

ONE WAREHOUSE TEMPLATE - 6/29/12

5/2011-4/2012				Est. Beginning				Total Est.	Proposed	Total	Total Est.
				Volume	EST. VOLUME OVER INITIAL 30 MONTH TERM			Volume	Contract	Estimated	Volume
				11/1/2013	1st 12 months	2nd 12 months	Last 6 months	(1st 30 Months)	Rates	Cost	(1st 30 Months)
NASHUA WHSE CONCORD WHSE TOTAL VOLUME											
INBOUND HANDLING SUMMARY:											
1 - 180 cases per code	1,723,575	497,304	2,220,879	2,321,818	2,391,472	2,463,217	1,268,557	6,123,246			40,000
181 - 299 cases per code	453,332	126,736	580,068	606,432	624,625	643,364	331,332	1,599,321			
300 - 670 cases per code	936,930	225,353	1,162,283	1,215,109	1,251,562	1,289,109	663,891	3,204,562			
670+ cases per code	733,788	345,674	1,079,662	1,128,733	1,162,595	1,197,472	616,698	2,976,765			
Pallet Packs	1,781	0	1,781	1,862	1,918	1,975	1,017	4,910			
Cases uncodcd or unsaleable	2,153	360	2,513	2,627	2,706	2,787	1,435	6,929			
Case Returns	1,645	0	1,645	1,720	1,771	1,824	940	4,535			50
Pallet Returns	5	0	5	5	5	6	3	14			
Bottle Returns	142	0	142	148	153	157	81	392			
TOTAL INBOUND HANDLING:	3,853,351	1,195,627	5,048,978	5,278,454	5,436,808	5,599,912	2,883,955	13,920,674			
STORAGE SUMMARY:											
Cases 1 - 84 Days	14,768,898	3,529,353	18,298,251	19,129,907	19,703,804	20,294,918	10,451,883	50,450,604			12,000
Cases 85 - 182 Days	2,634,122	309,589	2,943,711	3,077,503	3,169,828	3,264,923	1,681,435	8,116,185			11,000
Cases 183 - 365 Days	957,777	96,580	1,054,357	1,102,278	1,135,346	1,169,406	602,244	2,906,996			12,000
Cases 365+ Days	561,893	36,836	598,729	625,941	644,719	664,061	341,991	1,650,772			
Cases on Hold Status <365	202,634	0	202,634	211,844	218,199	224,745	115,744	558,688			
Cases on Hold Status >365	26,333	0	26,333	27,530	28,356	29,206	15,041	72,603			
Allocated products <84	24,266	0	24,266	25,369	26,130	26,914	13,861	66,904			
Allocated products>85	12,858	0	12,858	13,442	13,846	14,261	7,344	35,451			
Pallet Packs 1-84	7,104	0	7,104	7,427	7,650	7,879	4,058	19,587			
Pallet Packs 85-182	2,520	0	2,520	2,635	2,714	2,795	1,439	6,948			
Pallet Packs 183-365	1,275	0	1,275	1,333	1,373	1,414	728	3,515			
Pallet Packs 365+	762	0	762	797	821	845	435	2,101			
Pallets on Hold Status <365	412	0	412	431	444	457	235	1,136			
Pallets on Hold Status >365	5	0	5	5	5	6	3	14			
TOTAL STORAGE:	19,200,859	3,972,358	23,173,217	24,226,440	24,953,233	25,701,830	13,236,442	63,891,505			
OUTBOUND SUMMARY:											
Single Bottle	536,536	-	536,536	560,922	577,749	595,082	306,467	1,479,298			1,479,298
Automatic Orders (Cases)	3,762,862	1,207,894	4,970,756	5,196,677	5,352,577	5,513,154	2,839,275	13,705,006			13,705,006
Non-Automatic Orders (Cases)	18,308	4,416	22,724	23,757	24,470	25,204	12,980	62,653			62,653
Automatic Orders (Cases) - out of state	30,992	0	30,992	32,401	33,373	34,374	17,702	85,449			
TOTAL OUTBOUND:	3,812,162	1,212,310	5,024,472	5,252,834	5,410,419	5,572,732	2,869,957	13,853,108			
ACCESSORIAL SUMMARY:											
Advertising Material	HNDLG PER CASE - SMALL	48	-	48	50	52	53	27	132		
