

Helpful Features in the Price and Inventory Sheet – Excel Version

Universal Stone Imports, Inc.										Departing Warehouse		Total # of Crates: 0		0		0		\$0.00		\$0.00		\$0.00							
2020 Inventory & Price List										USi		Total Shipping Weight(lbs): 0		0		0		0		0		0							
Warehouse Locations: Elizabeth, NJ & Winston-Salem, NC & Norfolk, VA										USi		PO #		Total # of SQFT Ordered		Total # of Pcs Ordered		Price Per Pc NJ		Price Per Pc NC		Landed Cost w/ freight per UoM		Landed Cost w/ freight per Crate		Total NJ Price per Item		Total NC Price per Item	
Color	Product	Top Surface / Bottom Surface / Edg	NJ Pickup Price	NC Pickup Price	Unit of Meas	SQFT Price	PIECES Price	Thickness	SIZE (Inches)	# Of Crates To Ord	In Stock NJ	In Stock NC	Total # of SQFT Ordered	Total # of Pcs Ordered	Price Per Pc NJ	Price Per Pc NC	Landed Cost w/ freight per UoM	Landed Cost w/ freight per Crate	Total NJ Price per Item	Total NC Price per Item									
Dimensional Flagstone	Natural/Calibrated/Chiseled		NC Only	\$3.40		160	160	7/8"	11.5 x 11.5	0	0	0	0	N/A	\$3.40				\$0.00	\$0.00									
			NC Only	\$3.40		240	120		11.5 x 23.5	0	480	0	0	N/A	\$6.80				\$0.00	\$0.00									
			NC Only	\$3.40		240	80		17.5 x 23.5	0	480	0	0	N/A	\$10.20				\$0.00	\$0.00									
			NC Only	\$3.40		160	40		23.5 x 23.5	0	2,720	0	0	N/A	\$13.60				\$0.00	\$0.00									
			NC Only	\$3.40		240	40		23.5 x 35.5	0	2,640	0	0	N/A	\$20.40				\$0.00	\$0.00									
	Pool Coping	Natural/Calibrated/Sawn			\$3.15	\$3.40	200	82	1"	Pattern 2	0	10,200	0	0	N/A	N/A				\$0.00	\$0.00								
					\$3.50	\$3.80	160	160		11.5 x 11.5	480	800	0	0	\$3.50	\$3.80			\$0.00	\$0.00									
					\$3.50	\$3.80	240	160		11.5 x 17.5	0	240	0	0	\$5.25	\$5.70			\$0.00	\$0.00									
					\$3.50	\$3.80	240	120		11.5 x 23.5	1,920	960	0	0	\$7.00	\$7.60			\$0.00	\$0.00									
					\$3.50	\$3.80	180	80		17.5 x 17.5	0	0	0	0	\$7.88	\$8.55			\$0.00	\$0.00									
Tumbled/Calibrated/Sawn					\$3.50	\$3.80	240	80	17.5 x 23.5	960	240	0	0	\$10.50	\$11.40			\$0.00	\$0.00										
					\$3.50	\$3.80	160	40	23.5 x 23.5	1,760	320	0	0	\$14.00	\$15.20			\$0.00	\$0.00										
					\$3.50	\$3.80	240	40	23.5 x 35.5	1,920	0	0	0	\$21.00	\$22.80			\$0.00	\$0.00										
					\$3.50	\$3.80	200	82	Pattern 2	6,000	134	0	0	N/A	N/A			\$0.00	\$0.00										
					\$4.20	\$4.55	192	144	French Pattern	0	1,920	0	0	N/A	N/A			\$0.00	\$0.00										
Sawn&Blasted/Rebated/Bullnose&Blasted				\$9.20	\$9.70	108	108	12x6.10.14.18/27pcs/eac	12x6.10.14.18/27pcs/eac	0	432	0	0	N/A	N/A			\$0.00	\$0.00										
				\$12.00	\$12.50	96	48		12 x 24	0	480	0	0	\$24.00	\$25.00			\$0.00	\$0.00										
				\$14.00	\$14.50	160	80		12 x 24	0	316	0	0	\$28.00	\$29.00			\$0.00	\$0.00										
				\$12.00	\$12.50	105	15		14 x 72	315	315	0	0	\$84.00	\$87.50			\$0.00	\$0.00										
				\$12.00	\$12.50	105	15		14 x 72	315	0	0	0	\$84.00	\$87.50			\$0.00	\$0.00										

