

**SUMMARY SHEET**

Quotation Number:	2006400.SP
Client:	Specimen Proposal

**First Year Assumptions**

DESCRIPTION		AMOUNT	
STARTUP PRICING		\$1,523.50	
WAREHOUSING		\$9,257.41	
INVENTORY CONTROL		\$1,872.00	
ORDER PROCESSING		\$163,599.54	
RETURNS		\$1,774.00	
		<b>Less Startup</b>	<b>Startup Expense</b>
<b>TOTAL EST. CHARGES</b>		<b>\$176,502.95</b>	<b>\$1,523.50</b>
Average Per Order	70960	<b>\$2.49</b>	

All dollar amounts in this proposal are in United States Dollars (USD).

Proposal Assumptions with Revenue/Cost Calculations			
Enter 1st Month Order Qty.	<b>5000</b>	Average Weight of Order	<b>1.0000</b>
Enter Growth Rate	<b>0.0300</b>	Total No.of Orders-1st Year	70960
Enter Size of Average Order	<b>\$80.0000</b>	Avg. Cost Per Order	\$2.49
Enter Number of SKU's	<b>9</b>	<b>Revenue Per Order</b>	<b>\$80.00</b>
		<b>Projected Sales</b>	<b>\$5,676,811.82</b>
		Fulfillment As% of Sales	3.11%

**Special Note**

This rate proposal is constructed to perform as a business planning tool. By keying in the information requested above you will instantly see the changes that business growth makes on cost of fulfillment.

Please check the numbers that we have already entered. If they should be adjusted please make those changes by keying directly into the respective cell .

PLEASE NOTE THAT AS THE ORDER LEVEL GOES UP THE AVERAGE COST PER ORDER GOES DOWN

Number of Orders	Avg. Per Order	Projected Sales	Fulfillment as a % of SIs
250000	<b>\$1.77</b>	\$20,000,000.00	2.21%
350000	<b>\$1.52</b>	\$28,000,000.00	1.90%
450000	<b>\$1.38</b>	\$36,000,000.00	1.72%
550000	<b>\$1.29</b>	\$44,000,000.00	1.61%