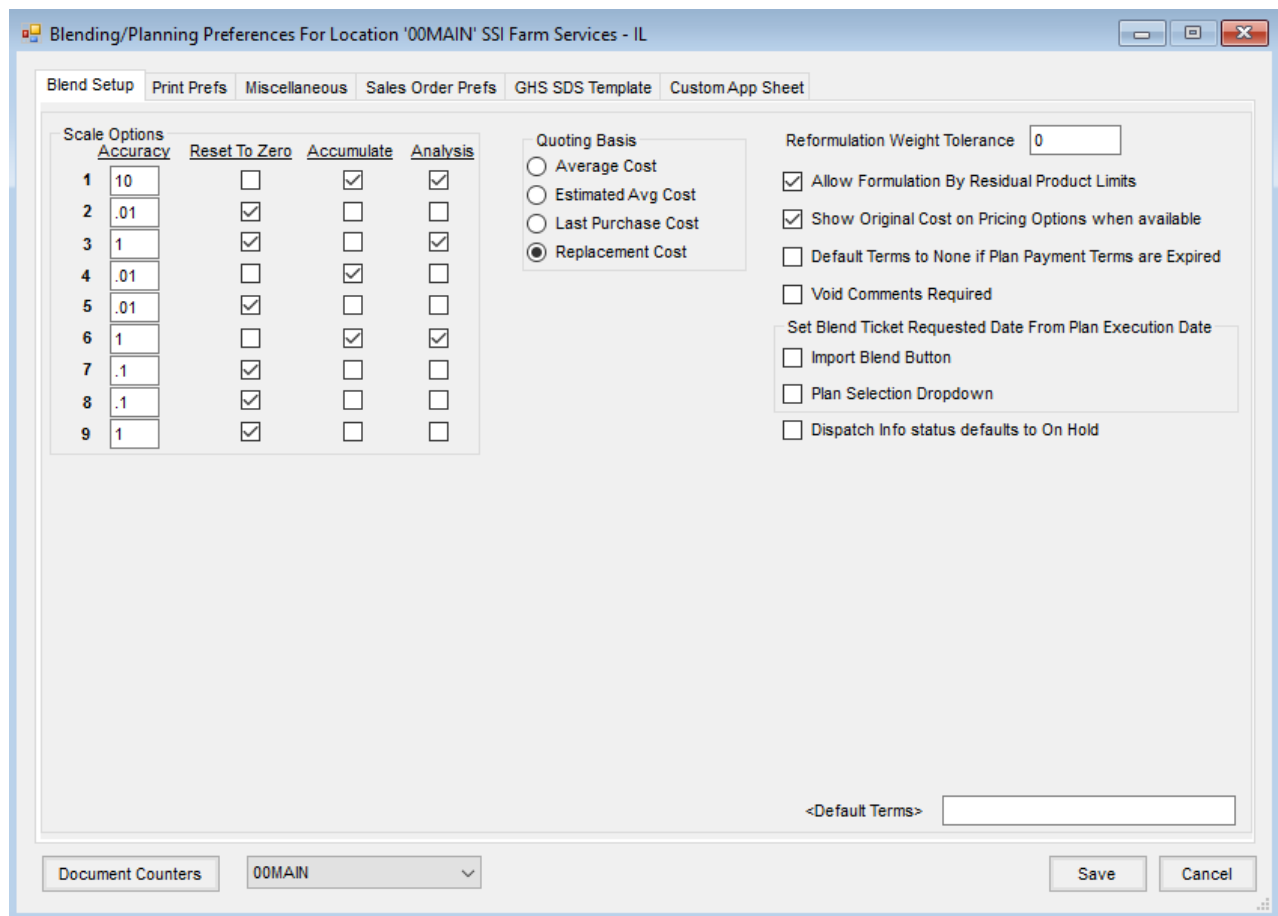


Show Original Cost of Quoted Field Plans

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.



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

General Products Prices Blend Automated Blender

Quoted Apply Prices to All <Terms> Cust ID AndBa 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	50.000	6.85
2	Water	278.000	Lbs	0.000	Tons	0.00	1	50.000	0.00
3	10-34-0	1176.000	Lbs	195.000	Tons	114.66	1	50.000	57.33
4	12-0-0-26	385.000	Lbs	150.000	Tons	28.88	1	50.000	14.44

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

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

Your Share 78.62 Fert\$/Acre 157.23

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

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

Print on Save

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

Edit Blend # 550

General Products Prices Blend

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

Pricing Options and Comparisons Barry Anderson

Selling Price Adjust Total 157.23 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

