Show Original Cost of Quoted Field Plans

Last Modified on 09/06/2024 2:25 pm CDT

Field Plans are usually created several weeks or months ahead of actual applications and billing. With product costs fluctuating over time, it can be helpful to display the original costs of the Products from when the Plan was first created.

Go to the Blend Setup tab at Planning / Setup / Location Preferences and check the Show Original Costs on Pricing Options when available option. The Quoting Basis is used as the default for the Cost Type on the Pricing Options window of a Field Plan or Blend. In the example below, *Replacement Cost* will be used as the default Cost Type.

Blending/Planning Preferences For Location '00MAIN' SS	Farm Services - IL
Blend Setup Print Prefs Miscellaneous Sales Order Prefs	GHS SDS Template Custom App Sheet
Scale Options Accuracy Reset To Zero Accumulate Analysis 1 10 ✓ ✓ 2 .01 ✓ ✓ 3 1 ✓ ✓ ✓ 4 .01 ✓ ✓ ✓ 5 .01 ✓ ✓ ✓ 6 1 ✓ ✓ ✓ 7 .1 ✓ ✓ ✓ 9 1 ✓ ✓ ✓	Cuoting Basis Reformulation Weight Tolerance Image: Cost Cost Cost Cost Cost Cost Cost Cost
Document Counters 00MAIN ~	Save Cancel

Start out with a Field Plan and mark the prices as quoted. Shown below is the quoted plan with the Products used in that Plan.

🖳 Add Field Plan AndBa/East/G

- 0	X
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Quoteo	d	\sim	Apply Pr	ices to	All <ter< th=""><th>ms></th><th></th><th>Cust ID</th><th>AndBa</th><th>✓ Barr</th><th>y Ande</th><th>rson</th><th></th></ter<>	ms>		Cust ID	AndBa	✓ Barr	y Ande	rson	
	Product Nar	ne				Quantity	I Unit	Unit \$	B Unit	Total \$	Split	%	Your Shar
1 🕨	0-0-62					161.000) Lbs	170.000	Tons	13.69	1	50.0000	6.8
2	Water					278.00) Lbs	0.000	Tons	0.00	1	50.0000	0.0
3	10-34-0					1176.00) Lbs	195.000	Tons	114.66	1	50.0000	57.3
4	12-0-0-26					385.00) Lbs	150.000	Tons	28.88	1	50.0000	14.4
<													
<	Total Fert \$		1	57.23		Fert\$/To	1	157.23		Fert \$/Tons			
<	Total Fert \$ Total \$			57.23 57.23	T	Fert\$/To		157.23 157.23		Fert \$/Tons	Reca	Ic using Uni	
<							•				Reca	Ic using Unit	
	Total \$		1	57.23 78.62		lotal\$/Acr	•	157.23 157.23	i3-400-11	157.23 Recalculate	Reca		

Below is the pricing option information that was saved on the Plan at the time it was created.

		Prices to All	<terms></terms>		Cust ID	AndBa	Barry Ander	croon	
ricing (Options and Compariso	ns Barry Ander	son					%	Your Shar
-								50.0000	6.8
Selling	Price				Cost Type	Replacement	Cost 🗸	50.0000	0.0
Adju	ıst Total 🗸 🗸 🗸				Products			50.0000	57.3
					Products	Fertilizer Only	/ ~	50.0000	14.4
	157.23 Apply			D	isplay Profit	Per Billing Un	it 🗸		
	Product Name	Pricing Unit	Price	Cost	Profit/Unit	Margin%	Mark Up%		
1 ▶	0-0-62	Tons	170.0620	130.0000	40.0620	23.5573	30.8169		
2	Water	Tons	0.0000	0.0000	0.0000				
3	10-34-0	Tons	195.0000	150.0000	45.0000	23.0769	30.0000		
4	12-0-0-26	Tons	150.0260	110.0000	40.0260	26.6794	36.3873		
			157.23	119.850	37.380	23.7741	31.1890	c using Unit F	Price
		Qu	ote Cost	119.850	37.380	23.7741	31.1890	Pricing Op	tiona

