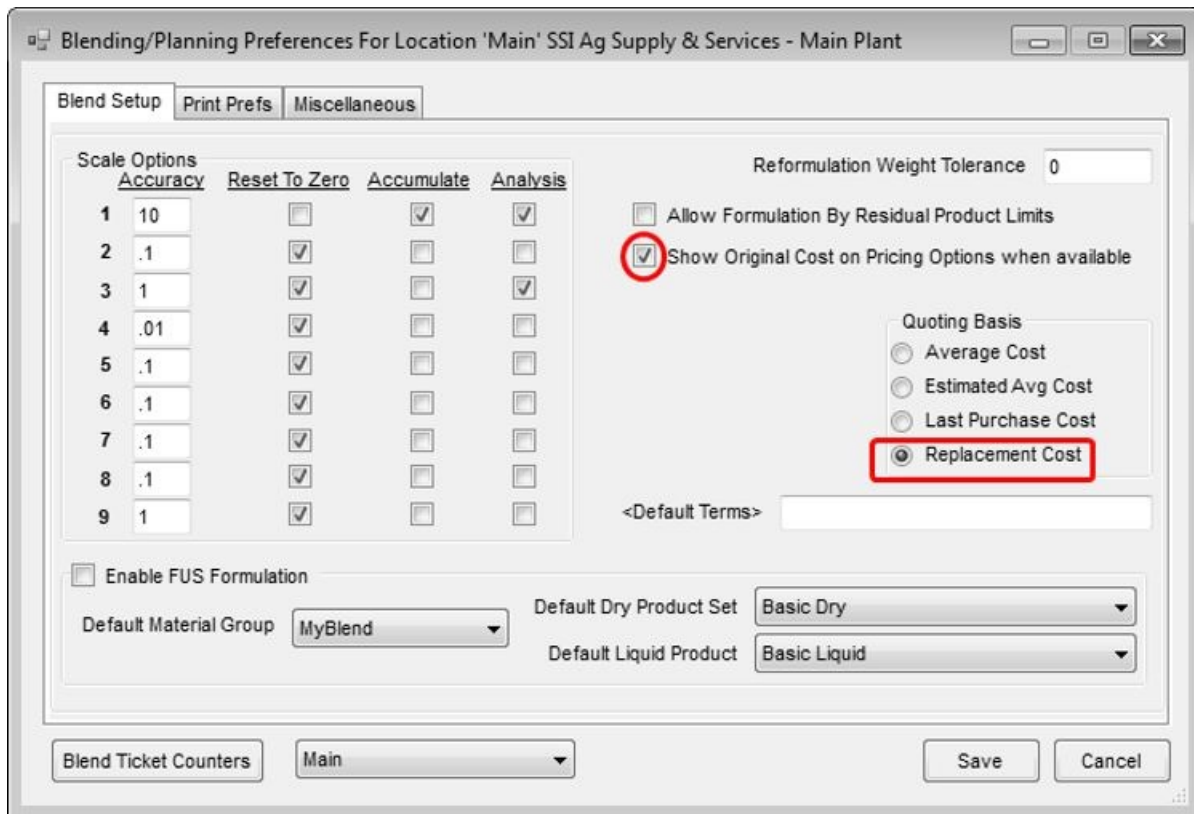


Show Original Cost of Quoted Field Plans

Last Modified on 01/09/2023 2:51 pm CST

Q. Field plans are usually created several weeks or months ahead of actual applications and billing. Since product costs can fluctuate over time, is there a way to display the original costs of the products from when the plan was first created?

A. Go to the *Planning / Setup / Location Preferences / Blend Setup* tab and check the box, shown below, to *Show Original Costs on Pricing Options when available*. 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.



