

Our Excel-based **WR Quote & Freight Tool** enables you to quickly auto-calculate net pricing and freight costs. Input your White River account information, then fill-in product SKU numbers, species, quantities, etc. for each item you need to quote. The spreadsheet will then do the required math to develop the quote for you. You can also use the tool with a customer's multiplier to produce quotes for your customer. Quick macro-based buttons enable easy changes. There are mouse-over comments in key fields (noted by the red arrows in the corner) which give helpful explanations for that section. We feel this tool is self-explanatory, but we are happy to offer assistance if needed. This tool is faster than handwriting out a quote request and emailing to us! **Email or call to request the WR Quote & Freight Tool today!**

Quote & Freight Tool													
Job Title:												Must the order ship LTL?	
Customer:												Contains long length mouldings?	No
Rep Name/#:												Non-resin weight over 150 lbs?	No
Discount %:	Input Discount Percentage to Calculate Net Pricing											Contains LTL-only items?	No
Delivery State:	Input Delivery State to Calculate Freight												
Item	Species	Order Notes	Takeoff Quantity	Specified Lengths?	Length Range Requested (Freight)	Waste Factor	Order Quantity	Units	List Price	Discount	Spec. Len. Upcharge	Net Price	Item Sub Total
							0	-	0	0%	0%	\$ -	\$ -
							0	-	0	0%	0%	\$ -	\$ -
							0	-	0	0%	0%	\$ -	\$ -
							0	-	0	0%	0%	\$ -	\$ -
							0	-	0	0%	0%	\$ -	\$ -
							0	-	0	0%	0%	\$ -	\$ -
							0	-	0	0%	0%	\$ -	\$ -
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							0	-	0	0%	0%	\$ -	\$ -
							0	-	0	0%	0%	\$ -	\$ -
							0	-	0	0%	0%	\$ -	\$ -
							0	-	0	0%	0%	\$ -	\$ -
												Order Sub Total	\$ -
												Estimated LTL	\$ -
												Estimated FedEx	\$ -
												Estimated Resin UPS	\$ -
												Total	\$ -
												Estimated Total Weight	0 lbs
*Orders for specified lengths are subject to availability and may incur overpull charges. Please see National Price List for more details on our specified length policy													

Quote & Freight Tool													
Job Title:													
Customer:													
Rep Name/#:													
Discount %:	Input Discount Percentage to Calculate Net Pricing												
Delivery State:	Input Delivery State to Calculate Freight												

The upper left contains the first data entry area. **Job Title, Customer, and Rep Name/#** are used for identification. **Discount % and Delivery State** are used in calculations for the rest of the spreadsheet. The **Discount %** is used to calculate net pricing. The **Delivery State** will help calculate the freight.

Item	Species	Order Notes	Takeoff Quantity	Specified Lengths?	Length Range Requested (Freight)	Waste Factor
CM8810	POP		125	No	3'-16' (LTL)	20%

Starting from left to right, begin filling in information for each product:

- Item:** Type in the product SKU. Type in individual components making up LCDs.
- Species:** Inputting a valid item code will populate this dropdown with available stock species. Select the desired one.
- Order Notes:** A text field for information about order.
- Takeoff Quantity:** Input the quantity of units of the product.

- Specified Lengths:** Select "No" for standard random lengths. Select "Yes" when requesting specific length for these mouldings. "N/A" is for products without specified length charges.
- Length Range Request:** Gives available length options. Values based on product and specified lengths. Shipping methods for each option shown in parenthesis. (See below for more detail)
- Waste Factor:** Automatically add a waste factor to the order quantity. We recommend 20% as our default.

Specified Lengths?	Length Range Requested (Freight)	Wa Fac
No	3'-7' (FedEx)	
	3'-7' (FedEx)	
	3'-9' (FedEx+)	
	3'-16' (LTL)	

Length Range Request: Item, Species, and Specified Lengths determines what options are available in this field. Different products have more or less options. The numbers show available lengths. In parenthesis is the shipping option for those lengths. Mouseover the red arrow for more detail.

Specified Lengths?	Length Range Requested (Freight)	Wa Fac
Yes		
	3'-7' (FedEx)	
	8'-9' (FedEx+)	
	3'-14' (LTL)	
	15'-16' (LTL)	

Order Quantity	Units	List Price	Discount	Spec. Len. Upcharge	Net Price	Item Sub Total
150	LF	\$ 11.38	32%	20%	\$ 9.28608	\$ 1,392.91

Order Quantity: This value is calculated by taking the Unit Takeoff and adding extra to cover the Waste Factor.

Units: This displays how a product is sold (LF, Each, Pair, Set of 4, etc).

List Price: This is the price in the 2015 National Price List.

Discount: This is the value input at the top of the tool.

Spec. Len. Upcharge: Percentage based on value in Length Range Requested

Net Price: Calculated by multiplying the List Price by the Discount.

Item Sub Total: Calculated by multiplying the Net Price by the Order Quantity.

		Order Sub Total	\$ 1,435.25
	Estimated LTL	\$ 169.00	Estimated FedEx \$ 96.06
			Estimated Resin UPS \$ 24.34
			Total \$ 1,555.65
		Estimated Total Weight	93 lbs

The **Order Sub Total** tallies up all the values above. **Estimated FedEx/Estimated LTL** is based on the **Delivery State** and order value. The tool will display the least expensive shipping option in the total column. The more expensive option will be shown to the left. If FedEx shipping is unavailable for the order, only LTL will be shown. All freight estimates assume commercial delivery with a loading dock. Resin is shipped via UPS and its freight is shown under **Estimated Resin UPS**. All these values are added together to get the **Total** price of the quote. **Estimated Weight** gives an approximation of the weight of all products ordered (does not include packaging).

The right side of the tool has several additional areas:

Must the order ship LTL: These questions are autocalculated by the main body of the spreadsheet. If any of these questions are answered yes, the sheet will only calculate the Estimated LTL amount.

Must the order ship LTL?	
Contains mouldings over 8' long?	No
Non-resin weight over 150 lbs?	No
Contains LTL-only items?	No

Macro Commands contains buttons that execute several commands automatically. Each has an explanation of its purpose to the right. Depending on your Excel security settings, you may need to enable macros for these buttons to work.

Macro Commands	
Clear Products	Clears product area
Clear All	Clears all inputted data
Hide Columns	Hides non-order columns
Show Columns	Shows non-order columns
Insert Row	Inserts row at bottom of sheet
Delete Row	Deletes row at bottom of sheet

Usage Notes gives detailed instructions on how to utilize the tool. These helpful tips can guide anyone to successfully put together quotes.

Usage Notes
Only input data into cells with tan shading
Mouse over cells with red triangles for additional help
Click "Enable Content" on macro warning to activate buttons
Always input LCDs as individual components
Bugs or errors to be emailed to Nbell@WhiteRiver.com

Freight Notes gives the detailed breakdown on how freight is calculated and what assumptions go into the price.

Freight Notes
Freight does not apply to Primed MDF products or Fabricated Products like custom wood radius work
LTL ships Common Carrier. Assumes Commercial with Loading Dock.
Residential, Lift Gate, and other special conditions may incur additional charges
LTL only: All MDF mouldings, Medallions over 17", Mantels surrounds, Mantel shelves

Disclaimer: This tool is a good faith effort to accurately estimate and quote White River products. Errors can and do happen. Please report any bugs or mistakes to Nick Bell (Nbell@WhiteRiver.com) so that they can be fixed and the tool improved.