

TOOL USER GUIDE



PRODUCTION MODEL



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OVERVIEW

This helpful tool forms part of our Trading and Planning module and allows you to manage costs, measure profitability based on real figures and improve production planning.

FEATURES INCLUDE:

- Build in-depth production plans including aspects such as costing scenarios, product confirmations, dispatch orders, intake data and product/financial reconciliations, storing all the information together on the system.
- Easily view your next steps as each step within the production model process is highlighted enabling you to keep on top of all necessary actions
- Import your product prices and use them in your product confirmations as part of your production model.
- Import your cost prices and input these into your costing scenarios as part of your production model to understand return on investment.

PREPARATION STATEMENT – CORRECT FUNCTIONING OF THE PRODUCTION MODEL

Please beware that the following System Tools must be populated correctly in order to allow the Production Model to function correctly within Foodsconnected.

Supplier / Customer Manger: Reference Training Manual ...

Company Product File: Reference Training Manual ...

Yield Tree: Reference Training Manual ...

Price File: Reference Training Manual ...

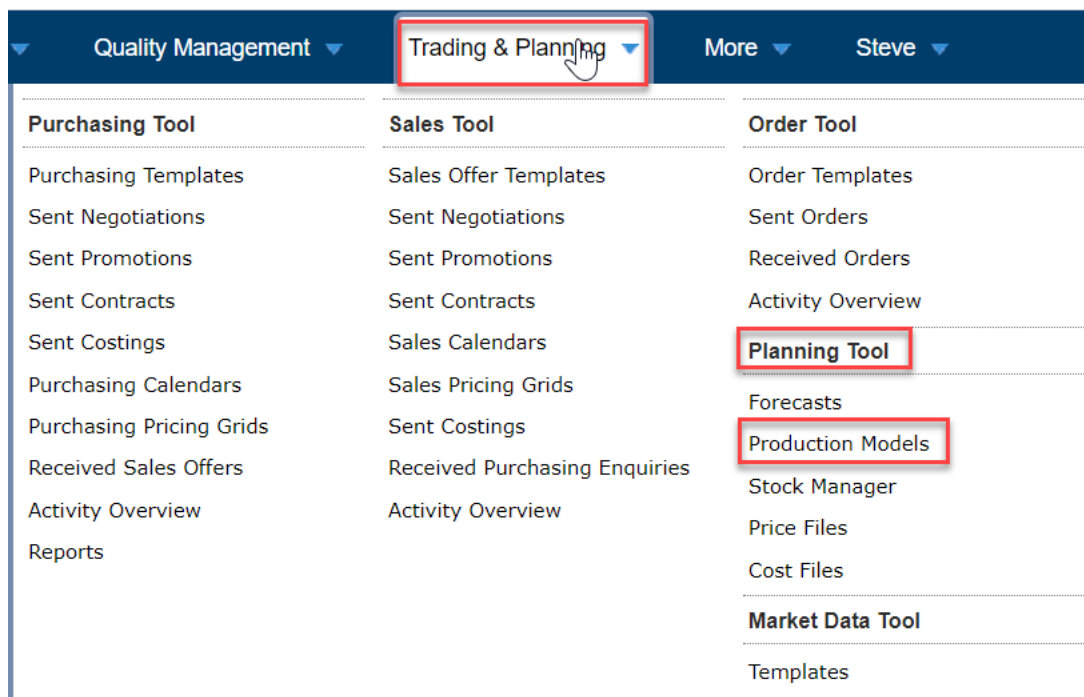
Cost File: Reference Training Manual ...

1. SETUP PRODUCTION MODEL TEMPLATE

1.1 ACCESSING THE PRODUCTION MODEL

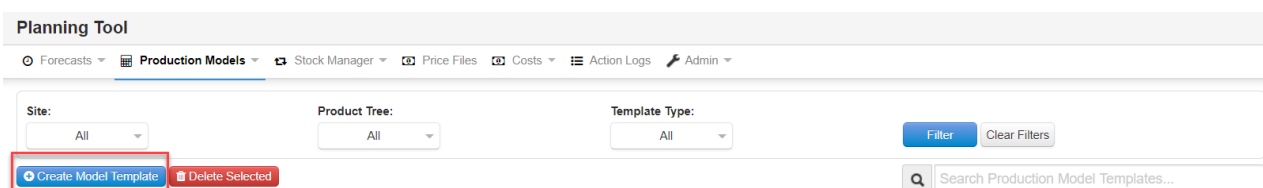
This section outlines how to build a Production Model within the Trading & Planning tool, giving an in-depth understanding of the functionality available.

Step 1: Sign in and go to *Trading & Planning > Planning Tool > Production Models*



1.2 CREATE A NEW PRODUCTION MODEL

Step 1: Click on *Create Model Template*



1.3 PRODUCTION MODEL TEMPLATE – PRODUCT AND TEMPLATE INFORMATION

Template Details

Site	Demo Co (Group) ▼
Product Category	Meat & Poultry ▼
Supplier	Internal ▼
Product Tree	Car 605 - Beef Carcass Steer/Heifer R4L 325kg - 299 ▼
Template Name	Demo Co. Beef Production Model
Stock Ref	1234
Prices Enabled	<input checked="" type="checkbox"/> Yes

Site: Company Site who will be raising the Production Model

Product Category: Determines the category in which the model is being built to service

Supplier: Can be *Internal* which is relevant if the user is raising a Model for their own Factory or, can be created and shared to an *External Supplier*

Product Tree: Default *Yield tree* create for production.

Note: For Yield Tree Information please refer to guide:

Template Name: Default Production Model *Title*

Template Type:

Production Plan - External Customer Production


Sales Plan – used internal to project performance

Side Costing – Internal financial costing option to generate prices to breakeven

Stock Ref: Internal Company Reference

Prices Enabled: Yes – Allows Price File to Link to Production Model

Template Details

Currency	GBP - British Pound ▼	
Margin	0 %	After Costs ▼
Dispatch Orders Enabled	<input type="checkbox"/> No	
Summary Enabled	<input type="checkbox"/> No	
Service Orders Enabled	<input type="checkbox"/> No	
 Scenarios		
Scenario Enabled	<input checked="" type="checkbox"/> Yes	
Scenario Unit Type	Kg ▼	
Scenario Sub Costs	Percentage % ▼	
Scenario Selection	Sender to confirm scenario ▼	

Currency: How any financial figures are to be presented

Margin: Option to determine if you want to view how your financial summary looks against a margin. Can be apply before or after costs

Dispatch Orders Enabled: Yes – Allows Dispatch orders to be generated from the production plan

Summary Enabled: Yes – Allows for Production & Cost summary to be generated after

Service Orders Enabled: Yes – If you are using the Production Model to generate a plan for a supplier whom you pay for the deboning service, you can have a Purchase order raised based on the output volumes and Costs to pay for that service.

