Before you pay the premium

Broodstock offer comparison worksheet

Use one currency, window and output definition. Leave unknowns blank.
Label every number observed or assumed. Q must be greater than zero.

Hatchery / comparison date: _____

Currency: _____ **Production window: start / end:** _____

PL stage / saleable acceptance criteria: _____

Counting method / record reference: _____

MEASURE	OFFER A	OFFER B
Animal count / male-female allocation		
Delivered broodstock cost (C)		
Saleable PL output in millions (Q)		
Observed or assumed? Source / dates / number of batches		
Rejected or lost output (separate; same unit)		
Broodstock cost per million: C / Q		
Other relevant costs for the same window (H)		
Total comparable cost: C + H		
Total comparable cost per million: (C + H) / Q		

Count each accepted batch once. Saleable output is not sales. Keep later output separate.
Use the same cost categories and allocation basis for both offers; avoid double counting costs already included in delivered prices. PL = postlarvae. Retain rejected/lost counts.

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Broodstock offer comparison worksheet

1 / TEST THE OUTPUT ASSUMPTIONS

For each scenario, recalculate costs per million on page 1.

SALEABLE OUTPUT / MILLION PL	OFFER A	OFFER B
Lower output / source		
Base output / source		
Higher output / source		

2 / ASSESS THE EVIDENCE AND THE DECISION

Check batch coverage, comparable conditions, cohort traceability, and whether figures are observed or assumed. Include weak results. Keep rejected/lost output in the record.

Capacity, timing and sales constraints:

Evidence that could change the decision:

Chosen action / assumption to test first:

ORIGINAL HYPOTHETICAL CASE / ALL VALUES INVENTED

100 broodstock per offer; same stated allocation and window.

A: $8,000 / 40m PL = $200/million. B at 40m = $240/million.

Required B output (million) = C_B / (C_A / Q_A)

$9,600 / ($8,000 / 40) = 48m PL. Broodstock cost only.

The 48m threshold is not a forecast or total-cost break-even. For total cost, use comparable full costs and account for output-dependent costs.
A planning assumption is not evidence of performance at your hatchery.