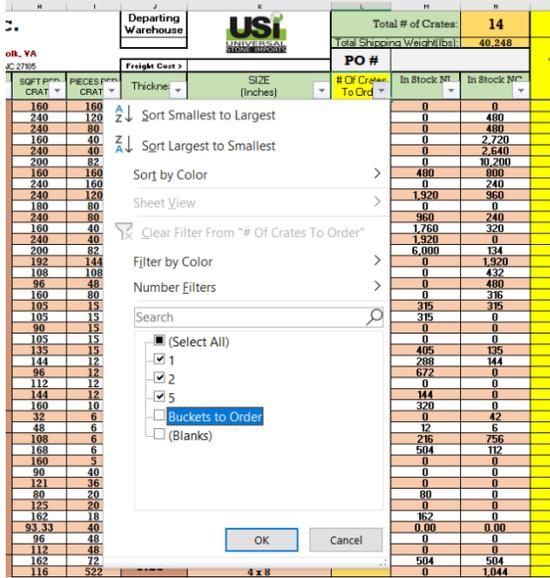
Price Change Ratio - Located in Cell Q1

Total # of SQFT Ordered	Total # of Pcs Ordered	Price Per Pc NJ	Price Per Pc NC	Landed Cost w/ freight per UoM	Landed Cost w/ freight per Crate	Total NJ Price per Item	Total NC Price per Item
0	0	N/A	\$3.40			\$0.00	\$0.00
0	0	N/A	\$6.80			\$0.00	\$0.00
0	0	N/A	\$10.20			\$0.00	\$0.00

In cell Q1 you will notice a faded number 1. By changing this number, you can quickly see what the pricing for items would be with say a 25% markup. If you type 1.25 in cell Q1, it will change the pricing for all items to show a 25% markup. If you type in 1.35, it will show 35% markup pricing.

- All pricing shown on this sheet will change accordingly: i.e. Pickup Price, Price per Piece, Total Pricing.
- This can help greatly if you would like to quickly quote a customer.
- Utilize the filter function in column L to group all items of interest together (refer to next section).

Utilizing the Filter Function



Say you are quoting a customer for a job. You fill in the *L* column with the number of crates needed for each item. After amounts have been entered, you can then filter out the blanks for easy viewing of all items of interest. Just click on the arrow in cell L5 and uncheck the Blanks box (refer to image on left).

This will help you quickly view the cost per piece of each item which can help when further calculations may be needed (below is an example).

USI UNIVERSAL STONE IMPORTS		Total # of Crates:	14	1,767	0			\$13,075.45	\$13,075.45	\$14,031.21	
		Total Shipping Weight(lbs):	40,248	Total # of SQFT Ordered	Total # of Pcs Ordered	Price Per Pc NJ	Price Per Pc NC	Landed Cost w/ freight per UoM	Landed Cost w/ freight per Crate	Total NJ Price per Item	Total NC Price per Item
SIZE (Inches)	# Of Crates To Ord	In Stock NJ	In Stock NC								
18 x 72	1	540	0	135	15	\$87.75	\$92.25			\$1,316.25	\$1,383.75
24 x 24	2	160	0	160	40	\$40.20	\$42.60			\$1,608.00	\$1,704.00
36 x 36	1	324	0	162	18	\$113.40	\$118.35			\$2,041.20	\$2,130.30
36 x 72	1	108	72	108	6	\$180.00	\$196.20			\$1,080.00	\$1,177.20
Pattern 2	5	4,800	2,400	1000	410	N/A	N/A			\$3,700.00	\$4,000.00
16 x 48	2	162	78	64	12	\$104.00	\$115.00			\$1,248.00	\$1,380.00
16 x 72	1	126	0	48	6	\$165.00	\$181.00			\$990.00	\$1,086.00
3" x 36"	1	240	0	90	120	\$9.10	\$9.75			\$1,092.00	\$1,170.00