Scenario Enabled: Yes – Allows % allocation to different Yield tree recoveries

Scenario Unit Type: Unit Type used for determining Default Production Scenario

Scenario Sub Costs: Determines the unit format for allocating volume to the plan

Scenario Selection: Nominates party responsible for confirming production plan

Template Details

Product Confirmations - Options

Primary Yield	<input checked="" type="checkbox"/> Yes
Yielded Price 	<input checked="" type="checkbox"/> Yes
Priority	<input checked="" type="checkbox"/> Yes
Product Comment	<input checked="" type="checkbox"/> Yes
Product Cost	<input checked="" type="checkbox"/> Yes
Product Value 	<input checked="" type="checkbox"/> Yes
Supplier Sell 	<input checked="" type="checkbox"/> Yes
Estimated Units	<input checked="" type="checkbox"/> Yes
Estimated Units	<input data-bbox="566 1019 976 1064" type="text" value="On - Secondary Unit (UOM Conv"/>
Financial Controls	<input type="checkbox"/> No

Primary Yield: Yes – Presents the expected Yield figure from the Yield tree selected

Yielded Price: Yes – generated the value of the product as a primary drop using the values of the offcuts and yield

Priority: Yes - Allows user to communicate production priority by product

Product Comment: Yes - Allows user to communicate specific commentary by product

Product Cost: Yes – Shows any additional cost outlined in the Cost File as a Total Figure







Product Value: Yes – Shows total Value by product by multiplying Price x Expected Volume

Supplier Sell: Yes – Allows you select the product as something you cannot take therefore the supplier must sell

Estimated Units: Based on Product File Setting: Provides secondary units i.e. Crates, Cartons

Financial Controls: No – This is the function which allows the Side costing information to be generated. For Financial pricing ONLY

Template Details

 Forecasts	
Forecast Visibility	Visible for Sender 
Forecast Shared	<input checked="" type="checkbox"/> Yes
 Reconciliation	
Reconciliation Enabled	<input checked="" type="checkbox"/> Yes
Reconcile Pieces	<input checked="" type="checkbox"/> Yes
Reconcile Container Units	<input checked="" type="checkbox"/> Yes
Intake Data Method	Upload Intake Data 
Comments Enabled	<input checked="" type="checkbox"/> Yes
 Emails	
Confirmation PDF Attachment 	<input checked="" type="checkbox"/> Yes

Forecast Visibility: Allow the Forecast figures to be visible when creating the Model

Forecast Shared: Allow the Forecast figures to be shared with a Supplier

Reconciliation Enabled: Enables Production Reconciliation for Suppliers

Reconcile Pieces: Yes – Requirement for Suppliers to report production pieces recovered by product (determined on Product Code Setup, Important for Yield Measurement)

Reconcile Container Units: System generates Secondary units based on Product Code Setup

Intake Data Method:

Link to Order – Requires supplier to upload intake file AND link to purchase order for livestock

Intake File – Requires supplier to upload intake file only

Manual – Requires supplier to enter number of head, kg and cost of process

Comments Enabled: Enables sender & supplier commentary on Production Reconciliation

Confirmation PDF Attachment: Yes – Enables a PDF of the Plan to be shared with the

Customer / Supplier

Supplier Info

Default Supplier Contact	No Default User
Supplier can view Financial/Prices	<input type="checkbox"/> No
Default Product/Cost Price Files	
Default Product Price File	No Price File
Lock Product Price File Prices ⓘ	<input checked="" type="checkbox"/> Yes
Default Cost Price File	No Costing File

Cancel Save

Default Supplier Contact: Determines Default Supplier (receiver of production plan/model)

Supplier can view Financial/Prices: Enables supplier to view Cost/Service Charges summary

Default Product Price file: Default Price File (Sender's cost by product)

Lock Product Price File Prices: Locks the prices within the Model meaning they cannot be changed

Default Cost Price File: Default Cost File (Supplier's Service Charges)

Step 1: Click on **Save** to confirm the fields you have selected

1.4 PRODUCTION MODEL TEMPLATE – COSTS & CREDITS

Step 3: Costs & Credits

Livestock Costs	Use	Private	Other Costs	Use	Private	Credits	Use	Private
Beef Carcass Steer/Heifer R4L Cost - 325kg	<input type="checkbox"/> No	<input type="checkbox"/> No	Pork Carcass Slaughter Charges	<input type="checkbox"/> No	<input type="checkbox"/> No	Credit - Offal rebate	<input type="checkbox"/> No	<input type="checkbox"/> No
Pork Carcass Cost - 68kg cw	<input type="checkbox"/> No	<input type="checkbox"/> No	Beef Carcass Slaughter Fee (£/kg)	<input type="checkbox"/> No	<input type="checkbox"/> No	Credit - Hides	<input type="checkbox"/> No	<input type="checkbox"/> No
Lamb Carcass Cost - 22.4kg cw	<input type="checkbox"/> No	<input type="checkbox"/> No	Deboning & Packaging fee (Per kg)	<input type="checkbox"/> No	<input type="checkbox"/> No			
Chicken Carcass Cost	<input type="checkbox"/> No	<input type="checkbox"/> No	Service Fee (Per kg)	<input type="checkbox"/> No	<input type="checkbox"/> No			
			Admin & Finance Fee (Per kg)	<input type="checkbox"/> No	<input type="checkbox"/> No			
			Packaging Fee (Per kg)	<input type="checkbox"/> No	<input type="checkbox"/> No			

Livestock Costs: Refers the price paid for the animal being de boned. Livestock Costs should be switched on if measuring margin against **processing costs & revenue**

Other Costs: Refers to additional costs to the site for processing the animals. If you are Paying for the deboning as a Service, the costs selected as **YES** will flow through to a **Service Order**

Note: To understand where the Costs and Credits pull from please refer to Point 2 in the Cost File training Guide

1.5 PRODUCTION MODEL TEMPLATE – SETUP PRODUCTION SCENARIO

Step 1: Select *Add New Scenario*

Step 1: Template Information
Update Template Information

Site
Group
Company Ref
FC12345

Step 2: Product Information
See Product Yield Tree

Product Category
Meat & Poultry
Primary Yield Tree
Car 605 - Beef Carcass Steer/Heifer R4L 325kg - 200kg cw Carcass

