

EXEL - ONE WAREHOUSE - 7/3/12

	5/2011-4/2012			Est Beginning				Total Est Volume	Proposed Contract Rates	Total Estimated Cost	Total Est Volume (1st 30 Months)
	NASHUA WHSE	CONCORD 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	497,304	2,220,879	2,321,818	2,391,472	2,463,217	1,268,557	6,123,246	\$ 0.19	\$ 1,163,417	40,000
181 - 299 cases per code	453,332	126,736	580,068	606,432	624,625	643,364	331,332	1,599,321	\$ 0.19	\$ 303,871	
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	\$ 0.19	\$ 608,867	
670+ cases per code	733,788	345,874	1,079,662	1,128,733	1,162,595	1,197,472	616,698	2,976,765	\$ 0.19	\$ 565,585	
Pallet Packs	1,781	0	1,781	1,862	1,918	1,975	1,017	4,910	\$ 7.40	\$ 36,337	
Cases uncodced or unsaleable	2,153	360	2,513	2,627	2,706	2,787	1,435	6,929	\$ 5.50	\$ 38,108	
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		\$ 2,716,185	
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	\$ 0.09	\$ 4,540,554	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	\$ 0.25	\$ 2,029,046	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	\$ 0.65	\$ 1,889,548	12,000
Cases 365+ Days	561,893	36,836	598,729	625,941	644,719	664,061	341,991	1,650,772	\$ 1.15	\$ 1,898,388	
Cases on Hold Status <365	202,634	0	202,634	211,844	218,199	224,745	115,744	558,688	\$ 0.65	\$ 363,147	
Cases on Hold Status >365	26,333	0	26,333	27,530	28,356	29,206	15,041	72,603	\$ 1.15	\$ 83,494	
Allocated products <84	24,266	0	24,266	25,369	26,130	26,914	13,861	66,904	\$ 0.09	\$ 6,021	
Allocated products >85	12,858	0	12,858	13,442	13,846	14,261	7,344	35,451	\$ 0.25	\$ 8,863	
Pallet Packs 1-84	7,104	0	7,104	7,427	7,650	7,879	4,058	19,587	\$ 4.25	\$ 83,243	
Pallet Packs 85-182	2,520	0	2,520	2,635	2,714	2,795	1,439	6,948	\$ 11.00	\$ 76,428	
Pallet Packs 183-365	1,275	0	1,275	1,333	1,373	1,414	728	3,515	\$ 30.00	\$ 105,460	
Pallet Packs 365+	762	0	762	797	821	845	435	2,101	\$ 52.00	\$ 109,248	
Pallets on Hold Status <365	412	0	412	431	444	457	235	1,136	\$ 30.00	\$ 34,078	
Pallets on Hold Status >365	5	0	5	5	5	6	3	14	\$ 52.00	\$ 717	
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		\$ 11,228,235	
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	\$ 0.96	\$ 13,164,525	13,705,006
Non-Automatic Orders (Cases)	18,308	4,416	22,724	23,757	24,470	25,204	12,980	62,653	\$ 1.01	\$ 63,315	62,653
Automatic Orders (Cases) - out of state	30,992	-	30,992	32,401	33,373	34,374	17,702	85,449	\$ 0.96	\$ 82,079	-
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		\$ 13,309,918	
ACCESSORIAL SUMMARY:											
Advertising Material	HNDLG PER CASE - SMALL	48	-	48	50	52	53	27	132	\$ 0.74	\$ 98
	HNDLG PER CASE - LARGE	173	0	173	181	186	192	99	477	\$ 1.94	\$ 925
	STRG PER CASE - SMALL	48	0	48	50	52	53	27	132	\$ 0.50	\$ 66
	STRG PER CASE - LARGE	173	0	173	181	186	192	99	477	\$ 3.50	\$ 1,669
	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	\$ 15.00	\$ 1,282
Blankets	HANDLING / BLANKET	418	0	418	437	450	464	239	1,152	\$ 24.75	\$ 28,524
	STORAGE / BLANKET	695	0	695	727	748	771	397	1,916	\$ 6.50	\$ 12,455
Extra Labor & Equipment	WH LABOR - REG	315	15	330	345	355	366	188	910	\$ 34.65	\$ 31,526
	WH LABOR - OT	0	0	0	0	0	0	0	0	\$ 52.00	\$ -
	WH MAN & EQUIP - REG	8	0	8	8	9	9	5	22	\$ 66.00	\$ 1,456
	WH MAN & EQUIP - OT	0	0	0	0	0	0	0	0	\$ 81.00	\$ -
	OFFICE - REG	3	1	4	4	4	4	2	11	\$ 34.65	\$ 382
	OFFICE - OT	0	0	0	0	0	0	0	0	\$ 52.00	\$ -
Physical Inventory	Cases - SUPPLIERS	623,686	132,732	756,418	790,797	814,521	838,957	432,063	2,085,541	\$ 0.14	\$ 291,976
	Bottle Charge	13,788	0	13,788	14,415	14,847	15,293	7,876	38,015	\$ 0.09	\$ 3,421
	Case Charge - NHSLC	15,592	0	15,592	16,301	16,790	17,293	8,906	42,989	\$ -	\$ -
Special Reports	PER REPORT/LIST	16	0	16	17	17	18	9	44	\$ 25.00	\$ 1,103
Destruction	PER CASE (0 to 55)	1,384	0	1,384	1,447	1,490	1,535	791	3,816	\$ 3.80	\$ 14,500
	PER CASE 56+	5,538	0	5,538	5,790	5,963	6,142	3,163	15,269	\$ 3.00	\$ 45,807
Labeling	Cases (0 to 55)	9,145	960	10,105	10,564	10,881	11,208	5,772	27,861	\$ 2.50	\$ 69,652
	Cases (56 to 99)	10,228	1,132	11,360	11,876	12,233	12,600	6,489	31,321	\$ 2.00	\$ 62,642
	Cases (100 to 299)	18,362	2,123	20,485	21,416	22,059	22,720	11,701	56,480	\$ 1.25	\$ 70,600
	Cases (300+)	16,070	1,000	17,070	17,846	18,381	18,933	9,750	47,064	\$ 0.75	\$ 35,298
	Minimum (upcharge)	418	0	418	437	450	464	239	1,152	\$ 13.50	\$ 15,558
Relabeling	Cases relabeled	14,674	2,133	16,807	17,571	18,098	18,641	9,600	46,339	\$ 1.00	\$ 46,339
	Minimum (upcharge)	19	0	19	20	20	21	11	52	\$ 15.00	\$ 786
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	\$ -	\$ -
										\$ 736,066	
										\$ 27,990,405	

