically

Customer: 1112 Baker, Mike

Invoice Date: Nov 06, 2019 Due Date: []

Customer and Shipping | Purchases | Returns (1) | Totals

Product	Quantity	Unit Price	Line Total
3101011 - PERIMETER II 3.4 L (JU)	3.0	\$204.00	(\$612.00)

Returns Subtotal (before tax): (\$612.00)

Prepaid Returns (before tax): \$0.00

Prepayment Remaining: \$60,359.16

Product: FMCDISC - FMC Instant Discount

Units: AC - Acre

Location: St. Albert

Quantity: 150.0

Unit Price: (\$2.50)

Line Total: -\$375.00

Quantity = # of acres of PrecisionPac of original purchase

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.

Reference: [] ☒ Generate Reference Automatically

Customer: 1112 Baker, Mike

Invoice Date: Nov 06, 2019 Due Date: Dec 06, 2019

Customer and Shipping | Purchases | Returns (2) | Totals | Immediate Payment

Product	Quantity	Unit Price	Taxes	Line Total	Repay?	Location	LOT Ref
3101011 - PERIMETER II 3.4 L (JU)	3.0	\$204.00	\$0.00	(\$612.00)	☐	St. Albert	
> FMCDISC - FMC Instant Discount (AC)	150.0	(\$2.50)	\$0.00	\$375.00	☐	St. Albert	

Returns Subtotal (before tax): (\$237.00)

Prepaid Returns (before tax): \$0.00

Prepayment Remaining: \$60,359.16

negative value = \$\$ refunded

= Net Return

positive value = \$\$ deducted 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.