



# Formula Price

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Rules-based 'calculator' to determine cost-based pricing

1. Schedule
2. Type
3. Commodities
4. Factors and Weight

# Formula Price



Rules-based 'calculator' to determine cost-based pricing

## 1. Schedule

2. Type

3. Commodities

4. Factors and Weight

**Rule Information**

<b>Schedule:</b>	12 Day of the Month :: The 1st through the last day of every month
<b>Type:</b>	15th Day of the Month :: The 1st through the last day of every month
<b>Commodities:</b>	18th Day of the Month :: The 1st through the last day of every month 21st Day of the Month :: The 1st through the last day of every month 24th Day of the Month :: The 1st through the last day of every month 7th Day of the Month :: The 1st through the last day of every month Every Friday :: Effective the following Monday Every Monday :: Effective on Tuesday the same week Every Tuesday :: Effective on Wed the same week Every Thursday :: Effective the following Monday Every Wednesday :: Effective the following Monday Every Monday :: Effective same Monday Every Monday :: Effective the following Monday Every other Thursday :: Effective the following Monday

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1. Schedule

**2. Type**

3. Commodities

4. Factors and Weight

**Rule Information**

Schedule: 12 Day of the Month :: The 1st through the last day of every month

Type: **Prior Day Weighted Average**

Commodities: Previous Week Weighted Average (M-F)  
20 Day Weighted Average  
5 Day Moving Average  
10 Day Moving Average  
30 Day Moving Average  
4 day Moving Average  
3 Day Moving Average

[ continue ]



## Rules-based 'calculator' to determine cost-based pricing

1. Schedule

2. Type

**3. Commodities**

4. Factors and Weight

- Chicago Board of Trade
- Chicago Mercantile Exchange
- Coffee Sugar Cocoa Exchange
- Kansas City Board of Trade
- MidAmerica Commodity Exchange
- Minneapolis Grain Exchange
- New York Board of Trade
- New York Commodities Exchange
- Urner Barry Chicken, Turkey, Pork, Beef and Eggs
- USDA

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Rules-based 'calculator' to determine cost-based pricing

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## 4. Factors and Weight

**Commodity 1 of 2**  
Exchange: National Daily Pork Report - Negotiated Sales  
Commodity: pork ham

Please weight this commodity in relation to the others:

Compounded Calculations			Independent Calculations		
Component Description	Amount	UOM	Component Description	Amount	UOM
<input type="text"/>	<input type="text"/>	\$ ▾	<input type="text"/>	<input type="text"/>	\$ ▾
<input type="text"/>	<input type="text"/>	\$ ▾	<input type="text"/>	<input type="text"/>	\$ ▾
<input type="text"/>	<input type="text"/>	\$ ▾	<input type="text"/>	<input type="text"/>	\$ ▾
<input type="text"/>	<input type="text"/>	\$ ▾	<input type="text"/>	<input type="text"/>	\$ ▾

**Commodity 2 of 2**  
Exchange: National Daily Pork Report - Negotiated Sales  
Commodity: pork loin

Please weight this commodity in relation to the others:

Compounded Calculations			Independent Calculations		
Component Description	Amount	UOM	Component Description	Amount	UOM
<input type="text"/>	<input type="text"/>	\$ ▾	<input type="text"/>	<input type="text"/>	\$ ▾
<input type="text"/>	<input type="text"/>	\$ ▾	<input type="text"/>	<input type="text"/>	\$ ▾
<input type="text"/>	<input type="text"/>	\$ ▾	<input type="text"/>	<input type="text"/>	\$ ▾
<input type="text"/>	<input type="text"/>	\$ ▾	<input type="text"/>	<input type="text"/>	\$ ▾

**Modifications**

Compounded Calculations			Independent Calculations		
Component Description	Amount	UOM	Component Description	Amount	UOM
<input type="text"/>	<input type="text"/>	\$ ▾	<input type="text"/>	<input type="text"/>	\$ ▾
<input type="text"/>	<input type="text"/>	\$ ▾	<input type="text"/>	<input type="text"/>	\$ ▾
<input type="text"/>	<input type="text"/>	\$ ▾	<input type="text"/>	<input type="text"/>	\$ ▾
<input type="text"/>	<input type="text"/>	\$ ▾	<input type="text"/>	<input type="text"/>	\$ ▾