XTL-ONE WAREHOUSE - 7/3/12

MANSUA WAREHOUSE	CONCORD WAREHOUSE		TOTAL VOLUME		SUPPLIER		NHS/C		APPENDIX D-1		
	11/12/11	11/12/11	11/12/11	11/12/11	11/12/11	11/12/11	11/12/11	11/12/11	11/12/11	11/12/11	
INBOUND HANDLING SUMMARY:	1,723,875	607,804	2,331,679	2,331,679	2,331,679	2,331,679	1.00	6,735,370	40,000	1.10	44,000
1-160 cases per code	125,729	125,729	251,458	251,458	251,458	251,458	1.00	1,589,321	1,000	1.10	2,750
300-670 cases per code	836,830	225,353	1,062,183	1,062,183	1,062,183	1,062,183	0.00	3,204,562	3,204,562	0.00	3,000
670+ cases per code	733,368	345,874	1,079,242	1,079,242	1,079,242	1,079,242	0.00	2,381,412	2,381,412	0.00	0.00
Pallet Pucks	1,781	0	1,781	1,781	1,781	1,781	7.25	34,845	34,845	7.25	500
Cases unloaded or unstackable	2,193	360	2,553	2,553	2,553	2,553	5.00	500	500	5.00	500
Cases returned	1,046	0	1,046	1,046	1,046	1,046	N/A	4,400	4,400	N/A	0.00
Bobo Returns	142	0	142	142	142	142	N/A	382	382	N/A	0.50
TOTAL INBOUND HANDLING:	3,863,351	1,195,827	5,059,178	5,059,178	5,059,178	5,059,178	13.82	13,920,674	13,920,674	13.82	44,050
STORAGE SUMMARY:	14,788,886	3,329,353	18,118,239	18,118,239	18,118,239	18,118,239	0.10	5,045,890	19,000	N/A	2,750
Cases 1-64 Days	2,457,777	86,550	2,544,327	2,544,327	2,544,327	2,544,327	0.00	1,589,321	11,000	0.00	2,750
Cases 65-120 Days	86,550	36,836	123,386	123,386	123,386	123,386	0.00	1,453,498	12,000	0.00	3,000
Cases 121-180 Days	202,634	26,333	228,967	228,967	228,967	228,967	0.00	279,344	N/A	N/A	N/A
Cases on Hold Status <65	24,366	0	24,366	24,366	24,366	24,366	0.00	72,603	N/A	N/A	N/A
Allocated products <64	1,689	0	1,689	1,689	1,689	1,689	0.00	7,009	N/A	N/A	N/A
Pallet Pucks <64	7,104	0	7,104	7,104	7,104	7,104	5.00	97,935	N/A	5.00	N/A
Pallet Pucks 65-182	2,520	0	2,520	2,520	2,520	2,520	10.00	69,480	N/A	10.00	N/A
Pallet Pucks 183-365	1,275	0	1,275	1,275	1,275	1,275	20.00	70,300	N/A	20.00	N/A
Pallet Pucks 366+	762	0	762	762	762	762	40.00	84,000	N/A	40.00	N/A
Pallets on Hold Status <65	412	0	412	412	412	412	2.00	22,500	N/A	2.00	N/A
Pallets on Hold Status >65	5	0	5	5	5	5	40.00	560	N/A	40.00	N/A
TOTAL STORAGE:	18,200,869	3,972,356	22,173,225	22,173,225	22,173,225	22,173,225	40.90	10,483,330	10,483,330	40.90	5,750
OUTBOUND SUMMARY:	535,336	1,207,884	1,743,220	1,743,220	1,743,220	1,743,220	0.15	1,479,298	1,479,298	0.15	221,899
Single Bots	3,702,862	4,416	3,707,278	3,707,278	3,707,278	3,707,278	0.12	1,644,601	13,765,803	0.12	1,644,601
Automatic Orders (Cases)	30,892	30,892	61,784	61,784	61,784	61,784	0.15	9,386	6,825	0.15	1,644,601
Automatic Orders (Cases) - out of state	3,812,162	1,212,310	5,024,472	5,024,472	5,024,472	5,024,472	N/A	1,653,899	N/A	N/A	N/A
ACCESSORIAL SUMMARY:	48	0	48	48	48	48	0.85	132	112	0.85	N/A
Advertising Material	173	0	173	173	173	173	2.00	477	66	2.00	N/A
HDJG PER CASE - SMALL	48	0	48	48	48	48	0.50	132	66	0.50	N/A
STRG PER CASE - SMALL	173	0	173	173	173	173	3.00	477	66	3.00	N/A
REC PER CASE - LARGE	48	0	48	48	48	48	6.00	143	143	6.00	N/A
NON-AUTO MIN UPCHARGE	2,326	0	2,326	2,326	2,326	2,326	25.00	6,413	36,478	25.00	N/A
PER REPORTLIST	31	0	31	31	31	31	30.00	85	2,125	30.00	N/A
MINIMUM (upcharge)	418	0	418	418	418	418	10.00	1,152	34,560	10.00	N/A
WH LABOR - REG	695	15	710	710	710	710	1.916	910	18,180	1.916	N/A
WH MAN & EQUIP - REG	315	15	330	330	330	330	60.00	36,400	36,400	60.00	N/A
WH MAN & EQUIP - OT	8	0	8	8	8	8	40.00	880	880	40.00	N/A
OFFICE - REG	0	1	1	1	1	1	60.00	440	440	60.00	N/A
OFFICE - OT	3	0	3	3	3	3	60.00	440	440	60.00	N/A
Cases - SUPPLIERS	623,696	152,732	776,428	776,428	776,428	776,428	0.20	208,554	208,554	0.20	N/A
Cases Change - NHS/C	15,392	0	15,392	15,392	15,392	15,392	N/A	7,603	7,603	N/A	0.05
PER CASE (0 to 50)	1,384	0	1,384	1,384	1,384	1,384	4.00	1,100	1,100	4.00	N/A
PER CASE 50+	5,338	0	5,338	5,338	5,338	5,338	2.50	15,264	15,264	2.50	4.00
Cases (50 to 99)	10,228	0	10,228	10,228	10,228	10,228	2.25	89,852	89,852	2.25	1.00
Cases (100 to 259)	18,362	1,132	19,494	19,494	19,494	19,494	1.25	70,472	70,472	1.25	0.90
Cases (300+)	16,070	1,000	17,070	17,070	17,070	17,070	0.75	35,288	35,288	0.75	0.70
Minimum (upcharge)	418	0	418	418	418	418	15.00	46,390	46,390	15.00	N/A
Cases returned	14,674	2,130	16,804	16,804	16,804	16,804	15.00	780	780	15.00	N/A
Duplicate Labels	285	0	285	285	285	285	N/A	185	185	N/A	0.50
Min Invoice Upcharges	67	0	67	67	67	67	N/A	112	112	N/A	N/A

