

2014

# Price Updates for Stems and Floral Supplies

Stop coming in at 5 AM to get  
price lists ready for your sales people

To update pricing we have two different methods  
depending on your operation

## **Stem Pricing**

If you are using **our inventory control and are tracking incoming stems**, receiving a **PO Receiver** will update all pricing.

If you are not tracking incoming stems then we use an **Excel Spreadsheet** and **our auto price update software**.

## **Floral Supply Pricing**

Assuming that you are tracking your supply inventory with ProTrac for both incoming and outgoing inventory, you would use our **Electronic Price Update program**. It takes a **Vendors Excel Pricing File** and updates your supply pricing electronically.

If a vendor sends a product with a different price on their Vendor invoice - if you accept the price, then the **PO Receiving Process** will also update your pricing.

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# Price Updates for Stems and Floral Supplies

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Using ProTrac to Electronically update your Stem prices for all of your Sales People

	A	B	C	D	E	F	
1	Product Line	Item Number	Retail	Cost	Price A	Price B	Pric
2	CUT	ACACMIMO	6.42	3.85	6.42	6.53	
3	CUT	AGAP	0.78	0.47	0.78	0.8	
4	CUT	ALLI	12.92	7.75	12.92	13.14	
5	CUT	Allium Mt Everest	1.55	0.93	1.55	1.58	
6	CUT	Allium Sphaerocephala	0.58	0.35	0.58	0.59	
7	CUT	ALST	3.92	2.35	3.92	3.98	
8	CUT	ALSTROE	3.92	2.35	3.92	3.98	
9	CUT	AMARA	7.52	4.51	7.52	7.64	
10	CUT	AMARY	7.58	4.55	7.58	7.71	
11	CUT	ANEM					
12	CUT	Anemone Marianne					
13	CUT	ANTH					
14	CUT	ANTHURIUM					
15	CUT	ARTI					
16	CUT	ASTECOLL					
17	CUT	ASTI					
18	CUT	Astilbe Fanal Red					
19	CUT	Astilbe Washington					
20	CUT	ATRIDOC	6.78	4.07	6.78	6.9	
21	CUT	BANKPRO	6.43	3.86	6.43	6.54	
22	CUT	BAY	1.38	0.83	1.38	1.41	
23	CUT	BEAUASTBE	1.33	0.8	1.33	1.36	
24	CUT	BELLS OF IRELAND	7.08	4.25	7.08	7.2	

**This Excel Stem File is uploaded from ProTrac into Excel to update pricing**

There are 179 stems on this upload.

**STEM PRICE UPDATES, WHEN NOT TRACKING INCOMING STEMS**

Updating Stem Prices and copying price sheets for your sales people is a daily task that can take an hour or more when done by hand.

Using the ProTrac Price Upload Program you can upload a Stem Product Line with costs and selling prices directly into an EXCEL Document

Changing the cost of just those stems whose COST has Changes takes 10 – 15 minutes

It is normally done 3 times a week

1. Run a ProTrac Inventory report for all of your stems
2. Upload to an Excel Document
3. Change the COST of those stems who's COST has Changed
4. Using ProTrac's Electronic Pricing Program Upload this Excel Stem Report into ProTrac
5. Tell ProTrac to update all prices (takes 2 seconds)

No more price sheets to create and distribute

All of the sales people will have an electronic price in ProTrac for all stems and for all Floral Supplies

No one was paid overtime to come in early to get the pricing sheets ready

## Using ProTrac's Electronic Pricing Program to Auto Update Floral Supply Prices

	A	B	C	D	E
1	P/L	Item Number	Desc	List	StdCst
2	SYN	8023 GUEST REGISTER C03	8023 GUEST REGISTER	85.21	37.87
3	SYN	AQ 7065 HO PR C10	AQUAHOLD PRO 1 GAL	33.86	15.05
4	SYN	AQUA 51 AQ PI BU C03	AQUA PICK 2 1/2 BULK (1000)"	77.1	34.265
5	SYN	AQUA 51 AQ PI C03	AQUA PICK 2 1/2 PACK (100)"	10.95	4.865
6	SYN	AQUA 53 AQ TU BU C03	AQUA TUBE 4 BULK (500)"	60.13	26.726
7	SYN	AQUA 53 AQ TU C03	AQUA TUBE 4 (100)"	14.1	6.265
8	SYN	AQUA 54 AQ TU BU C03	AQUA TUBE 4 (100)"	88.04	39.13
9	SYN	AQUA 54 AQ TU C03	AQUA TUBE 4 (100)"	10.95	4.865
10	SYN	AQUA 55 97 AQ PI BU C03	AQUA TUBE 4 (100)"	85.21	37.87
11	SYN	AQUA 55 99 AQ PI BU C03	AQUA TUBE 4 (100)"	75.99	33.775
12	SYN	AQUA 55 AQ WA PI C03	AQUA TUBE 4 (100)"	13.39	5.95
13	SYN	AQUA 57 AQ WA PI BU C03	AQUA TUBE 4 (100)"	59.77	26.565
14	SYN	AQUA 57 AQ WA PI C03	AQUA TUBE 4 (100)"	12.52	5.565
15	SYN	AQUA 7051 AQ PU C10	AQUAPLUS PUMP	7.09	3.15
16	SYN	AQUA FO RI OA 6033 C06	11 AQUAFOAM DESIGNER RING"	20.4	9.065
17	SYN	BASK 8015 BA SA GI C06	SATIN FLOWERGIRL BASKET WHITE	25.59	11.375
18	SYN	BOUQ 271 BO PL C11	BOUQUET BOX LARGE 271	1.5	0.665
19	SYN	BOUQ 273 BO PL C11	BOUQUET BOX EXTRA LARGE 273	4.73	2.1
20	SYN	BOUQ 8012 BO HO C06	BOUQUET COZY	10.95	4.865
21	SYN	BOUQ 867 HO C02	BOUQUET HOLDER, STANDARD	10.95	4.865
22	SYN	BOUT 261 BO PL C11	BOUT BOX 261 5X4X3 (200)	1.18	0.525
23	SYN	ROSE 4967 BO GL C14	ROSE BOWL 5 1/4",",SYN"	5.12	2.275
24	SYN		ROSE BOWL 5 1/4",",SYN"	5.12	2.275
25	SYN		ROSE BOWL 5 1/4",",SYN"	3.07	1.365
26	SYN		BOWL 8",",SYN"	5.51	2.45
27	SYN	BOWL 4967 BO GL C14	ROSE BOWL 5 1/4",",SYN"	3.54	1.575