Step 3: Costs & Credits

Livestock Costs
Use
Private

Beef Carcass Steer/Heifer R4L Cost - 325kg
☒ Yes
☐ No

Pork Carcass Cost - 68kg cw
☐ No
☐ No

Lamb Carcass Cost - 22.4kg cw
☐ No
☐ No

Chicken Carcass Cost
☐ No
☐ No

Other Costs
Use
Private

Pork Carcass Slaughter Charges
☐ No
☐ No

Beef Carcass Slaughter Fee (£/kg)
☒ Yes
☐ No

Deboning & Packaging fee (Per kg)
☒ Yes
☐ No

Service Fee (Per kg)
☐ No
☐ No

Admin & Finance Fee (Per kg)
☐ No
☐ No

Packaging Fee (Per kg)
☐ No
☐ No

Credits
Use
Private

Credit - Offal rebate
☒ Yes
☐ No

Credit - Hides
☒ Yes
☐ No

Step 4: Scenarios

Add New Scenario

200 Units
200: Car 605 - Beef Carcass Steer/Heifer R4L 325kg - 200kg cw Carcass (Hot Weight: 325.0000 Cold Weight: 315.0000)

Step 2: Locate the yield tree code and description you want to de bone against

Step 3: In the *Units* column enter the total number of animals you wish to de bone

Step 4: Populate the average *Hot* and *Cold* weight of these animals

Add Costing Scenario

Tree	Units	Weights (Kg) ⓘ	
Car 605 - Beef Carcass Steer/Heifer R4L 325kg - 299kg ow Carcass	<input type="text"/>	Hot <input type="text"/>	Cold <input type="text"/>
0001 - Stier (Young Bull) - European Young Bull 480kg+	<input type="text"/>	Hot <input type="text"/>	Cold <input type="text"/>
Car 603 - Lamb Carcass - 22.4kg ow Carcass	<input type="text"/>	Hot <input type="text"/>	Cold <input type="text"/>

Step 5: Select *Add* to confirm the scenario

2. GENERATING PRODUCTION MODEL

Step 1: Sign in and go to *Trading & Planning > Planning Tool > Production Models*

Quality Management ▼	Trading & Planning ▼	More ▼	Steve ▼
Purchasing Tool	Sales Tool	Order Tool	
Purchasing Templates	Sales Offer Templates	Order Templates	
Sent Negotiations	Sent Negotiations	Sent Orders	
Sent Promotions	Sent Promotions	Received Orders	
Sent Contracts	Sent Contracts	Activity Overview	
Sent Costings	Sales Calendars	Planning Tool	
Purchasing Calendars	Sales Pricing Grids	Forecasts	
Purchasing Pricing Grids	Sent Costings	Production Models	
Received Sales Offers	Received Purchasing Enquiries	Stock Manager	
Activity Overview	Activity Overview	Price Files	
Reports		Cost Files	
		Market Data Tool	
		Templates	

















Step 2: Select the model in which you want to raise by clicking on the blue *Generate* icon

Planning Tool

Forecasts ▾ Production Models ▾ Stock Manager ▾ Price Files ▾ Costs ▾ Action Logs ▾ Admin ▾

Site: Product Tree: Template Type: [Filter](#) [Clear Filters](#)

[Create Model Template](#) [Delete Selected](#)


<input type="checkbox"/>	Site	Template Type	Model Name	Default Tree		Generate	Edit
<input type="checkbox"/>	Group	N/A	Beef Cost Model Demo	Car 606 - Beef Carcass Standard - Beef Cost Model Demo	View Models		
<input type="checkbox"/>	Group	N/A	Beef production plans for Abattoir 1	Car 605 - Beef Carcass Steer/Heifer R4L 325kg - 299kg cw Carcass	View Models		
<input type="checkbox"/>	Group	N/A	Chicken production plans for Abattoir 1	Car 607 - Chicken Carcass - 1.5kg cw Carcass	View Models		
<input type="checkbox"/>	Group	N/A	Demo Co. Beef Production Model	Car 605 - Beef Carcass Steer/Heifer R4L 325kg - 299kg cw Carcass	View Models		
<input type="checkbox"/>	Group	N/A	Lamb production plans for Abattoir 1	Car 603 - Lamb Carcass - 22.4kg cw Carcass	View Models		
<input type="checkbox"/>	Group	N/A	Pork production plans for Abattoir 1	Car 604 - Pig Carcass - 68kg cw Carcass	View Models		
<input type="checkbox"/>	Group	N/A	Supplier A Potato Model	9999 - Potato Crop	View Models		
<input type="checkbox"/>	Group	N/A	Template Name	Car 606 - Beef Carcass Standard - Beef Cost Model Demo	View Models		

Step 3: Type in the *Model Name* and select the *Production From* date > followed by *Next*

Create New Model

Model Name

Model Type

Production From 

Supplier

Supplier Contact

Product Price File

Cost Price File

[Cancel](#) [Next](#)

Step 4 Confirm the Scenario by entering the Number of head you intend on Producing in the *Units* column > followed by **Create**

Note: *Yes - Auto Add Livestock & associated cost / credits* will pull the prices assigned in the *Cost File* automatically

Create New Model

Tree	Version	Units
Car 605 - Beef Carcass Steer/Heifer R4L 325kg - 290kg ow Carcass	1.2	200
0001 - Stier (Young Bull) - European Young Bull 460kg+	1.0	
Car 603 - Lamb Carcass - 22.4kg ow Carcass	1.3	
Car 604 - Pig Carcass - 68kg ow Carcass	1.1	
Car 606 - Beef Carcass Standard - 311kg ow Carcass	1.1	
Car 606 - Beef Carcass Standard - Beef Cost Model Demo	1.0	
Car 606 - Beef Carcass Standard - Beef Yield Tree 300kg Cold CW	1.1	
Car607 - Chicken Carcass - 1.5kg ow Carcass	1.5	
Car607 - Chicken Carcass - Female Chicken Broiler at 8 weeks of age.	1.0	

Auto add livestock & associated costs/credits ☒ Yes

2.1 GENERATING PRODUCTION MODEL – COSTING CONFIRMATIONS

Step 1 You will be directed to the *Costing Scenarios* tab within the *Production Model* where you are required to **Accept Scenario** by clicking on the green Icon

Planning Tool - Beef production plans for Abattoir 1 - Demo 1

Overview Costing Scenarios

200 i

Costs £ / Kg	
Beef Carcass Steer/Heifer R4L Cost - 325kg	3.25 £ 1,022.75 / Unit
Beef Carcass Slaughter Fee (K/g)	0.24 £ 75.60 / Unit
Deboning & Packaging Fee (Per kg)	0.1 £ 31.80 / Unit
Transport Cost	0.743 £ 234.04 / Unit
Credits £ / Kg	
Credit - Offal rebate	0.18 £ 55.70 / Unit
Credit - Hides	0.14 £ 44.10 / Unit

£ Margin Price (2.00%)
Ex-Margin Price

Cost Per Kg:
£4.895
£4.0120
Total Cost:
£251,819.50
£252,819.00

Note: All costs shown within the box are presented as a **Per Kg** figure with the **Cost Per Unit** directly below

Summary Box:

Shows a **Total cost per Kg** and a **Total cost per unit** summary.

If there is a **Margin** figure included, it will provide you with a breakdown of the costs including and excluding margin as per the above image.