XTL - TWO WAREHOUSES - 7/3/12

EIN	Department	E137 COLLAGE COLLECTIONS - CASH/INVENTORY				Supplier	Purchased Quantity	Unit Cost	Total EA Value	HNDLG Value	APPENDIX D.3	
		1st 12 months	2nd 12 months	Last 12 months	11/12 Estimated						Quantity	Value
2321818		1,268,557	2,463,217	1,268,557		6,123,246	1.10	6,735,570	40,000	1.10	44,000	
6064332		624,625	643,364	624,625		1,589,321	1.00	1,589,321		1.00		
1,215,109		1,251,582	1,283,109	1,251,582		3,304,562	0.90	2,844,106		0.90		
1,128,723		1,162,895	1,197,472	1,162,895		2,976,795	0.80	2,381,412		0.80		
1,062		1,019	1,017	1,017		4,910	7.25	35,997		7.25		
2,405		2,405	2,405	2,405		6,823	N/A	34,645		5.00	90	
1,720		1,720	1,824	1,824		4,834	N/A	50		10.00		
146		153	5	6		392	N/A			0.80		
5,276,454		5,436,008	5,999,912	2,863,965		13,920,674		13,870,652			44,050	
18,129,907		18,703,804	20,264,918	10,451,893		50,450,504	0.10	5,645,890	10,000	N/A		
3,077,503		3,169,609	3,254,923	1,661,435		8,118,185	0.20	1,623,237	11,000	0.25	2,750	
1,102,276		1,135,346	1,169,406	602,244		2,906,986	0.50	1,453,498	12,000	0.25	3,000	
625,541		644,719	664,061	341,991		1,650,772	1.00	1,650,772		N/A		
211,944		218,199	224,745	115,744		599,668	0.50	279,344		N/A		
20,433		20,433	20,433	20,433		72,600	1.00	72,600		N/A		
20,433		20,433	20,433	20,433		72,600	1.00	72,600		N/A		
24,389		24,389	24,389	24,389		85,451	0.20	7,090		N/A		
12,869		12,869	12,869	12,869		35,451	0.20	7,090		N/A		
7,104		7,104	7,427	7,427		19,507	5.00	87,535		N/A		
2,520		2,520	2,714	2,795		6,948	10.00	66,480		N/A		
1,275		1,275	1,323	1,414		3,615	20.00	70,300		N/A		
412		412	451	451		1,138	20.00	22,720		N/A		
412		412	444	444		1,138	20.00	22,720		N/A		
412		412	444	444		1,138	20.00	22,720		N/A		
5		5	6	6		14	40.00	560		N/A		
18,200,849		3,972,568	23,173,217	13,236,442		63,891,505		10,483,330			5,750	
3,520,353		3,520,353										
18,980,251		18,980,251										
2,845,711		2,845,711										
360,580		360,580										
96,577		96,577										
561,853		561,853										
202,634		202,634										
202,634		202,634										
202,634		202,634										
12,869		12,869										
7,104		7,104										
2,520		2,520										
1,275		1,275										
412		412										
412		412										
5		5										
18,200,849		3,972,568	23,173,217									