30% Markup Factored in Below

USI UNIVERSAL STONE IMPORTS		Total # of Crates:	14	1,767	0	1.3		\$16,998.09	\$16,998.09	\$18,240.61	
		Total Shipping Weight(lbs):	40,248	Total # of SQFT Ordered	Total # of Pcs Ordered	Price Per Pc NJ	Price Per Pc NC	Landed Cost w/ freight per UoM	Landed Cost w/ freight per Crate	Total NJ Price per Item	Total NC Price per Item
SIZE (Inches)	# Of Crates To Ord	In Stock NJ	In Stock NC								
18 x 72	1	540	0	135	15	\$114.08	\$119.93			\$1,711.13	\$1,798.88
24 x 24	2	160	0	160	40	\$52.26	\$55.38			\$2,090.40	\$2,215.20
36 x 36	1	324	0	162	18	\$147.42	\$153.86			\$2,653.56	\$2,769.39
36 x 72	1	108	72	108	6	\$234.00	\$255.06			\$1,404.00	\$1,530.36
Pattern 2	5	4,800	2,400	1000	410	N/A	N/A			\$4,810.00	\$5,200.00
16 x 48	2	162	78	64	12	\$135.20	\$149.50			\$1,622.40	\$1,794.00
16 x 72	1	126	0	48	6	\$214.50	\$235.30			\$1,287.00	\$1,411.80
3" x 36"	1	240	0	90	120	\$11.83	\$12.68			\$1,419.60	\$1,521.00

You can also quickly adjust the ratio in cell Q1 to have price per piece columns show markup pricing. The example to the is showing a 30% markup compared to the image above. For the pattern 2 you can use the columns U and V to compare crate pricing.

Calculating Landed Cost of an Order with Freight Charges

Included in this worksheet is a feature to show your landed cost including any freight charges that may be associated with a particular order. The freight cost is distributed via weight per item to evenly spread the cost across all items of an order.

Columns S and T show landed cost figures per item. The order total including freight will show in cell T1.

- Column S will show you the total cost for each item per unit of measure.
- Column T will show you the total cost for each crate per item.

S	T
Landed Cost w/ freight per UoM	Landed Cost w/ freight per Crate

To have the landed cost calculations show in columns S and T:

- Click on cell J2 to select the warehouse where the material will be shipping from. The drop-down menu, that shows after you have clicked on the cell, will show North Carolina and New Jersey below. Select the relevant warehouse.
- After the warehouse has been selected, enter the freight cost in cell K4.
- Enter crate amounts in column L. Landed costs figures will update with each crate of an item is added.
- You can create a load, save the file, and come back to it when a freight quote has been received to factor in freight charges to see landed cost per item or crate. Or you can choose to guesstimate if you know the average freight costs you encounter.



After building a load, selecting the warehouse, and entering a freight charge; why not use the filter function in column L to group all the items on your order together for easy viewing. Below is an example of a full truck load shipping out of North Carolina with a freight cost of \$1,500:

NJ Pickup Price		NC Pickup Price		Unit of Meas	SQFT PER CRAT	PIECES PER CRAT	Thickness	SIZE (Inches)	# Of Crates To Ord	In Stock NC	In Stock NJ	Total # of Crates	Total Shipping Weight (lbs)	Total # of SQFT Ordered	Total # of Pcs Ordered	Price Per Pc NJ	Price Per Pc NC	Landed Cost w/ freight per UoM	Landed Cost w/ freight per Crat	Total NJ Price per Item	Total NC Price per Item
\$3.40		\$3.40		SqFt	160	160	7/8"	11.5 x 11.5	1	0	1,760	17	2,547	0	160	N/A	\$3.40	\$3.77	\$603.37	\$0.00	\$544.00
\$8.45		\$9.05		SqFt	240	120	7/8"	11.5 x 23.5	2	0	1,440	46,486	2,547	240	N/A	\$6.80	\$3.77	\$905.06	\$0.00	\$1,632.00	
\$9.15		\$9.80		SqFt	160	40	7/8"	23.5 x 23.5	1	0	320	46,486	2,547	40	N/A	\$13.60	\$3.77	\$603.37	\$0.00	\$544.00	
\$11.20		\$12.10		SqFt	240	40	7/8"	23.5 x 35.5	2	0	3,840	46,486	2,547	80	N/A	\$20.40	\$3.77	\$905.06	\$0.00	\$1,632.00	
\$8.15		\$8.50		SqFt	90	15	2"	12 x 72	2	2,430	174	17	2,547	30	\$50.70	\$54.30	\$99.95	\$895.81	\$1,521.00	\$1,629.00	
\$8.45		\$9.05		SqFt	135	15	2"	18 x 72	1	270	270	17	2,547	15	\$76.05	\$81.45	\$99.95	\$1,343.72	\$1,140.75	\$1,221.75	
\$9.15		\$9.80		SqFt	144	18	2"	12 x 96	1	1,152	432	17	2,547	18	\$73.20	\$78.40	\$10.70	\$1,541.30	\$1,317.60	\$1,411.20	
\$11.20		\$12.10		SqFt	144	6	2"	36 x 96	1	144	2,016	17	2,547	6	\$268.80	\$290.40	\$13.00	\$1,872.50	\$1,612.80	\$1,742.40	
\$8.15		\$8.50		SqFt	121	36	2"	22 x 22	2	0	363	17	2,547	72	\$27.39	\$28.57	\$9.40	\$1,137.82	\$1,972.30	\$2,057.00	
\$600.00		\$695.00		SqFt	1	68	4"	ID: 32.5 OD: 48.5	2	5	2	17	2,547	136	\$600.00	\$695.00	\$695.68	\$1,200.00	\$1,200.00	\$1,390.00	
\$4.55		\$4.85		SqFt	210		3/4" to 4"	4" to 18" Length	2	1,260	1,050	17	2,547	420	N/A	N/A	N/A	\$5.25	\$1,103.20	\$1,911.00	\$2,037.00

Note the difference between the pricing from NC Pickup Pricing in column F and the adjusted Landed Cost Pricing column S. The \$1,500 freight charge has been spread across the items as evenly as possible.

				\$17,340.35	\$10,675.45	\$15,840.35
			Landed Cost w/ freight per UoM	Landed Cost w/ freight per Crate	Total NJ Price per Item	Total NC Price per Item
NC Pickup Price	SIZE (Inches)	# Of Crates To Ord				
\$3.40	11.5 x 11.5	1	\$3.77	\$603.37	\$0.00	\$544.00
\$3.40	11.5 x 23.5	2	\$3.77	\$905.06	\$0.00	\$1,632.00
\$3.40	23.5 x 23.5	1	\$3.77	\$603.37	\$0.00	\$544.00
\$3.40	23.5 x 35.5	2	\$3.77	\$905.06	\$0.00	\$1,632.00
\$9.05	12 x 72	2	\$9.95	\$895.81	\$1,521.00	\$1,629.00
\$9.05	18 x 72	1	\$9.95	\$1,343.72	\$1,140.75	\$1,221.75
\$9.80	12 x 96	1	\$10.70	\$1,541.30	\$1,317.60	\$1,411.20
\$12.10	36 x 96	1	\$13.00	\$1,872.50	\$1,612.80	\$1,742.40
\$8.50	22 x 22	2	\$9.40	\$1,137.82	\$1,972.30	\$2,057.00
\$695.00	ID: 32.5 OD: 48.5	2	\$759.54	\$759.54	\$1,200.00	\$1,390.00
\$4.85	4" to 18" Length	2	\$5.25	\$1,103.20	\$1,911.00	\$2,037.00

Column F Column K Column L Column S Column T Column U Column V

** Note that column T will show total PER crate whereas column U & V shows total price per crate excluding freight multiplied by the number of crates entered in column L. For example, if a 1 is entered in column L for an item it will show the cost for one crate. But if a 3 is entered, it will show the total cost for 3 crates.

*** Note that columns U and V will show the crate price multiplied by the crate amount per item.