	HNDLG PER CASE - LARGE	173	0	173	181	186	192	99	477		
	STRG PER CASE - SMALL	48	0	48	50	52	53	27	132		
	STRG PER CASE - LARGE	173	0	173	181	186	192	99	477		
	REC STRG PER CASE - SMALL	48	0	48	50	52	53	27	132		
	REC STRG PER CASE - LARGE	2,326	0	2,326	2,432	2,505	2,580	1,329	6,413		
	NON-AUTO MIN UPCHARGE	31	0	31	32	33	34	18	85		
Blankets	HANDLING / BLANKET	418	0	418	437	450	464	239	1,152		
	STORAGE / BLANKET	695	0	695	727	748	771	397	1,916		
Extra Labor & Equipment	W/H LABOR - REG	315	15	330	345	355	366	188	910		
	W/H LABOR - OT	0	0	0	0	0	0	0	0		
	W/H MAN & EQUIP - REG	8	0	8	8	9	9	5	22		
	W/H MAN & EQUIP - OT	0	0	0	0	0	0	0	0		
	OFFICE - REG	3	1	4	4	4	4	2	11		
	OFFICE - OT	0	0	0	0	0	0	0	0		
Physical Inventory	Cases - SUPPLIERS	623,686	132,732	756,418	790,797	814,521	838,957	432,063	2,085,541		
	Bottle Charge	13,788	0	13,788	14,415	14,847	15,293	7,876	38,015		
	Case Charge - NHSLC	15,592	0	15,592	16,301	16,790	17,293	8,906	42,989		
	PER REPORT/LIST	16	0	16	17	17	18	9	44		
Special Reports	PER CASE (0 to 55)	1,384	0	1,384	1,447	1,490	1,535	791	3,816		
Destruction	PER CASE 56+	5,538	0	5,538	5,790	5,963	6,142	3,163	15,269		
Labeling	Cases (0 to 55)	9,145	960	10,105	10,564	10,881	11,208	5,772	27,861		
	Cases (56 to 99)	10,228	1,132	11,360	11,876	12,233	12,600	6,489	31,321		
	Cases (100 to 299)	18,362	2,123	20,485	21,416	22,059	22,720	11,701	56,480		
	Cases (300+)	16,070	1,000	17,070	17,846	18,381	18,933	9,750	47,064		
	Minimum (upcharge)	418	0	418	437	450	464	239	1,152		
Relabeling	Cases relabeled	14,674	2,133	16,807	17,571	18,098	18,641	9,600	46,339		
	Minimum (upcharge)	19	0	19	20	20	21	11	52		
Duplicate Labels	Duplicate labels	265	0	265	277	285	294	151	731		
Min Invoice Chg	Min Invoice Upcharges	67	0	67	70	72	74	38	185		

TWO WAREHOUSE TEMPLATE - 6/29/12

5/2011-4/2012			EST. BEGINNING				Total Est Volume	Proposed Contract Rates	Total Estimated Cost
NASHUA WHSE TOTAL VOLUME			EST. VOLUME OVER INITIAL 30 MONTH TERM						
			11/1/2013	1st 12 months	2nd 12 months	Last 6 months	(1st 30 Months)		
INBOUND HANDLING SUMMARY:									
1 - 180 cases per code	1,723,575	1,723,575	1,801,911	1,855,969	1,911,848	984,499	4,752,115		
181 - 299 cases per code	453,332	453,332	473,936	488,154	502,799	258,941	1,249,894		
300 - 670 cases per code	936,930	936,930	979,513	1,008,899	1,039,166	535,170	2,583,235		
670+ cases per code	733,788	733,788	767,139	790,153	813,857	419,137	2,023,147		
Pallet Packs	1,781	1,781	1,862	1,918	1,975	1,017	4,910		
Cases uncodced or unsaleable	2,153	2,163	2,251	2,318	2,388	1,230	5,936		
Case Returns	1,645	1,645	1,720	1,771	1,824	940	4,535		
Pallet Returns	5	5	5	5	6	3	14		
Bottle Returns	142	142	148	153	157	81	392		
TOTAL INBOUND HANDLING:	3,853,351	3,853,351	4,026,466	4,149,340	4,273,821	2,201,018	10,624,179		
STORAGE SUMMARY:									
Cases 1 - 84 Days	14,768,898	14,768,898	15,440,144	15,803,349	16,380,449	8,435,931	40,719,729		
Cases 85 - 182 Days	2,834,122	2,834,122	2,753,843	2,836,456	2,921,552	1,504,599	7,262,609		
Cases 183 - 365 Days	957,777	957,777	1,001,308	1,031,347	1,062,288	547,078	2,640,713		