1-180 cases per code	2,220,979
181 - 250 cases per code	497,304
300 - 670 cases per code	800,008
670+ cases per code	1,162,293
Pallet Poles	345,874
1,781	1,781
Case Returns	360
Case Returns	1,445
Pallet Returns	0
Bottle Returns	0
TOTAL INBOUND HANDLING:	5,048,978

Cases 85 - 182 Days	14,788,609
Cases 183 - 365 Days	2,634,122
Cases 366+ Days	96,580
Cases on Hold Status <95%	967,777
Cases on Hold Status <96%	561,853
Cases on Hold Status <97%	202,634
Allocated products <94	20,433
Allocated products <95	20,433
Allocated products <96	12,869
Pallet Poles 1-84	7,104
Pallet Poles 85-182	2,520
Pallet Poles 183-365	1,275
Case Returns <94	412
Case Returns <95	412
Pallets on Hold Status <95%	5
Pallets on Hold Status <96%	
TOTAL STORAGE:	23,173,217

Single Books	536,536
Non-Automatic Orders (Cases)	1,307,864
Automatic Orders (Cases) - out of state	4,416
Automatic Orders (Cases) - out of state	30,892
TOTAL OUTBOUND:	5,024,472

Advertising Material	48	HNDLG PER CASE - SMALL	173
	48	HNDLG PER CASE - LARGE	173
	48	STRO PER CASE - SMALL	48
	48	STRO PER CASE - LARGE	48
	148	REC STRG PER CASE - SMALL	148
	2,328	REC STRG PER CASE - LARGE	2,328
	31	NON-AUTO MIN UPCHARGE	31
	418	HANDLING / BLANKET	418
	885	WH LABOR - REG	885
	33	WH LABOR - OT	33
	8	WH MAN & EQUIP - REG	8
	0	WH MAN & EQUIP - OT	0
	3	OFFICE - REG	3
	4	OFFICE - OT	4
	0	OFFICE SUPPLIERS	0
	132,720	Bottle Charge	132,720
	785,438	Case Charge - NRSLC	785,438
	15,982	PER REPORTLIST	15,982
	16	PER CASE (0 to 50)	16
	1,384	PER CASE (50 to 99)	1,384
	6,339	Cases (0 to 99)	6,339
	960	Cases (99 to 289)	960
	11,340	Cases (289 to 299)	11,340
	10,228	Cases (300+)	10,228
	2,123	Minimum (Upcharge)	2,123
	17,070	Maximum (Upcharge)	17,070
	14,574	Minimum (Label)	14,574
	213	Maximum (Label)	213
	19	Minimum (Invoice)	19
	266	Maximum (Invoice)	266
	67	Minimum Invoice Chg	67