Here are the costs of the Products when the Plan was saved (Hub / Utilities / Edit Product Pricing).

lit Prod	ucts Replicate Pri	ices Promos & Dis	counts				
	ducts Selected 4	Select	Click on a column heading to setup o the 'Calculate Prices Based on Forn have formulas associated with the	mula' button to r	ecalculate all level	s for the select	ed products that
	Dept ID	Product ID	Product Name	Ave Cost	Est Avg Cost	Last Cost	Repl Cost
1 🕨	LFrt00	0-0-62	0-0-62	130.000	0.000	130.000	130.000
2	LFrt00	10-34-0	10-34-0	145.000	0.000	145.000	150.000
3	LFrt00	12-0-0-26	12-0-0-26	110.000	0.000	110.000	110.000
4	LFrt00	Water	Water	0.000	0.000	0.000	0.000
< Calci	ulate Prices Based	7					>
	Product Formulas		🗹 Use Formulas To E	dit Pricing			Save

Now edit the *Replacement Cost* of each Product to reflect what may happen over time. All Products except Water were increased \$50/ton.

•	Setu	up formul	las to calcula	ate Replacemen	t Cos	t							×
		Dept ID	Product ID	Product Name	Sour	ce	Formula Typ	be	Amount	Price			
1	•	LFrt00	0-0-62	0-0-62		\sim	No Formula	\sim	0.0000	180.00	Calc.		
2		LFrt00	10-34-0	10-34-0		\sim	No Formula	\sim	0.0000	200.00	Dalc.		
3		LFrt00	12-0-0-26	12-0-0-26		\sim	No Formula	\sim	0.0000	160.00	Calc.		
4		LFrt00	Water	Water		\sim	No Formula	\sim	0.0000	0.00	Calc.		
-						*		*			Suite.		
F		oly Formula Row to All		Calculate Prices Based on Formula	1							Save	Cancel

Next, the Plan is imported into a Blend Ticket. Remember to use the *Plan* selection drop-down on the Blend Ticket (since the **Import Blend** button does not bring across the quoted prices) of the imported transaction.

🖳 Add Blend Tick	et # 552				
General Produc	ts Prices Bler	nd Automated Blender			
Customer ID	AndBa	? View Maps	Zone All 🗸	<crop></crop>	~
Field ID	East	?	Plan G 🗸	Placement	~
Blend Type	Calculated Ana	ilysis 🗸 <crop che<="" th=""><th>mistry></th><th></th><th>~</th></crop>	mistry>		~

On the Prices tab of the Blend Ticket, select the **Pricing Options** button. This will show the default Cost Type (set by the Quoting Basis), the Original Costs, Current Costs, Quote Costs, and the Difference.

_	g Price						Cost Type	Replacement	t Cost 🛛 🗸	
Adj	ust Total 🗸					Products	Fertilizer Onl	Fertilizer Only		
	157.23 Apply					۵)isplay Profit	Per Billing Un	ıit ∨	
	Product Name	Pricing	Unit	Pr	ice C	ost	Profit/Un	nit Margin%	Mark Up%	
1 ▶	0-0-62	Tons	Tons		520 180.0	000	-9.938	-5.8438	-5.5211	
2	Water	Tons	Tons		000 0.0	0.0000		00		
3	10-34-0	Tons		195.0	200.0	000	-5.000	-2.5641	-2.5000	
4	12-0-0-26	Tons		150.0	260 160.0	000	-9.974	-6.6482	-6.2338	
		- [157.23	162.890	0	-5.660	-3.5998	-3.4747	
			Qu	ote Cost	119.84)	37.390	23.7804	31.1999	
			Dif	ference	43.05)	-43.050	-27.3802	-34.6746	

Note that the *Current Cost* of this blend is \$162.89/ton and the *Quoted Cost* was \$119.84/ton. That is a difference of \$43.05/ton.