Request Supplier Review

This gives the **Supplier** the opportunity to confirm their acceptance of the cost also

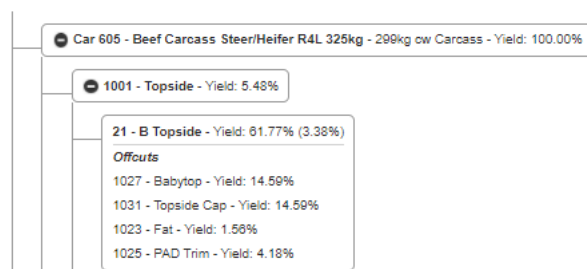
2.2 GENERATING PRODUCTION MODEL – PRODUCT CONFIRMATIONS

Overview Costing Scenarios Product Confirmations			
Product Information			
Tree(s)	200: Car 605 - Beef Carcass Steer/Heifer R4L 325kg - 299kg cw Carcass (Hot Weight: 325.0000 Cold Weight: 315.0000)	Expected Yield %	100.00 %
			See Product Yield Tree

Tree(s): Shows the **Yield Tree** the expected figures are relating to

See Product Yield Tree: Allows you to view the **Yield Tree** in more detail as presented below:

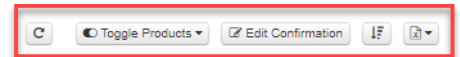
Product Tree



Options: Shown below working from left to right

Demo 1

15/10/2019 (In Progress)



		Priority	Primary Yield	% of Scenario	Volume	Cost	Est. Units	Price (£)	Value	Yielded Price
	1001 - Topside		5.48 %	<input type="text"/>	0.00	0	0	<input type="text"/>	£ 0.00	
	1032 - Topside cap off	<input type="text"/>	3.89 %	<input type="text" value="5"/>	116.24 Forecast: 100 Assigned: 116 Remaining: -16	20	20	<input type="text"/>	£ 0.00	
	<input type="text" value="Enter a comment..."/>									
				5.00	116.24	19.76		0.00	0.00	

Arrow: Allows you to **Re – Use Previous Confirmation** details around the volume allocation

Toggle Products: Gives the ability to ***Collapse*** or ***Open*** all available lines in the yield tree

Edit Confirmations: Allows you to edit the confirmation, in particular, the ***Units*** (number of animals being used) and the **Currency** being presented on screen

Downward Arrow: Allows you to sort the ***Yielded Prices*** available from best to worst

Excel Icon: Allows you to both ***Export*** and ***Import*** templates

Step 1: Set Production Priority (The order of which you want the items produced)

Step 2: Set % Scenario (i.e. 60 % implies 120 Head based on a Total Scenario of 200 Head)

Note:

The *i* icon indicates internal ***Yield/Spec comments***

% Scenario must sum **100%** for every drop. Will show as ***Green*** when fully allocated

Demo 1

15/10/2019 (In Progress)

[C](#) [Toggle Products](#) [Edit Confirmation](#) [IF](#) [D](#)

	Priority	Primary Yield	% of Scenario	Volume	Cost	Est. Units	Price (£)	Value	Yielded Price
1001 - Topside		5.48 %		0.00	0	0		£ 0.00	
1002 - Silverside		5.37 %		0.00	0	0		£ 0.00	
22 - TTS Demo	2	5.37 %	60	2,030	345	240	5.780	£ 11,732.59	
27 - Casserole Steak Enter a comment...		3.41 %		0.00	0	0		£ 0.00	
24 - Diced Enter a comment...	1	3.32 %	40	836.03	142	80	6.20	£ 5,183.40	
28 - Stir Fry Enter a comment...		3.02 %		0.00	0	0		£ 0.00	
1033 - 98vl trim Enter a comment...		0.00 %		0.00 Forecast: 100 Assigned: 0 Remaining: 100	0	0		£ 0.00	
29 - Silverbed Joint 500g Enter a comment...		2.43 %		0.00	0	0		£ 0.00	
30 - Silverbed Enter a comment...		3.36 %		0.00	0	0		£ 0.00	
			100.00	2,866.03	487.20		5.90	16,915.99	

Step 3: Scroll to the bottom of the page and select *Refresh Offcuts* to ensure all drops have 100 % allocation


Step 4: Review *Summary* outlining expected performance based on the planned outputs

Note: **Red Meat Yield** is determined by the Product Code Categorized in the *Yield Tree Set Up* as *Meat* or *Non-Meat*

Step 5: Select **Save** and **Confirm** once all drops have been allocated to 100 % and plan has been reviewed

Planned Red Meat Yield	71.21%
Sales Value per Kg	£0.269
Cost per Kg	£4.095
Total Sales Value	£16,916
Total Cost (inc. margin)	£257,979
Total Processing Cost:	£8,594
Profit/Loss	£-249,657
Profit/Loss per Kg	£-3.963
Target Margin	2.00 %
Actual Planned Margin	-1,445.36 %

Supported By



Save ▾

- Save
- Save & Exit
- Save & Confirm

2.3 GENERATING PRODUCTION MODEL – INTAKE DATA

Step 1: Enter the **Actual** production figures for the **3** Key fields presented which include: **Actual Number of Units**, **Total Weight of Units (kg)** and **Total Actual Cost**

Planning Tool - Beef production plans for Abattoir 1 - Demo 1 ← Back

Overview Costing Scenarios Product Confirmations **Intake Data**

Use the form below to select if you want to manually enter intake data or select from the order manager

	Planned	Actual Number of Units	Total Weight of Units (Kg)	Total Actual Cost
Car 005 - Beef Carcass Steer/Heifer R4L 325kg - 299kg cw Carcass v 1.2	200	<input type="text" value="0"/>	<input type="text" value="0.00"/>	<input type="text" value="0.00"/>
Show More...				

Update

Step 2: Select **Update** to proceed to the **Product Reconciliation** tab

2.4 GENERATING PRODUCTION MODEL – PRODUCT RECONCILIATION

Speech Bubble Tab: Allows you to *Add Comments* against each line item produced

Add additional product: Allows you to add a product that was produced outside of the original product confirmation request

Excel Tab: Allows you to *Export & Import* the Reconciliation format

Planning Tool - Beef production plans for Abattoir 1 - Demo 1 ← Back

Overview Costing Scenarios Product Confirmations Intake Data Product Reconciliation

Demo 1 Reconciliation: 200 Units - Average Weight 200.00 Kg

	Scenario %	Expected				Actual				
		Yield	Volume	Pieces	Piece Weight	Yield	Volume	Pieces	Piece Weight	Yielded Price
1001 - Topside	95.00 %	5.48 %	2,082 Kg	-	-	-	2000	-	-	-
1032 - Topside cap off	5.00 %	3.69 %	73.80 Kg	20	3.69 Kg	-	80	19	-	-
1002 - Silverside	-	-	-	-	-	-	-	-	-	-
22 - TTS	60.00 %	5.37 %	1,289 Kg	240	5.37 Kg	-	1300	241	-	£ 5.78
24 - Diced	40.00 %	3.32 %	530.81 Kg	-	-	-	530	-	-	£ 3.83
Totals			1,820 Kg	240	7.58 Kg		0 Kg			