LAW - ONE WAREHOUSE - 7/3/12

Law Warehouses RFP2012-14 Calculation Template - revised

5/2011-4/2012								SUPPLIER		APPENDIX D		NHS LC		APPENDIX D-1	
				Est Beginning				Total Est		Proposed		Total		Total Est	
				Volume				Volume		Contract		Estimated		Volume	
				EST VOLUME OVER INITIAL 30 MONTH TERM				Rates		Cost		Rates		Cost	
				11/1/2013				(1st 30 Months)		Rates		Cost		(1st 30 Months)	
				1st 12 months				2nd 12 months		Last 6 months		Rates		Cost	
INBOUND HANDLING SUMMARY:															
	NASHUA WHSE	CONCORD WHSE	TOTAL VOLUME												
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	\$1.20	\$7,347,895		40,000	\$1.20	\$48,000	
181 - 299 cases per code	453,332	126,736	580,068	806,432	624,625	643,364	331,332	1,599,321	\$1.05	\$1,679,287			\$1.05	\$0	
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	\$0.95	\$3,044,334			\$0.95	\$0	
670+ cases per code	733,788	345,874	1,079,662	1,128,733	1,162,595	1,197,472	616,698	2,976,765	\$0.85	\$2,530,251			\$0.85	\$0	
Pallet Packs	1,781	0	1,781	1,862	1,918	1,975	1,017	4,910	\$6.75	\$33,145			\$6.75	\$0	
Cases uncoded or unsaleable	2,153	360	2,513	2,627	2,706	2,787	1,435	6,929	\$5.00	\$34,643			\$5.00	\$0	
Case Returns	1,645	0	1,645	1,720	1,771	1,824	940	4,535	\$5.00	\$22,677		50	\$5.00	\$250	
Pallet Returns	5	0	5	5	5	6	3	14	\$14.50	\$200			\$14.50	\$0	
Bottle Returns	142	0	142	148	153	157	81	392	\$1.00	\$392			\$1.00	\$0	
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		\$14,692,824				\$48,250	
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	\$0.10	\$5,045,060		12,000	\$0.25	\$3,000	
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	\$0.25	\$2,029,046		11,000	\$0.25	\$2,750	
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	\$0.70	\$2,034,897		12,000	\$0.25	\$3,000	
Cases 365+ Days	561,893	36,836	598,729	625,941	644,719	664,061	341,991	1,650,772	\$1.25	\$2,063,465				\$0	
Cases on Hold Status <365	202,634	0	202,634	211,844	218,199	224,745	115,744	558,688	\$0.70	\$391,081				\$0	
Cases on Hold Status >365	26,333	0	26,333	27,530	28,356	29,206	15,041	72,603	\$1.25	\$90,754				\$0	
Allocated products <84	24,266	0	24,266	25,369	26,130	26,914	13,861	66,904	\$0.10	\$6,690				\$0	
Allocated products >85	12,858	0	12,858	13,442	13,846	14,261	7,344	35,451	\$0.25	\$8,863				\$0	
Pallet Packs 1-84	7,104	0	7,104	7,427	7,650	7,879	4,058	19,587	\$4.50	\$88,140			\$4.50	\$0	
Pallet Packs 85-182	2,520	0	2,520	2,635	2,714	2,795	1,439	6,948	\$11.40	\$79,207			\$4.50	\$0	
Pallet Packs 183-365	1,275	0	1,275	1,333	1,373	1,414	728	3,515	\$31.80	\$111,788			\$4.50	\$0	
Pallet Packs 365+	762	0	762	797	821	845	435	2,101	\$55.65	\$116,917			\$4.50	\$0	
Pallets on Hold Status <365	412	0	412	431	444	457	235	1,136	\$31.80	\$36,123				\$0	
Pallets on Hold Status >365	5	0	5	5	5	6	3	14	\$55.65	\$767				\$0	
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		\$12,102,799				\$8,750	
OUTBOUND SUMMARY:															
Single Bottle	536,536	-	536,536	560,922	577,749	595,082	306,467	1,479,298	n/a	\$0		1,479,298	\$0.60	\$887,579	
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	\$0.00	\$0		13,705,006	\$0.00	\$0	
Non-Automatic Orders (Cases)	18,308	4,416	22,724	23,757	24,470	25,204	12,980	62,653	\$0.17	\$10,651		62,653	\$0.00	\$0	
Automatic Orders (Cases) - out of state	30,992	0	30,992	32,401	33,373	34,374	17,702	85,449	\$0.00	\$0		-	\$0.00	\$0	
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		\$10,651				\$887,579	
ACCESSORIAL SUMMARY:															
Advertising Material															
HNDLG PER CASE - SMALL	48	0	48	50	52	53	27	132	\$0.85	\$112				\$0	
HNDLG PER CASE - LARGE	173	0	173	181	186	192	99	477	\$2.25	\$1,073				\$0	
STRG PER CASE - SMALL	48	0	48	50	52	53	27	132	\$0.60	\$79				\$0	
STRG PER CASE - LARGE	173	0	173	181	186	192	99	477	\$4.00	\$1,908				\$0	
REC STRG PER CASE - SMALL	48	0	48	50	52	53	27	132	\$0.60	\$79				\$0	
REC STRG PER CASE - LARGE	2,326	0	2,326	2,432	2,505	2,580	1,329	6,413	\$4.00	\$25,652				\$0	
NON-AUTO MIN UPCHARGE	31	0	31	32	33	34	18	85	\$25.00	\$2,137				\$0	
Blankets															
HANDLING / BLANKET	418	0	418	437	450	464	239	1,152	\$35.60	\$41,028				\$0	
STORAGE / BLANKET	695	0	695	727	748	771	397	1,916	\$7.25	\$13,892				\$0	
Extra Labor & Equipment															
W/H LABOR - REG	315	15	330	345	355	366	188	910	\$39.65	\$36,076				\$0	
W/H LABOR - OT	0	0	0	0	0	0	0	0	\$59.50	\$0				\$0	
W/H MAN & EQUIP - REG	8	0	8	8	9	9	5	22	\$75.70	\$1,670				\$0	
W/H MAN & EQUIP - OT	0	0	0	0	0	0	0	0	\$92.20	\$0				\$0	
OFFICE - REG	3	1	4	4	4	4	2	11	\$39.65	\$437				\$0	
OFFICE - OT	0	0	0	0	0	0	0	0	\$59.50	\$0				\$0	
Physical Inventory															
Cases - SUPPLIERS	623,686	132,732	756,418	790,797	814,521	838,957	432,063	2,085,541	\$0.18	\$375,397				\$0	
Bottle Charge	13,788	0	13,788	14,415	14,847	15,293	7,876	38,015	\$0.18	\$6,843				\$0	
Case Charge - NHS LC	15,592	0	15,592	16,301	16,790	17,293	8,906	42,989	n/a	\$0	see column L		\$0.18	\$7,738	
Special Reports															
PER REPORT/LIST	16	0	16	17	17	18	9	44	\$30.00	\$1,323				\$0	
Destruction															
PER CASE (0 to 55)	1,384	0	1,384	1,447	1,490	1,535	791	3,816	\$7.75	\$29,573				\$0	
PER CASE 56+	5,538	0	5,538	5,790	5,963	6,142	3,163	15,269	\$7.75	\$118,335				\$0	
Labeling															
Cases (0 to 55)	9,145	960	10,105	10,564	10,881	11,208	5,772	27,661	\$2.85	\$79,403				\$0	
Cases (56 to 99)	10,228	1,132	11,360	11,876	12,233	12,600	6,489	31,321	\$2.25	\$70,472				\$0	
Cases (100 to 299)	18,362	2,123	20,485	21,416	22,059	22,720	11,701	56,480	\$1.40	\$79,072				\$0	
Cases (300+)	16,070	1,000	17,070	17,846	18,381	18,933	9,750	47,064	\$0.80	\$37,651				\$0	
Minimum (upcharge)	418	0	418	437	450	464	239	1,152	\$15.00	\$17,287				\$0	
Relabeling															
Cases relabeled	14,674	2,133	16,807	17,571	18,098	18,641	9,600	46,339	\$1.25	\$57,924				\$0	
Minimum (upcharge)	19	0	19	20	20	21	11	52	\$15.00	\$786				\$0	
Duplicate Labels	265	0	265	277	285	294	151	731	\$0.00	\$0				\$0	
Min Invoice Chg	67	0	67	70	72	74	38	185	\$30.00	\$5,542				\$0	
										\$1,003,753				7,738	
										\$27,810,027				\$952,317	
														\$28,762,344	
														\$2.08	

