

Compare seed quotations without mixing weight and seed counts

Seed quotations are not automatically comparable, even when they list the same crop and a similar price. Kilograms, thousand seeds and individual packet counts describe different quantity bases, while differences in seed size, variety and packing method can affect the commercial result. A sound comparison therefore starts with the retail objective, preserves every original quotation and separates verified figures from estimates. The resulting sheet should make missing information and unresolved assumptions visible before an order is placed.

Define the retail unit and required quantity

Begin by stating what the business intends to sell: a packet filled by seed count, a packet sold by weight, or another defined unit. Record the intended number of retail packets and any handling allowance separately. This gives the buyer a clear reason for requesting a particular wholesale quantity and highlights what must be resolved before ordering. Do not assume that equal weights of different varieties contain the same number of seeds. Even within one species, seed size and lot characteristics can change that relationship. A generic conversion table may support a rough early estimate, but it should not silently become the basis for a committed packet count.

Preserve quotations and normalise only where possible

Create columns for the quoted quantity, quoted unit, price basis and currency exactly as supplied. Add calculated columns rather than replacing the source figures. This preserves the ability to check arithmetic and prevents a calculated result from being mistaken for a supplier statement. Record the quotation date and every stated condition that affects its validity. When two quotations use the same unit, a stated weight can be normalised to a price per gram for internal comparison. If the units differ, request reliable seed-count information or compare the offers through another business measure. Basil, coriander and dill should retain individual references; their different species must not inherit one conversion assumption simply because they share a herb category.

Include packaging, labour and other retail costs

Treat the seed price as only one component of the retail unit. Add packaging, filling time, labelling and the share of transport costs assigned to the line by the accounting method. Keep estimated labour separate from verified expenditure. If a product requires additional information or a different packing process, include that work instead of treating all articles as operationally identical. This produces a more relevant comparison than ranking quotations on seed price alone, while avoiding false precision where the available cost information is incomplete.

Test sales scenarios and check product identity

For an unfamiliar product, model more than one sales outcome. A fast-selling scenario may make a large quantity appear attractive, while a slower-demand scenario can show the effect of storage, tied-up cash and possible carry-over. These are planning tools: they do not predict biological shelf life or guarantee future sales. Before ranking offers, confirm that the quotations refer to the same cultivar, article and seed form. A shared crop name is insufficient if one entry is a mixture, another is a named variety or their documented treatments differ. Place unanswered identity questions beside the price so that a low figure cannot conceal an unresolved specification.

Make the decision auditable

Use the comparison sheet to support a decision, not to manufacture precision. If a crucial conversion requires information that is unavailable, show a range or mark the result as pending. The most defensible offer is the one whose assumptions can be checked and whose quantity basis matches the way the business intends to sell the seed.

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