

Value calculator   
data collection

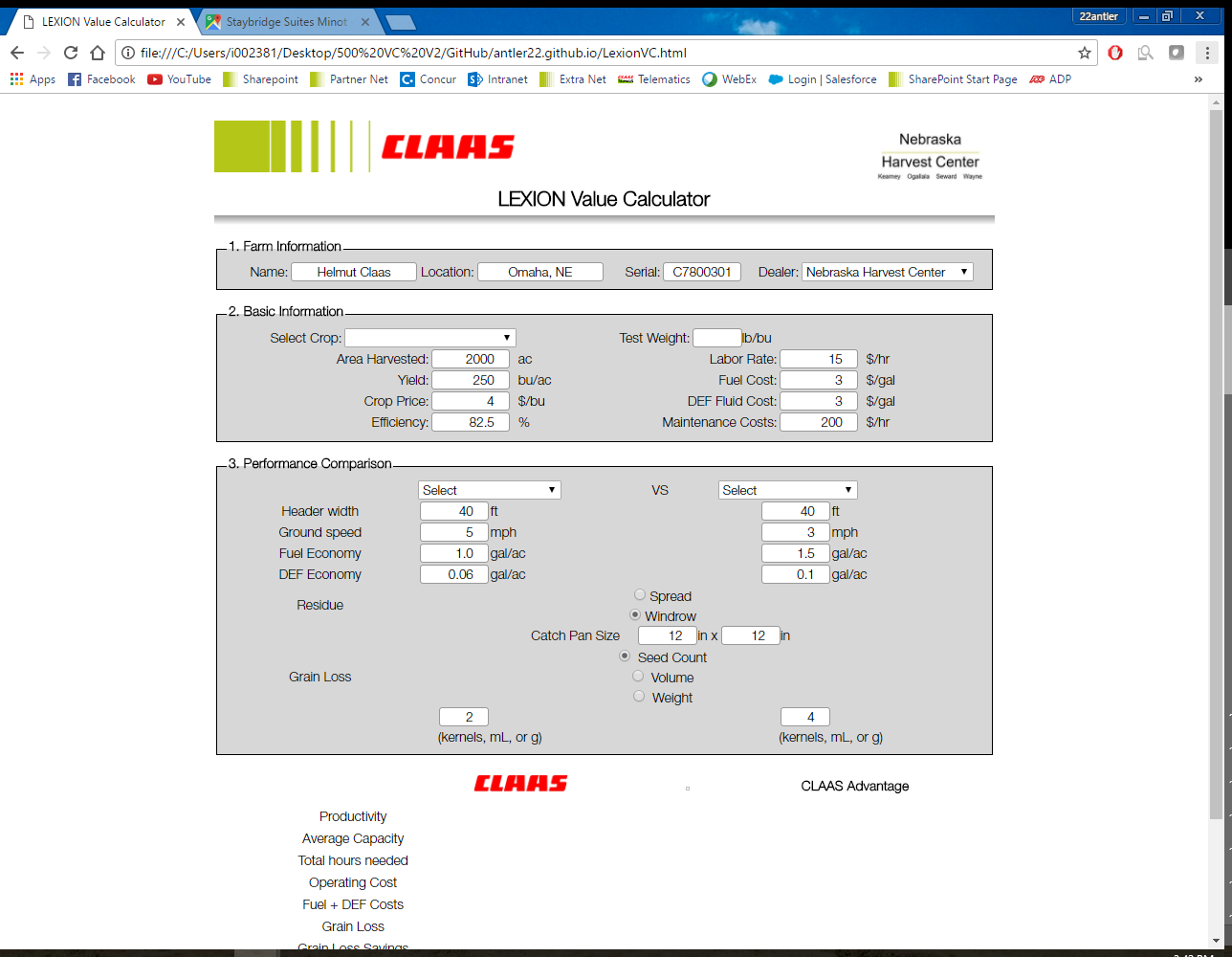
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online value calculator help

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# Information

The most important aspect of a good demonstration and value calculator is getting the correct information. This means the first two sections of the value calculator where the name, dealer and crop information is entered, as shown below.

Professionalism is key on this document, especially when the customer is using this tool to make a purchasing decision. So, even something as small as a misspelled farm name could have a significant impact. In the *Basic Information* section, all the values entered are used to make the necessary calculations, so accuracy is important. Skipping fields here can lead to errors or overgenerous results later on.

**Fields**

**Crop:** The crop harvested that day. Different kernel sizes can lead to different bu/ac loss values for combines, and different crops allow for different options on other products. If something is not on the list, you can choose *other* as an option if you know the test weight and seeds/lb.

**Area harvested:**