HAT TRICK - ONE WAREHOUSE - 7/3/17

HAT TRICK

Summary of RFP Proposal - 1st 30 months

ONE WAREHOUSE

APPENDIX-D	APPENDIX-D1
Total Est. Volume	Total Est. Volume
(1st 30 Months)	(1st 30 Months)
40,000	40,000

INBOUND HANDLING SUMMARY:

1-180 cases per code	6,123,246	40,000
181 - 299 cases per code	1,589,321	
300 - 670 cases per code	3,204,562	
670+ cases per code	2,976,765	
Pallet Packs	4,910	
Cases uncoated or unsaleable	6,929	
Case Returns	4,535	50
Pallet Returns	14	
Bottle Returns	392	
TOTAL INBOUND HANDLING:	13,920,674	40,050

STORAGE SUMMARY:

Cases 1 - 84 Days	50,450,604	12,000
Cases 85 - 182 Days	8,116,185	11,000
Cases 183 - 365 Days	2,906,996	12,000
Cases 365+ Days	1,650,772	
Cases on Hold Status <365	558,688	
Cases on Hold Status >365	72,603	
Allocated products <84	66,904	
Allocated products >85	35,451	
Pallet Packs 1-84	19,587	
Pallet Packs 85-182	6,948	
Pallet Packs 183-365	3,515	
Pallet Packs 365+	2,101	
Pallets on Hold Status <365	1,136	
Pallets on Hold Status >365	14	
TOTAL STORAGE:	63,891,505	35,000

OUTBOUND SUMMARY:

Single Bottle	1,479,298	1,479,298
Automatic Orders (Cases)	13,705,006	13,705,006
Non-Automatic Orders (Cases)	62,663	62,663
Automatic Orders (Cases) - out of state	85,449	-
TOTAL OUTBOUND:	13,853,108	-

ACCESSORIAL SUMMARY:

Advertising Material	132	132
HNDLG PER CASE - SMALL	477	1,192
STRG PER CASE - SMALL	477	1,192
STRG PER CASE - LARGE	477	2,146
REC STRG PER CASE - SMALL	132	132
REC STRG PER CASE - LARGE	6,413	28,859
NON-AUTO MIN UPCHARGE	85	2,584
HANDLING / BLANKET	1,152	43,506
STORAGE / BLANKET	1,916	16,288
W/H LABOR - REG	910	42,035
W/H LABOR - OT	22	1,945
W/H MAN & EQUIP - REG	107,400	510
OFFICE - REG	46,200	510
OFFICE - OT	69,250	-
Cases - SUPPLIERS	2,085,541	375,397
Bottle Charge	38,015	6,957
Case Charge - NHSLC	42,989	7,738
PER REPORT/LIST	44	1,588
PER CASE (0 to 55)	3,816	19,079
PER CASE 56+	15,289	58,786
Cases (0 to 55)	27,861	86,368
Cases (56 to 99)	31,321	78,302
Cases (100 to 299)	56,480	87,544
Cases (300+)	47,064	42,358
Minimum (upcharge)	1,152	34,574
Cases relabeled	46,339	81,093
Minimum (upcharge)	52	1,572
Duplicate labels	731	731
Min Invoice Chrg	185	5,542

CONTRACT RATES
Jan 1, 2013 - October 31, 2013

SUPPLIER COSTS	NHSLC COSTS
1.40	8,572,544
1.20	1,919,185
0.95	3,364,790
0.80	2,827,927
7.60	37,319
6.00	41,572
5.00	22,677
15.00	207
1.00	392
\$ 16,786,614	\$ 85,250

0.11	5,549,566	0.11	1,320
0.29	2,353,694	0.29	3,190
0.60	2,323,597	0.60	9,600
1.40	2,311,081	-	-
0.80	446,950	-	-
1.40	101,645	-	-
0.11	7,359	-	-
0.29	10,281	-	-
5.00	97,933	-	-
12.90	89,629	-	-
36.00	126,552	-	-
63.00	132,359	-	-
36.00	40,894	-	-
63.00	868	-	-
\$ 13,594,408	\$ 14,110		

0.75	64,087	0.75	1,109,474
	64,087	0.15	2,055,751
		0.25	15,663
\$ 64,087	\$ 64,087		\$ 3,180,888

1.00	132	0.85	112
2.50	1,192	2.10	1,002
1.00	132	0.85	112
4.50	2,146	3.85	1,836
1.00	132	0.85	112
4.50	28,859	3.85	24,690
30.00	2,584	25.00	2,137
37.75	43,506	32.00	36,879
8.50	16,288	7.25	13,892
46.20	42,035	45.00	40,943
69.25	1,945	45.00	1,323
107.40	510	60.00	496
46.20	510	45.00	496
69.25	-	45.00	-
0.16	375,397	0.15	312,881
0.18	6,957	0.15	5,702
0.18	7,738	0.15	6,448
36.00	1,588	15.00	662
5.00	19,079	4.25	16,217
3.85	58,786	3.25	49,624
3.10	86,368	2.65	73,891
2.50	78,302	2.10	65,774
1.55	87,544	1.30	73,424
0.90	42,358	0.75	35,298
30.00	34,574	25.00	29,388
1.75	81,093	1.50	69,509
30.00	1,572	25.00	1,310
1.00	731	1.50	1,096
30.00	5,542	25.00	4,618
\$ 1,027,072	\$ 869,270		\$ 2,780

