FISHER PLOW

Customer is looking for price on full set up. (Blade, headgear, lights, headlight wiring, isolation module, controller and mount kit)

1. Gather vehicle information and use fisher ematch to get part numbers and qualify vehicle (if the customer is requesting a plow that is not an option in ematch then the vehicle is not rated to carry that plow and we are not legally allowed to install it per NHTSA standards)
2. Once customer has chosen a plow option, use plow pricing sheet to quote price. If price sheet is from 2020-2021 multiply the price of the plow by 1.15 before quoting to customer.
3. Create a quote in Automate by using the part numbers from ematch and adjusting prices to reflect quoted price without selling any parts below cost.
4. In the notes field of the quote be sure to mark down the model of the vehicle, model of the plow, length of plow, controller preference, headlights chosen by customer.
5. Print ematch screen and attach to quote.
6. Once quote is complete place quote in the "fisher quotes" folder near shop door.
7. If the customer wishes to set up an appointment place the quote on a pending invoice to insure that the plow does not get sold to wrong customer and walk the customer and pending invoice to service to schedule.
8. Return back to parts and place pending invoice in the "pending w/ appt" folder by shop door.

A couple things to note here,

LED headlights cost significantly more than Halogen and require and extra $50 in labor.

Handheld controllers and joystick controllers are the same price.

Labor must be included on quote with cost and list at the same price.

If customer purchases plow over the counter it will not come assembled.

If customer is looking for Truck Side only:

1. Verify what plow model and type of wiring the customer needs (old 2 plug, 3 plug or fleet flex (newer 2 plug)
2. Gather vehicle information and use ematch to obtain part numbers.
3. Once on the part number screen of ematch, use part numbers for headlamp harness, isolation module and mount kit in your quote, WITHOUT adjusting pricing using F, prefix (example: F,38810).
4. You will also need to get the part numbers for the vehicle control harness and vehicle battery harness. These can be found by using parts lists from FISHERPLOWS.com
5. Put battery harness and control harness part numbers on quote WITHOUT adjusting price.
6. Verify that your quote has: Mount kit, headlamp harness, isolation module, control harness and battery harness are all on the quote before saving.
7. Follow steps 6 and 7 from full setup instructions.

If the customer is looking for just the plow.

1. Verify that the truck they own is set up for fleet flex plow (2 plug with isolation module)
2. Retrieve part numbers for the blade assembly, headgear and headlight kit.
3. Enter part numbers into Automate using F, prefix (example: F,38810)
4. Adjust pricing to appropriate CC (cost code)
5. Multiply total by 1.15 to accommodate the 15% fisher surcharge
6. Follow steps 6 and 7 from full setup instructions.

COST CODE CHEAT SHEET

Retail customers = CC: 50*

Dealerships = CC: 401*

Sub Dealers (K&H Equipment, Tourbillon, etc.) = CC: 6*

ON SITE = CC: 7*