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2. Type
3. Commodities

## 4. Factors and Weight

**Formula Rule: PRG-1052656** [edit commodities] [edit commodity values] [close]

# Commodities: 1  
Schedule: 12 Day of the Month  
Type: Prior Day Weighted Average  
Price Date: 8/11/17  
Formula Price: \$74.89

LM\_PK602 :: pork ham

Start Price: \$68.33	Weight: %100.00	Final Price (Weighted): \$73.06
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Independent Calculations	
Overage	\$2.00
SG&A	\$0.68 (\$68.3300 * 1%)
Yield Loss	\$2.05 (\$68.3300 * 3%)
<b>Total \$</b>	<b>\$4.73</b>

**Modifications:**

Overages

Independent Calculations	
Fixed Labor	\$0.73 (\$73.0832 * 1%)
Variable Labor	\$1.10 (\$73.0832 * 1.5%)
<b>Total \$</b>	<b>\$1.83</b>



# Blended Rate








# Blended Rate



- Calculates 'effective rate' for trade
- Most companies managing via Excel today
- Common use cases are corporate earned income and shelter for US Foods, GFS, Reinhart, etc.
- User provides rates for [a] full list and [b] discounted volume
- Application calculates the blended rate
- User has the ability to edit that calculated value

# Blended Rate



 <input checked="" type="checkbox"/>	UPC Product #	Group #	Level Group	Description	<input type="checkbox"/>  [ edit ]				
					Blended Rate	Base	Disc	Calc	Adj
 <input checked="" type="checkbox"/>	10021000616005 00210006160000	N/A	Level 1/ Product		3.0000	0.0000	2.4274		% ▼
 <input checked="" type="checkbox"/>	10021000616425 00210006164200	N/A	Level 1/ Product		5.0000	1.0000	4.8951		% ▼
 <input checked="" type="checkbox"/>	10021000726704 00210007267000	N/A	Level 1/ Product		4.0000	1.0000	0.0000		% ▼

# Blended Rate



## PRG-1053516 BLENDED RATE CALCULATION

Search:  [\[ export \]](#)

Item	Description	Invoice Volume	Recapture Volume	Base Rate	Discount Rate	Adjustment Rate	Calculated Rate	Rate
00210006164200		1296.00	34.00	\$5.00	\$1.00	\$0.00	\$4.90	\$4.90
00210006160000		6565.00	1253.00	\$3.00	\$0.00	\$0.00	\$2.43	\$2.43
00210007267000		0.00	0.00	\$4.00	\$1.00	\$0.00	\$0.00	\$0.00

Showing 1 to 3 of 3 entries



Auto Pay

# Auto Pay Upgrades - Filters



## Auto Pay Search [\[hide\]](#)

Distributor: <a href="#">?</a>	<input type="text"/>	Vendor: <a href="#">?</a>	<input type="text"/>	Updated By: <a href="#">?</a>	<input type="text" value="▼"/>	Status: <a href="#">?</a>	<input type="text" value="Select options"/>
Program: <a href="#">?</a>	<input type="text"/>	Payable: <a href="#">?</a>	<input type="text"/>	Report: <a href="#">?</a>	<input type="text"/>	Created Date: <a href="#">?</a>	<input type="text" value="10/25/2015"/> — <input type="text" value="10/25/2017"/>
				<a href="#">[ search ]</a>	<a href="#">[ reset ]</a>	<a href="#">[ run reports ]</a> <a href="#">[ export data ]</a>	

# Auto Pay Upgrades - Exceptions



auto pay report





create manual

**create exception**

apply deviations

view deleted

## Enter Auto Pay Report information:

<b>Title</b>	<input type="text" value="Buying Groups Q1"/>
<b>Start Date</b>	<input type="text" value="01/01/2017"/>  
<b>End Date</b>	<input type="text" value="03/31/2017"/>  
<b>Select Programs</b>	<p><a href="#">Add Program(s)</a> Only Programs with at least one Auto Pay component will be available to import. A components claim mechanic (payment type) determines whether it is auto pay or not.</p> <div style="border: 2px solid black; padding: 5px;"><p>PRG-1000025 OTC_22_Forge_Auto Pay for Buying Groups with recap [ filter by distributors and/or invoices ] 0 distributors included [ filter by invoices only ] 0 invoices included</p></div>
<p>[ save ] [ cancel ]</p>	