Step 1: Populate the *Actual Volume* produced along with the *Actual Pieces* produced

Expected Volume	40,000.00 Kg
Actual Volume	0.00 Kg
Volume Difference	-40,000.00 Kg
Expected Red Meat Volume	28,482.08 Kg
Actual Red Meat Volume	0.00 Kg
Red Meat Volume Difference	-28,482.08 Kg
Expected Red Meat Yield %	71.21 %
Actual Red Meat Yield %	2,660
Red Meat Yield % Difference	0
Expected Piece Count	
Actual Piece Count	

Save

Save

Save & Exit

Save & Confirm Reconciliation

Supported By

Step 2: Select *Save & Confirm Reconciliation*

Step 3: Review the *Actual Reconciliation* vs. the *Expected Reconciliation*

Note: the blue icons below the actual figures represent the difference between the expected and actual

Demo 1 Reconciliation: 200 Units - Average Weight 200.00 Kg

		Expected				Actual					
	Scenario %	Yield	Volume	Pieces	Piece Weight	Yield	Volume	Pieces	Piece Weight	Yielded Price	
1001 - Topside	95.00 %	5.48 %	2,082 Kg	-	-	5.00 %	2000.00		-		
						-0.48 %	-82 Kg				
1032 - Topside cap off	5.00 %	3.69 %	73.80 Kg	20	3.69 Kg	4.21 %	80.00	19	4.21 Kg		
						+0.52 %	+6 Kg	-1	+0.52 Kg		
1002 - Silverside	-	-	-	-	-	-			-		
22 - TTS	60.00 %	5.37 %	1,289 Kg	240	5.37 Kg	5.39 %	1300.00	241	5.39 Kg	£ 5.78	
						+0.02 %	+11 Kg	+1	+0.02 Kg		

2.5 GENERATING PRODUCTION MODEL – FINANCIAL RECONCILIATION

Expected: these figures are derived from the *Product Confirmations tab* outlining what should have been produced based on the *yield tree* and includes the line item value which is taken from the linked *price file*

Actual: these figures are derived from the *Intake Data tab* outlining what was produced and includes the line item value which is taken from the linked *price file*

Overview Costing Scenarios Product Confirmations Intake Data Product Reconciliation Financial Reconciliation Summary						
Demo 1 Reconciliation: 200.000 Units - Average Weight 200.00 Kg						
		Expected		Actual		
	Price	Volume	Value	Volume	Value	Yielded Price ⓘ
1001 - Topside	£ 0.00	2,082 Kg	£ 0.00	2000.00 Kg	£ 0.00	+ £0.00
1032 - Topside cap off	£ 0.00	74 Kg	£ 0.00	80.00 Kg	£ 0.00	+ £0.00
1002 - Silverside						
22 - TTS	£ 5.78	1,289 Kg	£ 7,449.28	1300.00 Kg	£ 7,514.00	+ £64.74
24 - Diced	£ 6.20	531 Kg	£ 3,291.05	530.00 Kg	£ 3,286.00	- £5.05
Totals		1,820 Kg	£ 10,740.31	1,830 Kg	£ 10,800.00	

2.6 GENERATING PRODUCTION MODEL – SUMMARY

This tab gives a summary of the Key Figures generated within the production model. This is broken down into two clear areas outlined below:

Cost & Sales Summary: Gives a view of financial performance based on the monetary figures presented in the Production Model

Planning Tool - Beef production plans for Abattoir 1 - Demo 1				
Overview Costing Scenarios Product Confirmations Intake Data Product Reconciliation Financial Reconciliation Summary				
Cost & Sales Summary				
	Planned	Actual	Difference	
Beef Carcass Steer/Heifer R4L Cost - 325kg	£ 204,750.00	£ 260,000.00	£ 55,250.00	
Beef Carcass Slaughter Fee (£/kg)	£ 15,120.00	£ 9,800.00	£ -5,320.00	
Deboning & Packaging fee (Per kg)	£ 8,300.00	£ 4,000.00	£ -2,300.00	
Transport Cost	£ 46,809.00	£ 29,720.00	£ -17,089.00	
Margin	£ 5,159.57	£ 6,451.43	£ 1,291.86	
Credit - Offal rebate	£ 11,340.00	£ 7,200.00	£ -4,140.00	
Credit - Hides	£ 8,820.00	£ 5,600.00	£ -3,220.00	
Total Cost	£ 278,138.57	£ 309,771.43	£ 31,632.86	
Total Sales	£ 16,915.99	£ 10,800.00	£ -6,115.99	
Profit / Loss	Inc. Margin	£ -261,222.58	£ -298,971.43	£ -37,748.84
Profit / Loss	Ex. Margin	£ -256,063.01	£ -292,520.00	£ -36,456.99
Profit / Loss per Kg	Ex. Margin	£ -4.06	£ -7.31	£ -3.25

Production Summary: Gives a view of production performance based on the volume figures presented in the Production Model

Production Summary

	Planned	Expected	Actual	Difference
Quantity (Head)	200.00	200.00	200.00	0.00
Average Hot Weight	325.00	200.00	200.00	-125.00
Average Cold Weight	315.00	200.00	200.00	-115.00
Total Weight Into Boning	63,000.00	40,000.00	40,000.00	-23,000.00
Total Product Produced (kg)	63,000.00	40,000.00	39,788.00	(-23,000.00 Kg) (-23,212.00 Kg)
Total Red Meat Produced (kg)	44,859.28	28,482.08	28,270.00	(-16,377.20 Kg) (-16,589.28 Kg)
Red Meat Yield %	71.21 %	71.21 %	70.68 %	(0.00 %) (-0.53 %) %
Total Value	£ 10,915.99	£ 10,740.31	£ 10,800.00	£ (£ -6,175.68) (£ -6,115.99)
Total Hot Weight	65,000.00 Kg	40,000.00 Kg	40,000.00 Kg	-25,000.00 Kg
Total Cold Weight	63,000.00 Kg	40,000.00 Kg	40,000.00 Kg	-23,000.00 Kg
Loss %	3.08 %	0.00 %	0.00 %	-3.08 %

3. SETTING UP A COST MODEL

Determining the Cost Price of a product produced from a carcase can be complicated due to the process of splitting the carcase into many different products all with different specifications, weights, etc.

To simplify the process, Foods Connected have developed a simple methodology which enables a fair and robust process to determine how costs should be allocated to the different products produced.

This in turn will allow you to understand what you need to price finished products at to fully recover your pre boning costs.

