

Evaluate seed substitutions against the customer trait that matters

A seed substitute should be evaluated against the customer trait that made the original article relevant, not merely against a similar crop name. A useful comparison records the reason for the original choice, distinguishes essential requirements from preferences, checks the actual references and leaves unsupported assumptions unresolved. It also reviews the customer-facing promise and preserves the decision for later purchasing and quality checks.

Define the reason for substitution

Begin by recording the specific trait or role that made the original seed article relevant. This could be a documented plant habit, a particular named mixture or a crop identity required by the customer. Avoid broad descriptions such as “similar seed,” because several articles may share a common name while offering different characteristics.

Separate requirements from preferences. Identify what must be preserved and what can be reconsidered within the business’s buying process. This is not a new specification supplied by the original article. If the customer’s request defines the boundary, clarify that request before presenting an alternative as equivalent.

Compare the actual seed references

Keep the full designation and supplier code for both the original and proposed articles. Base the comparison on supported information rather than remembered reputations or photographs alone. A mixture and a named single selection remain different propositions, even when their images look similar. An F1 suffix, preparation label or species distinction must remain visible throughout the review.

Do not fill evidence gaps with assumptions. A substitute may satisfy one requirement while leaving another uncertain, and the absence of a documented difference does not prove that two articles are identical. Record unresolved points clearly so the final decision reflects the available information.

Review the customer-facing promise

Check the product title, image, instructions and any comparison table prepared for the original line. Changing the source article may require revisions beyond its name. An old claim should not remain in place simply because the replacement appears suitable in the same layout; the final description must represent the article actually supplied.

Apply the same review to a collection containing several packets. Replacing one component may affect the collection’s theme or growing guidance. Keep the collection record linked to its components so the change is visible and can be checked deliberately rather than concealed behind an unchanged outer label.

Record, implement and review the decision

Document whether the alternative was accepted, declined or left pending, along with who made the decision through the business’s process. A supplier proposal does not become an approved substitution merely because it has been copied into a working sheet. Preserve the original request so the reason for the change remains understandable.

If the alternative is accepted, update the receiving and packing references together. Retain the history of the original article while giving the team one clear current identity. Keep the comparison available after the decision, including rejected alternatives and the reasons they were unsuitable, to prevent unsuitable replacements from being proposed again.

After the line is sold, record whether the replacement met its intended role. This review adds purchasing knowledge without changing the underlying product specification.

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