Cases 365+ Days	561,893	561,893	587,431	605,054	623,206	320,951	1,549,210		
Cases on Hold Status <365	202,634	202,634	211,844	218,199	224,745	115,744	558,688		
Cases on Hold Status >365	26,333	26,333	27,530	28,356	29,206	15,041	72,603		
Allocated products <84	24,266	24,266	25,369	26,130	26,914	13,861	66,904		
Allocated products >85	12,858	12,858	13,442	13,846	14,281	7,344	35,451		
Pallet Packs 1-84	7,104	7,104	7,427	7,650	7,879	4,058	19,587		
Pallet Packs 85-182	2,520	2,520	2,635	2,714	2,795	1,439	6,948		
Pallet Packs 183-365	1,275	1,275	1,333	1,373	1,414	728	3,515		
Pallet Packs 365+	762	762	797	821	845	435	2,101		
Pallets on Hold Status <365	412	412	431	444	457	235	1,136		
Pallets on Hold Status >365	5	5	5	5	6	3	14		
TOTAL STORAGE:	19,200,859	19,200,859	20,073,538	20,675,744	21,266,017	10,967,449	52,939,208		
OUTBOUND SUMMARY:									
Single Bottle	536,536	536,536	560,922	577,749	595,082	306,467	1,479,298		
Automatic Orders (Cases)	3,782,862	3,782,862	3,933,884	4,051,901	4,173,458	2,149,331	10,374,689		
Non-Automatic Orders (Cases)	18,308	18,308	19,140	19,714	20,306	10,457	50,477		
Automatic Orders (Cases) - out of state	30,992	30,992	32,401	33,373	34,374	17,702	85,449		
TOTAL OUTBOUND:	3,812,162	3,812,162	3,985,425	4,104,988	4,228,137	2,177,491	10,510,615		
ACCESSORIAL SUMMARY:									
Advertising Material									
HNDLG PER CASE - SMALL	48	48	50	52	53	27	132		
HNDLG PER CASE - LARGE	173	173	181	186	192	99	477		
STRG PER CASE - SMALL	48	48	50	52	53	27	132		
STRG PER CASE - LARGE	173	173	181	186	192	99	477		
REC STRG PER CASE - SMALL	48	48	50	52	53	27	132		
REC STRG PER CASE - LARGE	2,326	2,326	2,432	2,505	2,560	1,329	6,413		
NON-AUTO MIN UPCHARGE	31	31	32	33	34	18	85		
Blankets									
HANDLING / BLANKET	418	418	437	450	464	239	1,152		
STORAGE / BLANKET	695	695	727	748	771	397	1,916		
Extra Labor & Equipment									
W/H LABOR - REG	315	315	329	339	349	180	888		
W/H LABOR - OT	0	0							
W/H MAN & EQUIP - REG	8	8	8	9	9	5	22		
W/H MAN & EQUIP - OT	0	0							
OFFICE - REG	3	3	3	3	3	2	8		
OFFICE - OT	0	0							
Physical Inventory									
Cases - SUPPLIERS	623,886	623,886	652,033	671,594	691,741	358,247	1,719,582		
Bottle Charge	13,788	13,788	14,415	14,847	15,293	7,876	38,015		
Case Charge - NHSLC	15,592	15,592	16,301	16,790	17,293	8,906	42,989		
PER REPORT/LIST	16	16	17	17	18	9	44		
PER CASE (0 to 55)	1,384	1,384	1,447	1,490	1,535	791	3,816		
PER CASE 56+	5,538	5,538	5,790	5,963	6,142	3,163	15,269		
Cases (0 to 55)	9,145	9,145	9,561	9,847	10,143	5,224	25,214		
Cases (56 to 99)	10,228	10,228	10,693	11,014	11,344	5,842	28,200		
Cases (100 to 299)	18,362	18,362	19,197	19,772	20,366	10,488	50,626		
Cases (300+)	16,070	16,070	16,600	17,304	17,824	9,179	44,307		
Minimum (upcharge)	418	418	437	450	464	239	1,152		
Retabeling									
Cases relabeled	14,674	14,674	15,341	15,801	16,275	8,382	40,458		
Minimum (upcharge)	19	19	20	20	21	11	52		
Duplicate Labels									
Duplicate labels	265	265	277	285	294	151	731		
Min Invoice Chg									
Min Invoice Upcharges	67	67	70	72	74	38	185		