3.1. COMPANY PRODUCT FILE

Please reference the Company Product File Training Manual for full guidance on setting up Codes and Products.

When Creating a code for the Cost model, whether it be a Primary or Secondary code, you must always set it up as in use as per the below guidance steps:

Step 1: The “In Use” option is to be set as “Yes”

Product Category	Meat & Poultry	▼
Product Group 1	N/A	▼
Brand	N/A	▼
Customer	N/A	▼
Internal / External Sales	-- Select --	▼
Packaging Type	-- Select --	▼
In Use	Yes	▼

Step 2: Select “Save & Exit” to confirm the change

⚙ Additional Product Information - Optional ▼	Cancel	Save	Save & Exit
---	--------	------	-------------

3.2. YIELD TREE

Note: The *Yield tree* creation is detailed clearly in the Guide provided within Foodsconnected. However, the formatting of the set up needs to be considered to make the model flow correctly.

Please see the below formatting for ref. when completing this set up:

Primary Tree

Add Top Level Product Update Order/Additional Cost Export to Excel								Ref:	Cost Model	
Product		Yield	Description	Offcuts	Additional Cost	Order				
BCM17 - Topside	▼ (3)	6.54 %		No Offcuts		1	Add Child Yield			
BCM13 - Silver	▼ (3)	6.28 %		No Offcuts		2	Add Child Yield			
BCM18 - Knuckle	▼ (2)	3.85 %		No Offcuts		3	Add Child Yield			
BCM16 - Rump	▼ (2)	3.82 %		No Offcuts		4	Add Child Yield			
BCM12 - Loin	▼ (1)	3.82 %		No Offcuts		5	Add Child Yield			
BCM11 - Fillet	▼ (1)	1.95 %		No Offcuts		6	Add Child Yield			
BCM2 - Cube Roll	▼ (2)	2.49 %		No Offcuts		7	Add Child Yield			
BCM1 - Chuck	▼ (1)	5.28 %		No Offcuts		8	Add Child Yield			
BCM6 - Brisket	▼ (2)	3.52 %		No Offcuts		9	Add Child Yield			
BCM5 - LMC	▼ (1)	2.42 %		No Offcuts		10	Add Child Yield			
BCM4 - Bola	▼ (1)	0.89 %		No Offcuts		11	Add Child Yield			
BCM8 - Rump Tail	▼ (1)	0.51 %		No Offcuts		12	Add Child Yield			
BCM3 - Paleron Blade Steak	▼ (1)	1.64 %		No Offcuts		13	Add Child Yield			
BCM9 - Flank Steak	▼ (1)	0.35 %		No Offcuts		14	Add Child Yield			
BCM10 - Bavette	▼ (1)	0.69 %		No Offcuts		15	Add Child Yield			
BCM15 - Heel	▼ (2)	1.48 %		No Offcuts		16	Add Child Yield			
BCM14 - Shin	▼ (1)	1.39 %		No Offcuts		17	Add Child Yield			
BCM19 - 95 vl	▼ (1)	9.73 %		No Offcuts		18	Add Child Yield			
BCM20 - 85 vl	▼ (1)	8.72 %		No Offcuts		19	Add Child Yield			
BCM7 - Rib Cap and Flank 75vl	▼ (1)	8.88 %		No Offcuts		20	Add Child Yield			
BCM21 - Fat	▼ (1)	9.07 %		No Offcuts		21	Add Child Yield			
BCM22 - Gristle		0.00 %		No Offcuts		22	Add Child Yield			
BCM23 - Bone		16.88 %		No Offcuts		23	Add Child Yield			
		100.00 %								

Formatting Notes

Off Cuts – As you can see here there are **NO** possible offcuts generated. When creating the tree, the offcuts must be considered as a % of the total carcass and Captured at a Parent Level with the relevant % applied.

0.00% Example – In the situation where the offcut is created once the Daughter (Secondary) processing happens to create a finished product, please follow the below formatting to ensure the % off cut is captured in the relevant parent level.

Example: BCM19 – 95 vl

As you can see below – when creating codes BCM46 there is a 95 vl generated as an offcut.

BCM15 - Heel	1.48 %	No Offcuts
- BCM46 - Heel for Casserole Steaks	82.18 % (1.22 %)	- BCM19 - 95 vl: 17.82 %
- BCM47 - Heel for Dicing	80.77 % (1.20 %)	- BCM19 - 95 vl: 19.23 %

When Volume is applied to this percentage it will then move down to the Parent Volume which is represented also as BCM 19 – shown below:

BCM19 - 95 vl

As the Offcut volumes accumulate, they will be totalled up and presented as total against the relevant Parent Code.


3.3 COST MODEL SET UP





Please reference section. 1.3 Production Model Template – Product and Template Information (page 7).

As per below, the Key selection for the Production Model (Product Confirmations – Options) set up is the “Financial Controls”


Step 1: Set “Financial Controls” as Yes






Template Details

 Product Confirmations - Options

Primary Yield	<input checked="" type="checkbox"/> Yes
Yielded Price 	<input checked="" type="checkbox"/> Yes
Priority	<input checked="" type="checkbox"/> Yes
Product Comment	<input checked="" type="checkbox"/> Yes
Product Cost	<input checked="" type="checkbox"/> Yes
Product Value 	<input checked="" type="checkbox"/> Yes
Supplier Sell 	<input checked="" type="checkbox"/> Yes
Estimated Units	<input checked="" type="checkbox"/> Yes
Estimated Units	On - Secondary Unit (UOM Conv 
Financial Controls	<input type="checkbox"/> No

Step 2: Click on **Save** to confirm the fields you have selected

 Supplier Info

Default Supplier Contact	No Default User 
Supplier can view Financial/Prices	<input type="checkbox"/> No
 Default Product/Cost Price Files	
Default Product Price File	No Price File 
Lock Product Price File Prices 	<input checked="" type="checkbox"/> Yes
Default Cost Price File	No Costing File 

Cancel **Save**

3.4 COST MODEL SET UP – COST FILE AND PRICE FILE

Cost File: Please reference the Cost File training manual for guidance on how to set up.

Price File: Please reference the Price File training manual for guidance on how to set up.

Note: Once key section to Pay attention to in the *Price file* set up is outlined below:

We currently distinguish our line item values as **'Fixed'** and **'Variable'** costs.

Fixed Prices: Products which are sold externally as traded commodity such as bones & fat. These are products that you as a Supplier would have limited ability to impact, as the price is determined by the market.

Variable Prices = Products that you as a Supplier use for your own internal use.

Note: Trimmings are classed as a fixed price product. This is because we see it as a commoditised product, as its price is driven from global markets

Planning Tool - Price File - Beef Cost Model - Price File ← Back

⚠ Any 'In Progress' production models prices will automatically updated to reflect changes made to the pricing file.