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 1AndBa/BA-01/D

General Products Prices Blend

Quoted Apply Prices to All <Terms> Cust ID 1AndBa Barry Anderson

	Product Name	Quantity	I Unit	Unit \$	B Unit	Total \$	Split	%	Your Share
1	0-0-62	161.000	Lbs	170.000	Tons	13.69	1	50.0000	6.85
2	Water	278.000	Lbs	0.000	Tons	0.00	1	50.0000	0.00
3	10-34-0	1176.000	Lbs	195.000	Tons	114.66	1	50.0000	57.33
4	12-0-0-26	385.000	Lbs	150.000	Tons	28.88	1	50.0000	14.44

Total Fert \$ 157.23 Fert\$/Ton 157.23 Fert \$/Tons 157.230 Recalc using Unit Price

Total \$ 157.23 Total\$/Ton 157.23 Recalculate Pricing Options

Your Share 78.62 Fert\$/Ton 157.23

Fertilizer Quantity 2000.000 Lbs Analysis 163-400-100-100.0

View Analysis Show Splits Additional Info... Edit to Actual Save & New Save Cancel

Print on Save

Directly below is the pricing option information that was saved on the plan at the time it was created.

Edit Blend # 209

General Products Prices Blend

Quoted Apply Prices to All <Terms> Cust ID 1AndBa Barry Anderson

Pricing Options and Comparisons Barry Anderson

Selling Price Adjust Total 157.230 Apply

Cost Type Replacement Cost Products Fertilizer Only Display Profit Per Billing Unit

	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

157.230	119.850	37.380	23.7741	31.1890
Quote Cost	119.850	37.380	23.7741	31.1890
Difference	0.000	0.000	0.0000	0.0000

View Analysis Show Print Done Cancel

Below are the costs of the products at the time the plan is saved (*Hub / Utilities / Edit Product Pricing*).

Edit Product Pricing

Products Selected: 4 Click on a column heading to setup or review formulas and/or recalculate only the recalculate all levels for the selected products that have formulas associated with

Show only manufactured products

	Dept ID	Product ID	Product Name	Ave Cost	Est Avg Cost	Last Cost	Repl Cost
1	LiquiM	0-0-62	0-0-62	130.000	0.000	130.000	130.000
2	LiquiM	Water	Water	0.000	0.000	0.000	0.000
3	LiquiM	10-34-0	10-34-0	145.000	0.000	145.000	150.000
4	LiquiM	12-0-0-26	12-0-0-26	110.000	0.000	110.000	110.000
5							
6							

Now we'll edit the *Replacement Cost* of each product to reflect what may happen over time. All products except Water were increased \$50/ton.

Setup formulas to calculate Replacement Cost

	Dept ID	Product ID	Product Name	Source	Formula Type	Amount	Price	
1	LiquiM	0-0-62	0-0-62		No Form...	0.0000	180.000	Calc.
2	LiquiM	Water	Water		No Form...	0.0000	0.000	Calc.
3	LiquiM	10-34-0	10-34-0		No Form...	0.0000	200.000	Calc.
4	LiquiM	12-0-0-26	12-0-0-26		No Form...	0.0000	160.000	Calc.

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 Ticket # 209

General Products Prices Blend

Customer ID: 1AndBa Zone: All

Field ID: BA-01 **Plan: D**

<Billing Notes>

Quantity: 1 Tons Product Set: Basic Liquid

Optimize By: Average Cost

Price By: Products

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*.

Pricing Options and Comparisons Barry Anderson

Selling Price:

Cost Type: Products: Display Profit:

	Product Name	Pricing Unit	Price	Cost	Profit/Unit	Margin%	Mark Up%
1	0-0-62	Tons	170.0620	180.0000	-9.9380	-5.8438	-5.5211
2	Water	Tons	0.0000	0.0000	0.0000		
3	10-34-0	Tons	195.0000	200.0000	-5.0000	-2.5641	-2.5000
4	12-0-0-26	Tons	150.0260	160.0000	-9.9740	-6.6482	-6.2338

157.230	162.890	-5.660	-3.5998	-3.4747
Quote Cost	119.840	37.390	23.7804	31.1999
Difference	43.050	-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's a difference of \$43.05/ton.