

Managing Chemical Tank Mixtures

There are different ways to handle setting up and tracking tank mixtures in Aspire. This article explains them in detail so you can make an educated choice on which method to use for your company. The methods described are:

- **Individual Chemical Items Method** – Opportunity estimates are based on individual chemicals used in chemical mixtures.
- **Mixture Item Method Bulk Adjustment** – Opportunity estimates are based on an item representing the chemical mixture. Individual chemicals are ordered separately and used to create the mixture in bulk and inventory adjusted at Month end
- **Mixture Item Method Individual Mix Adjustment** – Opportunity estimates are based on an item representing the chemical mixture. Individual chemicals are ordered separately and used to create the mixture in bulk but are adjusted per mix load.

For all methods, you will be establishing individual catalog items representing the various chemicals that will be used in your tank mixtures. When establishing allocation units for each chemical, it is recommended that you choose a unit of measure that makes it easiest for crew members to mix formulas in the field. For example, you might set purchase units to gallons because you buy by the gallon, but set the allocation units to ounces, because formulas used by crew members for mixing are represented in ounces.

Individual Chemical Items Method

This method allows for an accurate estimate and allocation of materials, but requires the crews to understand the makeup of their tank mixes in order to calculate item usage for each formula outside of Aspire and record that usage in Aspire on their phone. This approach identifies individual chemicals for a mixture in the estimate, and assumes that crew members allocate chemicals as used per application.

1. Enter all individual chemical items (i.e. Three Way, Dimension, etc.) used in mixtures into your Aspire catalog as inventory items with appropriate purchase and allocation units.
2. Build your tank mix kits for each application round using production rates including all chemical materials and labor.
3. Use these kits for estimating each application round.
4. Purchasing assistant can be used to identify product requirements from all won opportunities.
5. Purchase all of your chemical items used in your mixes into inventory.
6. You can either have the crews release all actual materials on their phone when doing the applications or you can release materials from inventory from purchasing assistant.
7. Make inventory on hand quantity adjustments each month for all of the individual chemical items used in each of your tank mixes.

Mixture Item Method Bulk Adjustment

This approach supports creating chemical mixtures in bulk which are stored in inventory until needed in the field. Rather than estimating individual chemicals for a mixture on the opportunity, the mixture item is included in the estimate.

1. Enter all individual chemical items used in mixtures into your Aspire catalog as inventory items with appropriate purchase and allocation units.
2. Enter additional fictitious items into the catalog for each tank mix with a purchase and allocation unit of 1 Gal. i.e. Tank Mix Round \$1.54 cost purchase and allocation unit 1 Gallon. The cost for these items should be carefully calculated outside of Aspire based upon the actual costs of the items that make up each tank mixture. These fictitious items will be marked as inventory items as well.
3. Use the fictitious items and your labor item to build application kits.
4. Use these kits for estimating each application round.
5. Purchasing Assistant will identify gallons of tank mix that will be needed to applicate each round. This information can be used outside of Aspire to calculate actual material needs for ordering.
6. Purchase your actual items used for each mix into inventory. These items will never be actually released from inventory but will rather be adjusted against your tank mix at month end by inventory observation.
7. The fictitious item will be listed under the material button on Aspire Mobile for the crew to release by gallons of tank mix used on each property. This will create an increasingly negative inventory value for this item throughout the month.
8. At month end a physical inventory count must be taken for actual material items and the tank mix, if any should exist. Enter your month end on hand quantities for each item in the Inventory Location screen. Because you are increasing your fictitious items and decreasing your actual items the end result of your inventory adjustments should be a net of zero.
9. Due to human factor your net will probably never be zero so you should review your inventory adjustment based on quantity to determine the COGS material adjustment necessary at month end.

Mixture Item Method Individual Mix Adjustment

This method is similar to *Mixture Item Method Bulk Mix*, but requires you to adjust inventory with every tank mixed.

1. Follow steps 1-5 as stated above
2. Purchase your actual items used for each mix into inventory. These items will never be actually released from inventory but will rather be adjusted each time a tank mix is created.
3. Each time you create a tank mix do an inventory on hand quantity adjustment increasing the fictitious tank mix item and decreasing your actual chemical items.

4. The fictitious item will be listed under the material button on Aspire Mobile for the crew to release by gallons of tank mix used on each property.
5. At month end a physical inventory count should be taken for actual material items and the tank mix, if any should exist. Enter your month end on hand quantities for each item in the inventory location screen.
6. Because of the human factor you should review your inventory adjustment based on quantity to determine the COGS material adjustment necessary at month end.