# Auto Pay Upgrades - Pacing



[auto pay report](#) | [create manual](#) | [create exception](#) | [apply deviations](#) |

**Program Pacing**

Monthly Pacing

Open Pay Periods

Program ID:

50540

[\[ search \]](#)

[\[ export \]](#)

Program ID   Title   Start/End Date Range		
* Auto Pay Start Date	Auto Pay End Date	Amount
PRG-1050540   UniPro Street (Dry, Frozen, PPI) CY 2016 2017 Base   Jul 1, 2016 - Dec 31, 2017		
* Aug 1, 2017	Sep 30, 2017	\$11,064.41
* Jul 2, 2017	Aug 5, 2017	\$13,985.24
* Jun 4, 2017	Jul 1, 2017	\$11,926.23
* May 7, 2017	Jun 3, 2017	\$10,928.89
* Apr 2, 2017	May 6, 2017	\$15,350.73
* Mar 5, 2017	Apr 1, 2017	\$15,187.10
* Feb 5, 2017	Mar 4, 2017	\$11,528.10

# Auto Pay Upgrades – Monthly Summary



[auto pay report](#) | [create manual](#) | [create exception](#) | [apply deviations](#) | [view deleted](#)

Program Pacing

Monthly Pacing

Open Pay Periods

Select Month:

August 2017



[ search ]

[ export ]

Month	Net RFA	Net Approved (\$)	Recapture	Cases	Lbs	Programs
August 2017	\$0.00	\$2,947,784.68	\$30,693.19	6,283,945	107,388,877	239
July 2017	\$0.00	\$3,173,703.01	\$50,802.00	6,158,985	101,899,042	302
June 2017	\$0.00	\$2,620,465.80	\$67,191.68	4,945,024	85,710,372	283
May 2017	\$0.00	\$3,798,239.78	\$116,535.59	6,881,560	124,339,607	295
April 2017	\$0.00	\$3,381,324.65	\$73,862.96	11,989,789	115,897,299	312
March 2017	\$211,893.43	\$3,267,532.56	\$36,010.88	5,399,892	92,288,495	301
February 2017	\$183,855.94	\$3,732,315.28	\$113,552.12	6,086,040	103,874,655	298



# Auto Pay Upgrades – Open Periods



[auto pay report](#) | [create manual](#) | [create exception](#) | [apply deviations](#) |

Program Pacing

Monthly Pacing

Open Pay Periods

Select a year :  [ search ] [ export ]

Find program:

Program ID	Title	Start/End Date	Time Frame
<a href="#">PRG-1030919</a>	BEK Full Line Growth	Jan 3, 2016 - Dec 31, 2017	Jul 2 - Dec 30, 2017
<a href="#">PRG-1030920</a>	BEK Guarantee	Jan 3, 2016 - Dec 31, 2017	Aug 6 - Dec 30, 2017
<a href="#">PRG-1030921</a>	FSA Guarantee	Jan 1 - Dec 31, 2017	Aug 6 - Dec 30, 2017
<a href="#">PRG-1030925</a>	GFS Guarantee Nuts	Jan 3, 2016 - Dec 31, 2017	Aug 6 - Dec 30, 2017
<a href="#">PRG-1030928</a>	GFS Guarantee Cream Cheese	Jan 3, 2016 - Dec 31, 2017	Aug 6 - Dec 30, 2017
<a href="#">PRG-1030930</a>	FED Full Line Growth	Jan 3, 2016 - Dec 31, 2017	Jul 2 - Dec 30, 2017
<a href="#">PRG-1030931</a>	Golbon Full Line Growth	Jan 3, 2016 - Dec 31, 2017	Jul 2 - Dec 30, 2017



# Payment History

# Payment History - Pacing



Program #: PRG-1050095

RSP: Eve C McDermott

Delivery Period: 05/01/2016 - 12/31/2017

Title: BURGER KING ;