157.23 119.850 37.380 23.7741 31.1890

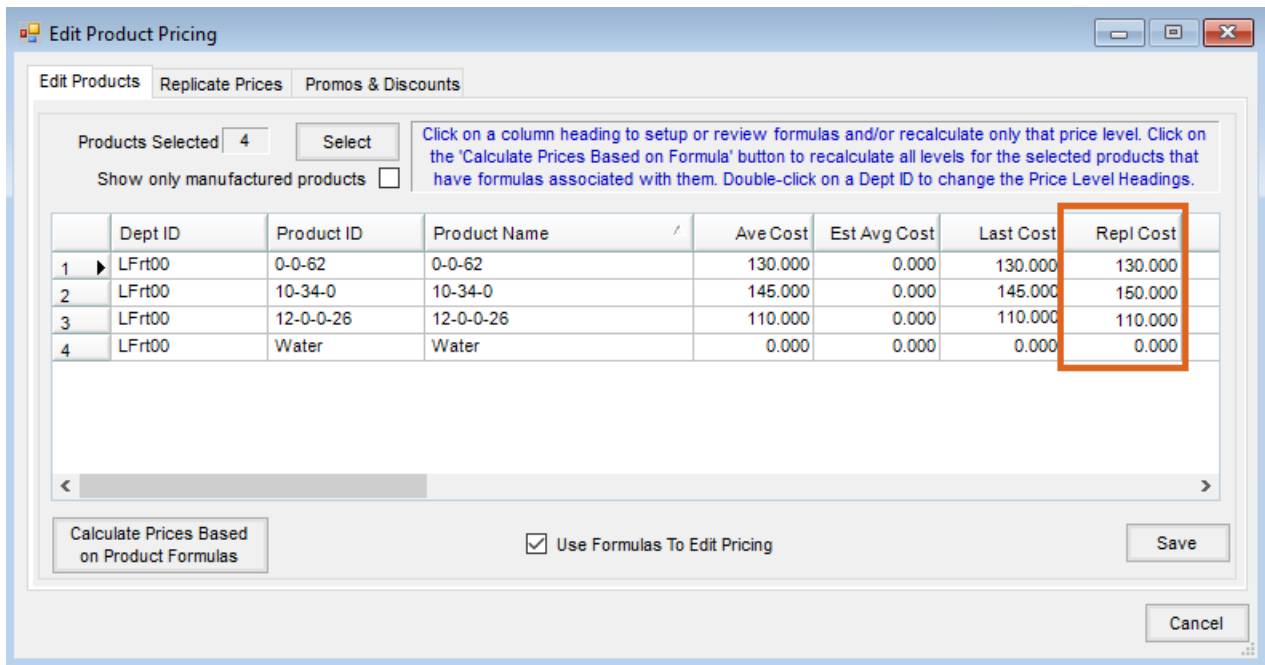
Quote Cost 119.850 37.380 23.7741 31.1890

Difference 0.0000 0.0000 0.0000 0.0000

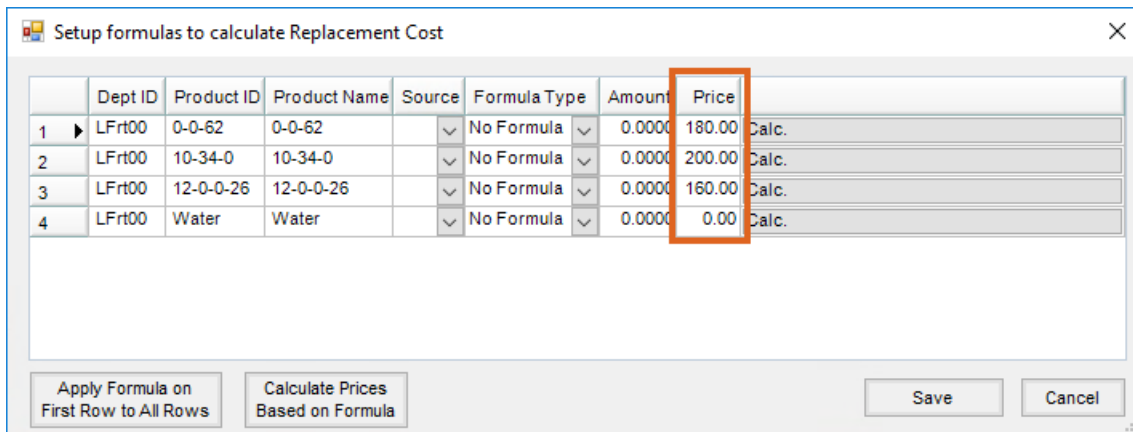
Print Done Cancel Save Cancel

Print on Save

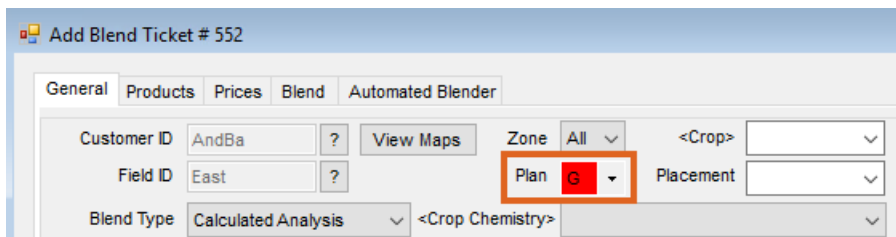
Here are the costs of the Products when the Plan was saved (Hub / Utilities / Edit Product Pricing).



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



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.



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: 157.23

Adjust Total:

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	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

157.23	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 is a difference of \$43.05/ton.