

Production

Understanding Sampling

Sampling typically happens when raw product is received. Sampling can also happen during the run/packout to ensure quality.

At Receiving time: A small amount of the product (usually less than 100 pounds) is gathered when the truck arrives. The sampler then examines the product and determines the percent of the sample by Grade (and sometimes by size). The sample provides knowledge to the packer/shipper of the quality of the product prior to packing and also enables packout planning to have a good estimate on the quality/size of the raw product with influence to the resulting packed product.

At Packing time: A small amount of the product (usually less than 100 pounds) is gathered from specific pre-sort or packed items. The sampler then examines the product and determines the percent of the sample by Grade (and sometimes by size). The sample provides knowledge to the packer/shipper of the quality of the product prior to shipping and also helps make a definitive answer about quality/size of the product that can be shared with the grower, salespeople, or the plant manager.

Sampling information is frequently used when paying the grower for the product at receiving time, instead of waiting for the product to be packed and sold (consignment). For this reason, sampling detail can include a price, so that the grower can be paid varied prices based on grade or size. Example: Grower Jones had 100 pounds sampled and 60 pounds were grade #1, 30 pounds were Grade #2, and 10 pounds were Processors. His pooled payment could then be weighted to account for the different qualities. She would be paid 15 cents per pound for Grade #1, 10 cents per pound for Grade #2, and 1 cent per pound for Processors.

Another common Sampling scenario is when the supplier is paid from a pool and the sampling information is used to determine the supplier's contribution to the grade or size pool.

Sampling in Envio

In Envio the Supplier Receipt and Run processes can have optional Sample information associated with them. Setting up the ability to sample requires creating a Stage in Commodity called "Sample", then setting the element signature for the Sample stage (often these are Grade or Grade/Size elements). For each Sample Element, create the sample element value. Example: Grade would have values of US#1, US#2, and Culls. (Reference: [How to Add a Commodity](#))

Once the Sample Stage and Elements are initially created for a commodity, the sampling information can be created for a given Supplier Receipt or Run. Both the Supplier Receipt and Run have a Sample Tab. In this tab, the Sample information starts with some preliminary information, the most important of which is the weight of the sample. This is important because it is used to determine the percent of each Sample Detail.

The sample detail is entered corresponding to the breakout of the Sample. For

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example a sample of 55 pounds is pulled from the main bin. It is determined that 35 of those 55 pounds are US#1 grade product, 15 pounds are US#2 grade, and the remaining 5 pounds are Culls.

Envio does the calculation and concludes that 63.6 of the product is US#1, 27.3% is US#2, 9% is Culls. Envio default the Sample Detail information to have a Price/UOM. The enables payment to a Grower at different prices for each grade or sorting criteria.

Unique solution ID: #1051

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Last update: 2017-05-05 23:28