Approved Date: 06/25/2017

FILTER

[\[ export all product list to csv \]](#) [\[ view selected product detail \]](#)

<input type="checkbox"/>	Year	Month	Dollars	Cases	Pounds
<input type="checkbox"/>	2017	August	\$4,129.30	286	8,156
<input type="checkbox"/>	2017	July	\$5,419.27	413	11,768
<input type="checkbox"/>	2017	June	\$5,041.59	356	10,117
<input type="checkbox"/>	2017	May	\$7,107.34	521	14,783
<input type="checkbox"/>	2017	April	\$5,286.97	377	10,745
<input type="checkbox"/>	2017	March	\$6,496.61	447	12,734
<input type="checkbox"/>	2017	February	\$5,774.05	442	12,387
Total:			\$73,811.25	5,583	157,553

Showing 1 to 16 of 16 entries

[\[ billback records \]](#) [\[ research \]](#)

# Payment History - Exceptions



menu ▾ PRG-1 0095: **PRODUCT CLAIMED NOT ON PROGRAM**

Search:  [ export all to csv ] ◀ ▶

Product	Description	Dollars	Cases	Pounds
00130005100000		\$3.91	1	4
Total (All pages):		\$3.91	1	4

menu ▾ PRG-1 0095: **PRODUCT NOT BEING PURCHASED OR CLAIMED**

Search:  [ export all to csv ] ◀ ▶

Product	Description
00130005167000	

# Payment History - Exceptions



menu ▾ PRG-1 0095: PAYEES NOT PURCHASING OR CLAIMING

Search:  [ export ] ◀ ▶

Payee Type	Payee ID	Payee Name
All ▾		
Distributor	0200876985	MBM CORP - ORLANDO EXCHANGE
Distributor	0200400944	SYGMA - OREGON
Distributor	0200296485	SYGMA - SAN ANTONIO TX

# Payment History – Trade Summary



menu ▾ **PRG 050095: VOLUME / TRADE SPEND SUMMARY**

	Estimated	Actual	Forecasted	Variance
Cases	2,005 CS	5,583 CS	797 CS	4,375 CS
Dollars	\$102,092.00	\$70,622.54	\$11,331.04	(\$20,138.42)

### VOLUME DETAILS

Search:  [\[ export volume details to csv \]](#) ⏪ ⏩

Product	Description	Original estimated (CS) (610 days)	Actual (CS)	Forecasted to go (CS) (67 days)	Variance (CS)
00130005155000		931	4,055	581	3,705
00130005001000		334	1,060	149	875
00130005167000		264	0	0	- 264

# Payment History – Accrual Data



menu ▾

PRG-1031306: ACCRUAL DATA

Search:

[\[ view selected products detail \]](#)

[\[ export \]](#)

<input type="checkbox"/>	Distributor	Distributor Name	Cases	Amount	Deduction Account	Payment Account	Component ID	Component
					All ▾	All ▾	All ▾	All ▾
<input type="checkbox"/>	0200200678	VISTAR CAROLINA	165,495	\$19,782.79	35320101	82620106	TVFSS	Guarantee (w/out recapture)
<input type="checkbox"/>	0200092682	VISTAR FLORIDA	148,758	\$17,314.84	35320101	82620106	TVFSS	Guarantee (w/out recapture)
<input type="checkbox"/>	0200056479	VISTAR GEORGIA	221,692	\$25,620.77	35320101	82620106	TVFSS	Guarantee (w/out recapture)
<input type="checkbox"/>	0200055164	VISTAR HOUSTON	110,050	\$13,128.52	35320101	82620106	TVFSS	Guarantee (w/out recapture)
<input type="checkbox"/>	0200034020	VISTAR ILLINOIS	439,218	\$60,756.54	35320101	82620106	TVFSS	Guarantee (w/out recapture)
<input type="checkbox"/>	0200095060	VISTAR KANSAS CITY	99,262	\$11,989.85	35320101	82620106	TVFSS	Guarantee (w/out recapture)
<input type="checkbox"/>	0200086411	VISTAR KENTUCKY	94,146	\$10,732.26	35320101	82620106	TVFSS	Guarantee (w/out recapture)