

Standard Operating Procedure

Provisions – How to Read Customer Pricing

Customers that are NOT on a contract

When your cursor is in the PRICE field, you will see the message on the bottom of the screen

LIST PRICE FOR THIS ITEM. Enter desired GP % and hit <F3> to calculate the price.

This means the customer does not have any special pricing structure and can be changed.

The screenshot displays a software interface for customer pricing. At the top, there are fields for Sales Order (100122), Customer (11111), and Type (N). Below these are tabs for 1. Name and Address, 2. Header, 3. Lines, 4. Instructions, and 5. Totals. The 3. Lines tab is active, showing a table with columns: Line, Item Number, Description, Quantity, U/M, Price/Cost, Extension, and G/P%. The first line item is BEEF GROUND 5# AA, with a Price of 4.50. To the right of the table, there are fields for Market Cost (3.8766), Market GP% (20.07%), and Line Totals (Extension: 48.50). At the bottom of the screen, a yellow message box reads: "List price for this item. Enter desired GP% and hit <F3> to calculate price."

In the order guide the same message will appear when you are in the PRICE field.

The screenshot displays a software interface for customer pricing. At the top, there are fields for Item (172110), Quantity (0.0000), U/M (CS), Price (22.8900), Dept (D), and Brand. Below these are fields for Item Description (BEEF RIBEYE STK BI DA SPEC CH CRK CT-C), Cost (18.3148), and Remark. At the bottom of the screen, a yellow message box reads: "List price for this item. Enter desired GP% and hit <F3> to calculate price." The user information at the bottom right is: User: ABUT (T_490;68528) 0001/DOLE.

Customers that ARE on a contract

When your cursor is in the PRICE field you will see the message at the bottom of your screen

SOURCE : PRICE CLASS/ ITEM PRICE : XX

This means your pricing is pulling from a source, or a contract and should not be changed unless you are advised to.

Sales Order: 100051 Type: N Sales: 719.04

Customer: 15140 BOSTON MEDICAL MENINO

1. Name and Address	2. Header	3. Lines	4. Instructions	5. Totals																								
Item Number: 501334			Price: 8.56	Market Cost: 7.0072																								
Description 1: BEEF GROUND PATTY 6Z NEFF AA				Market GP%: 18.14 %																								
Description 2:																												
# of Pieces: Qty. Order: 8.00 U/M: CS			— Discounts —	— Line Totals —																								
On Hand: 10.00 Avail: 2.00			Base: .00	Extension: 719.04																								
Location: 010716A03 Weight: 10.5000 Dept: C		Size:	Addl 1: .00																									
Brand: NEFF Gross Weight: 0.0000			Addl 2: .00																									
C.O.O.L. Compliance				Options																								
Harvested: USA		Contract:																										
<table border="1"><thead><tr><th>Line</th><th>Item Number</th><th>Description</th><th>Quantity</th><th>U/M</th><th>Price/Cost</th><th>Extension</th><th>G/P%</th></tr></thead><tbody><tr><td>001.00</td><td>501334</td><td>BEEF GROUND PATTY 6Z NEFF</td><td>8.00</td><td>CS</td><td>8.56 LB</td><td>719.04</td><td></td></tr><tr><td colspan="3"></td><td colspan="5">@ 10.50 LB</td></tr></tbody></table>					Line	Item Number	Description	Quantity	U/M	Price/Cost	Extension	G/P%	001.00	501334	BEEF GROUND PATTY 6Z NEFF	8.00	CS	8.56 LB	719.04					@ 10.50 LB				
Line	Item Number	Description	Quantity	U/M	Price/Cost	Extension	G/P%																					
001.00	501334	BEEF GROUND PATTY 6Z NEFF	8.00	CS	8.56 LB	719.04																						
			@ 10.50 LB																									

Source: Price Class/Item Price: C1

Sales Order: 100047

Type: N

Customer: 40780 RITZ CARLTON HOTEL CO.BILLING

1. Name and Address

2. Header

3. Lines

4. Instructions

5. Totals

Item Number: CS8B13608TP Rem

Description 1: BEEF GROUND BISTRO PATTY 8Z AA

Description 2: CHEFS SIGNATURE BB 136

of Pieces: Qty. Order: 6.00 U/M: CS

On Hand: 2.00 Avail: 2.00- Loc Res

Location: 010716B09 Weight: 10.0000 Dept: C

Brand: CSA Gross Weight: 0.0000

Prices Price: 4.85 Market Cost: 4.1266

Market GP%: 14.92 %

Base: .00 Extension: 291.00

Add 1: .00

Add 2: .00

Options

View Lots Weight/Lot Sub

Harvested:USA

Contract:

Line	Item Number	Description	Quantity	U/M	Price/Cost	Extension	G/P%
001.00	CS8B13608TP	BEEF GROUND BISTRO PATTY 8Z	6.00	CS	4.85 LB	291.00	
		CHEFS SIGNATURE BB 136	10.00	LB			
002.00	011850CS	PORK BUTT BLS BEELER CS	1.00	BG	3.94 LB	63.81	
		ABF BEELER 406A *R	16.20	LB			
003.00	UGH1190B04	BEEF TNDRLIN STK BP 4Z UGBBRZ	24.00	EA	21.19 LB	127.14	
		BRZ 1190B	.25	LB			
004.00	110281	BEEF SIRLOIN TIP BOURBON-2023	1.00	CS	9.33 LB	93.95	
		D&B MARINATED FRZ 10# *R	10.07	LB			

Source: Price Class/Item Price: 70