**Syndicate has sent you their electronic Price update file in an Excel Program**

ProTrac has 25 Alpha Numeric characters in our Item Number field

ProTrac has 180 characters in the Description fields

This Excel Document will have upwards of 25 columns. ProTrac only needs 5 of the columns to update all of Syndicate's Pricing. You would take the five columns and using ProTrac's Electronic Price Program update 1000's of items in their catalog in seconds.

ProTrac has a **Stock** and a **Non-Stock field**. You would bring in all of the items in the Syndicate catalog. Now you have the pricing for every item in their catalog. The product can be auto priced by ProTrac without going to the catalog or to the Syndicate Web Site for the correct pricing

This makes it faster to update pricing and to sell both stock and non-stock products.

We can cover price updates in the inventory section of our ProTrac Webinar

## Floral Supply Inventory Pricing Record

In our demonstration of ProTrac we will show you how ProTrac arrives at the price for each of 11 price levels

**This is just the surface of ProTrac pricing.**

**We can price a single item for an individual customer.**

**We can price all of Syndicate for a single customer.**

**We can price a class of product from Syndicate for a single customer.**

**Floral Supply Inventory Record**  
**11 prices including list, Florist Price A - B - C Bucket Truck, Retail and Branches**  
 You can rename any of these price levels to meet your needs.

**ProTrac also offers**  
 Std Cost- Current Cost  
 Average Cost-Last Cost and Freight Cost

P/L-Item#: SYN 1750 C1	Resv AO: 0	QAVL: 10	QOH: 10
Desc: CLASSIC CRYSTAL VASE 10"	AO BO: 0	Resv: 0	OnOrd: 0
Crystal Color	OnOrd AO: 0	CBO: 0	VBO: 0
Prc Chg Date: 09/24/2013 By: MDC	CoreQty: 0	DefQty: 0	
Inv Import Dt: 06/14/2010 By: MDC	ConvFact: 1	Promo Pr	
Spec Ord Dep: 0.00	Price Per: 1	Promo Act	
Hand Chg: 0.00	Stocked: Yes	Std Pk	
Ex Auto Prc: No	Active: Yes		
List: 37.75	RETAIL: 27.96	Std Cst: 25.1650	
JOB: 37.75	SPECIAL: 28.54	Current Cost: 28.5406	
FLR PR A: 38.72	BRANCH: 38.72	Avg Cst: 25.9460	
FLR PR B: 39.32	BRANCH 2: 38.13	Last Cst: 28.5935	
FLR PR C: 39.32	LVL 3A: 37.56	Freight Cost: 0.4500	
TRUCK: 29.61	CoreSell: 0.00	CoreCost: 0.00	

## A Stem's Inventory Pricing Record

You have all of these pricing options and if you give permission to your sales people, they can negotiate on the phone with your customer.

We also have a quantity based pricing option that is calculated for all customers or for a single customer.

**Stand Pack Cost:**  
 StdCst: 31.75  
 CurrCst: 36.03  
 AvgCst: 32.75  
 LastCst: 34.75  
 Frgt Cst: 3.00

**This is the same record for a stem - It does have a Std Pack of a Bunch and if so designated ProTrac Adds this Standard Pack Cost to the record.**  
**ProTrac also has Promotional Pricing, Customer Based Pricing by stem, Qty based pricing by stem and by customer by stem**

P/L-Item#: RS ROSE GARDEN STYLE	Resv AO: 0	QAVL: 0	QOH: 0
Desc: ROSE GARDEN STYLE	AO BO: 0	Resv: 0	OnOrd: 0
	OnOrd AO: 0	CBO: 0	VBO: 0
Prc Chg Date: 09/25/2013 By: MDC	CoreQty: 0	DefQty: 0	
Inv Import Dt: By:	ConvFact: 1	Promo Price: 0.00	
Spec Ord Dep: 0.00	Price Per: 1	Promo Active: No	Type:
Hand Chg: 0.00	Stocked: Yes	Std Pack: BU	Std Pk Qty: 25
Ex Auto Prc: No	Active: Yes		
List: 2.54	RETAIL: 2.49	Std Cst: 1.2700	
JOB: 1.91	SPECIAL: 2.46	Current Cost: 1.4410	
FLR PR A: 2.35	BRANCH: 2.46	Avg Cst: 1.3100	
FLR PR B: 2.35	BRANCH 2: 2.46	Last Cst: 1.3900	
FLR PR C: 2.36	LVL 3A: 2.41	Freight Cost: 0.1200	
TRUCK: 1.49	CoreSell: 0.00	CoreCost: 0.00	

*Mel Carney*