Price File Details Update Details

Site	Demo Co (Group)	Supplier	All Suppliers	Product Categories / Types	1 Categories / Types ⓘ
Currency	GBP - British Pound (£)	Yielded Price Trees	1 linked trees	Show Target Prices	

Product Prices

Add Products
Delete Selected
Add Date Range
Update Product Order
Mark/Unmark selected as fixed price
Toggle Products
Save Prices

<input type="checkbox"/>	Order	Product	01/07/20 - 01/07/21
<input checked="" type="checkbox"/>	1	BCM1 - Chuck	Enter Price...

4. GENERATING A COST MODEL

Step 1: Sign in and go to *Trading & Planning > Planning Tool > Production Models*

The screenshot shows the 'Trading & Planning' dropdown menu. The 'Planning Tool' and 'Production Models' options are highlighted with red boxes. The menu structure is as follows:

- Quality Management
 - Purchasing Tool
 - Purchasing Templates
 - Sent Negotiations
 - Sent Promotions
 - Sent Contracts
 - Sent Costings
 - Purchasing Calendars
 - Purchasing Pricing Grids
 - Received Sales Offers
 - Activity Overview
 - Reports
 - Sales Tool
 - Sales Offer Templates
 - Sent Negotiations
 - Sent Promotions
 - Sent Contracts
 - Sales Calendars
 - Sales Pricing Grids
 - Sent Costings
 - Received Purchasing Enquiries
 - Activity Overview
 - Order Tool
 - Order Templates
 - Sent Orders
 - Received Orders
 - Activity Overview
 - Planning Tool**
 - Forecasts
 - Production Models**
 - Stock Manager
 - Price Files
 - Cost Files
 - Market Data Tool
 - Templates

Step 2: Select the model in which you want to raise by clicking on the blue *Generate* icon

The screenshot shows the 'Planning Tool' interface with the 'Production Models' tab selected. The table below lists the available models:

Site	Template Type	Model Name	Default Tree	View Models	Generate	Edit
Group	N/A	Beef Cost Model Demo	Car 606 - Beef Carcass Standard - Beef Cost Model Demo	View Models		
Group	N/A	Beef Planning & Costing	Car 606 - Beef Carcass Standard - Beef Cost Model Demo	View Models		
Group	N/A	Beef production plans for Abattoir 1	Car 605 - Beef Carcass Steer/Heifer R4L 325kg - 299kg cw Carcass	View Models		
Group	N/A	Chicken production plans for Abattoir 1	Car607 - Chicken Carcass - 1.5kg cw Carcass	View Models		
Group	N/A	Demo Co. Beef Production Model	Car 605 - Beef Carcass Steer/Heifer R4L 325kg - 299kg cw Carcass	View Models		

Step 3: Type in the *Model Name* and select the *Production From* date > followed by *Next*

Create New Model

Model Name	COST MODEL TRAINING GUIDE
Model Type	Production Model
Production From	28/07/2020
Supplier	Internal
Product Price File	Beef Cost Model - Price File
Cost Price File	Beef Cost Model - Cost File

Cancel Next

Step 4: Confirm the Scenario by entering the Number of head you intend on Producing in the *Units* column > followed by *Create*

Note: When selecting Number of units, it will not change the prices created if 1 or 1000 Units are selected. However, it will give you a better view of P/L vs current units processed and costs.

Note: Yes - Auto Add Livestock & associated cost / credits will pull the prices assigned in the Cost File automatically

Create New Model

Tree	Version	Units
Car 606 - Beef Carcass Standard - Beef Cost Model Demo	1.1	1
Car 603 - Lamb Carcass - 22.4kg cw Carcass	1.3	
Car 604 - Pig Carcass - 68kg cw Carcass	1.1	
Car 605 - Beef Carcass Steer/Heifer R4L 325kg - 299kg cw Carcass	1.2	
Car 606 - Beef Carcass Standard - 311kg cw Carcass	1.1	
Car 606 - Beef Carcass Standard - Beef Yield Tree 300kg Cold CW	1.1	
Car607 - Chicken Carcass - 1.5kg cw Carcass	1.5	
Car607 - Chicken Carcass - Female Chicken Broiler at 8 weeks of age.	1.0	

Auto add livestock & associated costs/credits ☒ Yes

Cancel Create

4.1 GENERATING COST MODEL – COSTING CONFIRMATIONS

Step 1: You will be directed to the *Costing Scenarios* tab within the *Production Model* where you are required to *Accept Scenario* by clicking on the green Icon

Planning Tool - Beef Cost Model Demo - COST MODEL TRAINING GUIDE ← Back

Overview Costing Scenarios Product Confirmations

		1 i	
+ Costs £ / Kg			
Beef Carcass Steer/Heifer R4L Cost - 325kg		3.25 £ 1,049.75 / Unit	i
Beef Carcass Slaughter Fee (£/kg)		0.24 £ 77.52 / Unit	i
Service Fee (Per kg)		0.1 £ 32.50 / Unit	i
		Cost Per Kg: £3.501 Total Cost: £1,159.77	
		1 Units	

Note: All costs shown within the box are presented as a *Per Kg* figure with the *Cost Per Unit* directly below

Summary Box:

Shows a *Total cost per Kg* and a *Total cost per unit* summary.

If there is a **Margin** figure included, it will provide you with a breakdown of the costs including and excluding margin as per the above image.

4.2 GENERATING COST MODEL – FINANCIAL CONTROLS

Summary Box:

Shows a *Total cost per Kg* and a *Total cost per unit* summary. Please reference 3.4 Cost Model Set Up – Cost File and Price File (Page 25) for a description on Fixed and Variable Costs.

Variance from cost recovery is the Difference between the **total cost** and the **Fixed / Variable cost total** giving you an indication on whether you need to increase or decrease your prices

8 Key Steps: these are the 8 sequential steps you need to take to run the cost model

Planning Tool - Beef Cost Model Demo - COST MODEL TRAINING GUIDE ← Back

[Overview](#)
[Costing Scenarios](#)
[Product Confirmations](#)

Product Information Export to PDF

Tree(s) 1: Car 606 - Beef Carcass Standard - Beef Cost Model Demo (Hot Weight: 325.0000 Cold Weight: 323.0000) Expected Yield % 100.00 % See Product Yield Tree

Total Costs to Recover			
Total Cost	£ 1,159.77	Planned Value	
		Fixed:	£ 0.00
		Variable ⓘ	£ 0.00
		Total:	£ 0.00
Variance from cost recovery			

[1. Expand Model](#)
[2. Calculate Top Level Prices](#)
[3. Collapse Model](#)
[4. Balance Primary Products](#)
[5. Expand Model](#)
[6. Calculate Top Level Prices](#)
[7. Balance Child Products](#)
[→ 8. Export Prices](#)

Step 1: Expand model – this opens the model so all ‘Mother’ cuts are visible. These are cuts which are created from the initial cutting of the carcass and have a yield associated, which represents the % in which they are, to the entire carcass.

