

Volume Pricing

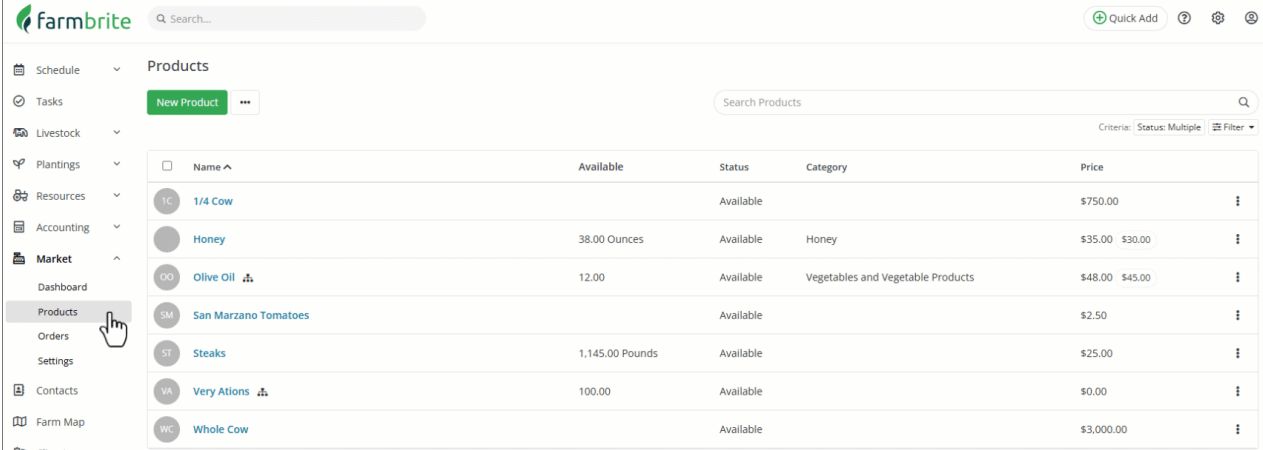
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Buying in bulk is a great way to save, and you might want to offer your customers this option on some of your products. They'll get the savings, and you'll get the increased sales! You can configure volume pricing on any of your products to set unique pricing based on the quantity purchased. This is applicable in the online store, the POS, and any administrative orders you add in the software.

Be aware that this feature is **different from wholesale pricing**, which will be applied to any contact marked as a wholesale customer. Regardless of quantity purchased, whole customers always get the wholesale price when adding their order administratively.

To get started with this, select your product and find the Retail Price field. You'll see a button for Volume Pricing next to it. Click it, and a row will appear below the price for your to set a quantity purchased and unique price. You can add the number purchased, and the price that will be applied for this item if they purchase that quantity. You can add up to 5 rows of unique pricing levels. The pricing is applied to the entire quantity purchased.

In our example below we normally sell tomatoes at \$2.50/lb, but when 5 pounds are bought the price reduced to \$2/lb. If the customer buys 10 pounds, they'll get them at \$1.75.



The screenshot shows the Farmbrite software interface. On the left is a navigation menu with options like Schedule, Tasks, Livestock, Plantings, Resources, Accounting, Market, Dashboard, Products, Orders, Settings, Contacts, Farm Map, Climate, and Reports. The 'Products' menu item is highlighted with a mouse cursor. The main content area is titled 'Products' and features a search bar and a 'New Product' button. Below this is a table of products with columns for Name, Available, Status, Category, and Price. The 'San Marzano Tomatoes' product is highlighted, showing a price of \$2.50. A hand icon points to the 'Products' menu item.

Name	Available	Status	Category	Price
1C 1/4 Cow		Available		\$750.00
Honey	38.00 Ounces	Available	Honey	\$35.00 \$30.00
DO Olive Oil	12.00	Available	Vegetables and Vegetable Products	\$48.00 \$45.00
SM San Marzano Tomatoes		Available		\$2.50
ST Steaks	1,145.00 Pounds	Available		\$25.00
VA Very Ations	100.00	Available		\$0.00
WC Whole Cow		Available		\$3,000.00

Be aware that volume pricing can be assigned to product variations as well, so if you have some subproducts that are discounted but others that are not, you can set the volume discount on each variation independently.

Purchasing Items with Volume Discounts

Once you set up the quantity based discounts, they will automatically be applied in the online store, the POS, and administratively. When a customer purchases more than the quantity required, the discounted rate is automatically applied and reflected. No promo codes or coupons necessary, this is all calculated and applied automatically.

In the first example below we demonstrate the 3 levels of volume pricing on our tomatoes - 1 for \$2.50

\$2.50 each, 5 for \$2 each, and 10 for \$1.75 each.

#	Order Total	Status	Customer	Date
1018	\$15.00	Complete Payment Due		May. 04, 2026
1017	\$50.40	Complete Payment Due	Paullie Gulterri chris+paulliewalnuts827@farmbrite.com	Apr. 21, 2026
1016	\$792.00	Complete Payment Due		Apr. 08, 2026
1015	\$851.00	Complete Payment Due		Apr. 08, 2026
1014	\$77.28	In Progress Payment Due	Paullie Gulterri chris+paulliewalnuts827@farmbrite.com	Feb. 25, 2026
1013	\$0.00	Complete Payment Due		Jan. 29, 2026
1012	\$134.38	Picking Payment Due		Jan. 12, 2026
1011	\$806.25	Complete Paid	Jackie Apriele chsi_jackie81425@farmbrite.com	Nov. 03, 2025
1010	\$3,225.00	Complete Paid	Silvio Dante chris+silvio827@farmbrite.com	Nov. 03, 2025
1009	\$806.25	Approved Paid	Salvatore Bonpiensero chris+bigguss@farmbrite.com	Nov. 03, 2025
1008	\$48.50	Draft	Jackie Apriele chsi_jackie81425@farmbrite.com	Sep. 25, 2025
1007	\$50.40	In Progress Payment Due	Jackie Apriele chsi_jackie81425@farmbrite.com	Sep. 23, 2025

Of course, this also applies to the Online Store as well. Your online customers will see the pricing tiers described in the item summary, and the correct price will automatically be calculated based on the quantity in their card.

Vinny's Cheese Manufacturing and Market
Aurora CO

Shop About Us

Clearance Sale on Now!

All Products / San Marzano Tomatoes

San Marzano Tomatoes

\$2.50 / pound

Bulk Savings:
Buy 5 or more, **\$2.00 each**
Buy 10 or more, **\$1.75 each**

Available

Add to Cart