Note: The ‘% of scenario’ column shows an even split of %’s to create 100% of the mother. The explanation for doing this is because we must have the same amount of volume generated against the individual daughter yields to ensure there is the same kg’s multiplied against the yields to give a legitimate value.

COST MODEL TRAINING GUIDE

28/07/2020 (In Progress)

		Primary Yield	% of Scenario	Volume	Price (£)	Yielded Price £
	BCM17 - Topside	6.54 %	20.00	4.22	0.00	
	BCM26 - Cap on Topside	6.54 %	20.00	4.22	5.20	£ 5.20
	BCM25 - Topside Cap Off	5.17 %	20.00	3.34	0.00	
	BCM24 - Topside Cap Off PAD	4.29 %	20.00	2.77	0.00	
	BCM61 - Supplier Sell Topside	6.54 %	20.00	4.22	0.00	
			100.00	18.77	1.17	

- a. In the above image you can see a yielded price. The Yielded Price is the price that the 'Daughter Product' returns the 'Mother Product' to when the total value of the Daughter Product and the offcuts that makes it up are included. Below is an example of the calculation performed to create a yielded price

Step 2: Calculate Top Level Prices – This Pulls the Yielded Value from the daughter product up to the Top Level 'Mother' code

COST MODEL TRAINING GUIDE

28/07/2020 (In Progress)

		Primary Yield	% of Scenario	Volume	Price (£)	Yielded Price £
	BCM17 - Topside	6.54 %	20.00	4.22	5.20	£ 5.20
	BCM26 - Cap on Topside	6.54 %	20.00	4.22	5.20	£ 5.20
	BCM25 - Topside Cap Off	5.17 %	20.00	3.34	0.00	
	BCM24 - Topside Cap Off PAD	4.29 %	20.00	2.77	0.00	
	BCM61 - Supplier Sell Topside	6.54 %	20.00	4.22	0.00	
			100.00	18.77	2.34	

Step 3: Collapse Model – This Collapses the Model to show the volumes at the Top-Level Mother Product level. The reason for Collapsing is so you can easily view and ensure each line has populated correctly as shown below.

Total Costs to Recover

Total Cost

£ 1,159.77

Planned Value

Fixed:

£ 310.42

Variable ⓘ

£ 902.91

Total:

£ 1,213.33

Variance from cost recovery

£ 53.56

(4.41%)

1. Expand Model

2. Calculate Top Level Prices

3. Collapse Model

4. Balance Primary Products

5. Expand Model

6. Calculate Top Level Prices

7. Balance Child Products

→ 8. Export Prices

⌵

BCM13 - Silverside

6.28 %

100.00

20.28

2.79

£ 2.79

⌵

BCM18 - Knuckle

3.85 %

100.00

12.44

4.03

£ 4.03

⌵

BCM16 - Rump

3.82 %

100.00

12.34

4.78

£ 4.78

Note: What you will notice at this stage is whether the market prices are over/under recovering on the cost. In this example you can see it is over recovering as the “**Variance from cost recovery**” is + £53.56

Step 4: Balance Primary Model – this will now automatically bring the recovery back to match the total cost. It does this based on the Variable %'s which you can see by clicking on the '(i)' icon circled in red below:

Total Costs to Recover

Total Cost	£ 1,159.77	Planned Value	Fixed	£ 310.42	Variance from cost recovery	£ -0.02
			Variable ⓘ	£ 849.32		(0.00%)
			Total	£ 1,159.75		

1. Expand Model

2. Calculate Top Level Prices

3. Collapse Model

4. Balance Primary Products

5. Expand Model

6. Calculate Top Level Prices

7. Balance Child Products

→ 8. Export Prices

COST MODEL TRAINING GUIDE

28/07/2020 (In Progress)

C

Toggle Products

Edit Confirmation

IF

		Primary Yield	% of Scenario	Volume	Price (£)	Yielded Price ⓘ
<div>⊞</div>	BCM17 - Topside	6.54 %	100.00	21.12	4.89	£ 4.89
<div>⊞</div>	BCM13 - Silverside	6.28 %	100.00	20.28	2.62	£ 2.62
<div>⊞</div>	BCM18 - Knuckle	3.85 %	100.00	12.44	3.79	£ 3.79

Step 5: Expand Model – by expanding the model again at this stage it is allowing you to visibly see all Prices allocated to Offcut parent articles which are generated from the Mother. These will have the adjusted prices where applicable.

COST MODEL TRAINING GUIDE

28/07/2020 (In Progress)

[C](#) [Toggle Products](#) [Edit Confirmation](#) [IF](#) [X](#)

		Primary Yield	% of Scenario	Volume	Price (£)	Yielded Price
	BCM17 - Topside	6.54 %	20.00	4.22	4.89	£ 4.89
	BCM26 - Cap on Topside	6.54 %	20.00	4.22	5.20	£ 5.20
	BCM25 - Topside Cap Off	5.17 %	20.00	3.34	0.00	
	BCM24 - Topside Cap Off PAD	4.29 %	20.00	2.77	0.00	
	BCM61 - Supplier Sell Topside	6.54 %	20.00	4.22	0.00	
			100.00	18.77	2.27	

Step 6: Calculate Top Level Prices – In the instance where the Yield Value has not pulled into the top-level mother code - the system will recognise the zero value and present the correct value at this point.

Step 7: Balance Child Products - This step is where the 'New' yielded prices are then populated into the daughter products to create a new purchasing price where applicable. This is essentially working the Yielded price calculation from step 1 in reverse.

COST MODEL TRAINING GUIDE


28/07/2020 (In Progress)


[C](#) [Toggle Products](#) [Edit Confirmation](#) [IF](#) [X](#)

		Primary Yield	% of Scenario	Volume	Price (£)	Yielded Price
	BCM17 - Topside	6.54 %	20.00	4.22	4.89	£ 4.89
	BCM26 - Cap on Topside	6.54 %	20.00	4.22	4.89	£ 4.89
	BCM25 - Topside Cap Off	5.17 %	20.00	3.34	5.35	£ 4.89
	BCM24 - Topside Cap Off PAD	4.29 %	20.00	2.77	5.84	£ 4.89
	BCM61 - Supplier Sell Topside	6.54 %	20.00	4.22	4.89	£ 4.89
			100.00	18.77	5.11	

NOTE: As you can see from the above – the Yielded prices have now been replicated to the same values as the Mother Pricing, which has auto populated prices for each of the daughters situated below based on their yields and offcut values

Step 8: Export Prices – Now that ALL line items have a price value, you can now export these to the company “**price file**” in which you wish to use for pricing moving forward.

 **Export Prices**

Price File	BEEF BUY price file from Standar	▼
Date Range	- Create New Date Range -	▼
Date Range Start	28/12/2020	
Date Range End	31/12/2020	