HAT TRICK

SUPPLIER COSTS - APP D	NHSLC COSTS - APP D1
Proposed Contract Rates	Proposed Contract Rates
1.20	7,347,885
1.00	1,589,321
0.90	2,894,106
0.80	2,381,412
6.50	31,918
5.00	34,643
4.25	19,276
12.75	176
0.85	333
\$ 14,299,080	\$ 28,000

0.09	4,540,554	0.09	813,614
0.25	2,029,046	0.13	1,781,651
0.70	2,034,897	0.20	12,531
1.20	1,990,926	0.95	46,997
0.70	391,081		
1.20	87,124		
0.09	6,021		
0.25	8,863		
4.25	83,243		
10.95	76,080		
30.50	107,218		
53.50	112,400		
30.80	34,760		
53.55	738		
\$ 11,492,953	\$ 2,780		

0.55	813,614	0.85	112
0.13	1,781,651	2.10	1,002
0.20	12,531	0.85	112
0.95	46,997	3.85	1,836
		0.85	112
		3.85	24,690
		25.00	2,137
		32.00	36,879
		7.25	13,892
		45.00	40,943
		45.00	1,323
		60.00	496
		45.00	496
		45.00	-
		0.15	312,881
		0.15	5,702
		0.15	6,448
		15.00	662
		4.25	16,217
		3.25	49,624
		2.65	73,891
		2.10	65,774
		1.30	73,424
		0.75	35,298
		25.00	29,388
		1.50	69,509
		25.00	1,310
		1.50	1,096
		25.00	4,618
		\$ 869,270	\$ 2,780

SUPPLIER COSTS	NHSLC COSTS	SUPPLIER COSTS	NHSLC COSTS
\$ 31,473,100	\$ 3,251,348	\$ 29,316,095	\$ 30,885
Grand Total	\$ 34,725,428	Grand Total	\$ (1,289,812)
Cost/Case	\$ 2.51	Cost/Case	\$ (1,258,927)
			-139%
			-19%

ADDITIONAL NOTES:

(a) Revenue sharing proposal provides for 5% of inbound handling charges \$14,303,296 * 5% = 715,165, plus 5% of storage charges \$11,492,953 * 5% = 574,648 for a total of \$1,289,812 over the first 30 months. Revenue share would be calculated and paid to NHSLC on a monthly basis.

DISTRIBUTUTECH - ONE WAREHOUSE - 7/3/22

This price sheet landscape mode on Legal Sheets

ONE WAREHOUSE

NASHUA WAREHOUSE		CONCORD WAREHOUSE		TOTAL VOLUME
EST. BEGINNING INVENTORY	EST. VOLUME SOLD MONTHLY	EST. BEGINNING INVENTORY	EST. VOLUME SOLD MONTHLY	
1,753,575	467,304	2,220,679		
453,332	126,736	580,068		
993,900	226,353	1,162,253		
1,781	346,974	1,078,982		
2,153	360	2,813		
1,645	0	1,645		
5	0	5		
142	0	142		
3,853,351	1,155,677	6,049,378		
14,759,668	18,299,251	33,174,317		
2,534,122	3,559,353	6,093,475		
957,777	309,589	1,267,366		
591,969	1,054,357	1,646,326		
202,634	36,836	239,470		
2,533	0	2,533		
202,634	0	202,634		
12,858	0	12,858		
7,104	7,104	14,208		
2,520	2,520	5,040		
1,275	1,275	2,550		
782	782	1,564		
412	412	824		
5	5	10		
19,304,659	3,672,358	33,174,317		

OUTBOUND HANDLING:

DESCRIPTION	QTY	UNIT PRICE	TOTAL
Cases 1- 54 Days	536,536	\$0.536	\$285,659
Cases 85 - 182 Days	3,762,962	\$0.756	\$2,844,828
Automatic Orders (Cases)	19,308	\$4.15	\$79,728
Non-Automatic Orders (Cases)	30,992	\$4.15	\$128,717
Automatic Orders (Cases) - out of state	3,672,162	\$0.6472	\$2,366,472
TOTAL OUTBOUND:			\$3,764,924
ACCESSORIES SUMMARY:			
Advertising Material	48		
HNDLG PER CASE - SMALL	173		
HNDLG PER CASE - LARGE	48		
STRG PER CASE - SMALL	173		
STRG PER CASE - LARGE	48		
REG STRG PER CASE - SMALL	2,333		
REG STRG PER CASE - LARGE	333		
REG STRG PER CASE - W/BLANKET	418		
STORAGE / BLANKET	695		
W/H LABOR - REG	315		
W/H LABOR - OT	0		
W/H MAN & EQUIP - REG	8		
W/H MAN & EQUIP - OT	3		
OFFICE - REG	4		
OFFICE - OT	0		
Cases - SUPPLIERS	623,896		
Bottle Charge	13,732		
Case Charge - NINSLC	13,788		
Case Charge - NINSLC	15,992		
Case Charge (0 to 50)	1,384		
PER CASE 50+	5,338		
Cases (55 to 99)	9,145		
Cases (100 to 259)	10,228		
Cases (260 to 549)	13,322		
Cases (550 to 999)	17,070		
Cases (1000 +)	14,674		
Cases (relabel)	2,133		
Minimum (upcharge)	19		
Duplicate Labels	265		
Min Invoice Upcharges	67		
TOTAL OUTBOUND:			\$3,764,924

TOTAL STORAGE:

DESCRIPTION	QTY	UNIT PRICE	TOTAL
Single Bottle	142		\$75.28
Cases 1- 54 Days	536,536	\$0.536	\$285,659
Cases 85 - 182 Days	3,762,962	\$0.756	\$2,844,828
Automatic Orders (Cases)	19,308	\$4.15	\$79,728
Non-Automatic Orders (Cases)	30,992	\$4.15	\$128,717
Automatic Orders (Cases) - out of state	3,672,162	\$0.6472	\$2,366,472
TOTAL STORAGE:			\$3,764,924

ACCESSORIES SUMMARY:

DESCRIPTION	QTY	UNIT PRICE	TOTAL
Advertising Material	48		
HNDLG PER CASE - SMALL	173		
HNDLG PER CASE - LARGE	48		
STRG PER CASE - SMALL	173		
STRG PER CASE - LARGE	48		
REG STRG PER CASE - SMALL	2,333		
REG STRG PER CASE - LARGE	333		
REG STRG PER CASE - W/BLANKET	418		
STORAGE / BLANKET	695		
W/H LABOR - REG	315		
W/H LABOR - OT	0		
W/H MAN & EQUIP - REG	8		
W/H MAN & EQUIP - OT	3		
OFFICE - REG	4		
OFFICE - OT	0		
Cases - SUPPLIERS	623,896		
Bottle Charge	13,732		
Case Charge - NINSLC	13,788		
Case Charge - NINSLC	15,992		
Case Charge (0 to 50)	1,384		
PER CASE 50+	5,338		
Cases (55 to 99)	9,145		
Cases (100 to 259)	10,228		
Cases (260 to 549)	13,322		
Cases (550 to 999)	17,070		
Cases (1000 +)	14,674		
Cases (relabel)	2,133		
Minimum (upcharge)	19		
Duplicate Labels	265		
Min Invoice Upcharges	67		
TOTAL OUTBOUND:			\$3,764,924

Distributech Summary: One Warehouse - with Requested Pricing Format		Cost to Suppliers		Cost to NINSLC	
Suppliers 30-Months:	Suppliers 30-Months:	NINSLC 30-Months:	NINSLC 30-Months:	AVG Annual \$	AVG Annual \$
\$3,045,120	\$3,045,120	\$13,045,120	\$13,045,120	\$788,689	\$788,689
\$13,219,048	\$13,219,048	\$13,219,048	\$13,219,048	\$314,280	\$314,280
AVG \$/Case Shipped	AVG \$/Case Shipped	AVG \$/Case Shipped	AVG \$/Case Shipped		
\$23.89	\$23.89	\$23.89	\$23.89		
Total System Cost: \$13,244,168	Total System Cost: \$13,244,168	Total System Cost: \$13,244,168	Total System Cost: \$13,244,168		

Distributech Summary: One Warehouse - with Proposed Alternative Format		Cost to Suppliers		Cost to NINSLC	
Suppliers 30-Months:	Suppliers 30-Months:	NINSLC 30-Months:	NINSLC 30-Months:	AVG Annual \$	AVG Annual \$
\$3,045,120	\$3,045,120	\$13,045,120	\$13,045,120	\$788,689	\$788,689
\$13,219,048	\$13,219,048	\$13,219,048	\$13,219,048	\$314,280	\$314,280
AVG \$/Case Shipped	AVG \$/Case Shipped	AVG \$/Case Shipped	AVG \$/Case Shipped		
\$23.89	\$23.89	\$23.89	\$23.89		
Total System Cost: \$13,244,168	Total System Cost: \$13,244,168	Total System Cost: \$13,244,168	Total System Cost: \$13,244,168		

Distributech Summary: One Warehouse - with Proposed Alternative Format		Cost to Suppliers		Cost to NINSLC	
Suppliers 30-Months:	Suppliers 30-Months:	NINSLC 30-Months:	NINSLC 30-Months:	AVG Annual \$	AVG Annual \$
\$3,045,120	\$3,045,120	\$13,045,120	\$13,045,120	\$788,689	\$788,689
\$13,219,048	\$13,219,048	\$13,219,048	\$13,219,048	\$314,280	\$314,280
AVG \$/Case Shipped	AVG \$/Case Shipped	AVG \$/Case Shipped	AVG \$/Case Shipped		
\$23.89	\$23.89	\$23.89	\$23.89		
Total System Cost: \$13,244,168	Total System Cost: \$13,244,168	Total System Cost: \$13,244,168	Total System Cost: \$13,244,168		

Distributech Summary: One Warehouse - with Proposed Alternative Format		Cost to Suppliers		Cost to NINSLC	
Suppliers 30-Months:	Suppliers 30-Months:	NINSLC 30-Months:	NINSLC 30-Months:	AVG Annual \$	AVG Annual \$
\$3,045,120	\$3,045,120	\$13,045,120	\$13,045,120	\$788,689	\$788,689
\$13,219,048	\$13,219,048	\$13,219,048	\$13,219,048	\$314,280	\$314,280
AVG \$/Case Shipped	AVG \$/Case Shipped	AVG \$/Case Shipped	AVG \$/Case Shipped		
\$23.89	\$23.89	\$23.89	\$23.89		
Total System Cost: \$13,244,168	Total System Cost: \$13,244,168	Total System Cost: \$13,244,168	Total System Cost: \$13,244,168		

Distributech Summary: One Warehouse - with Proposed Alternative Format		Cost to Suppliers		Cost to NINSLC	
Suppliers 30-Months:	Suppliers 30-Months:	NINSLC 30-Months:	NINSLC 30-Months:	AVG Annual \$	AVG Annual \$
\$3,045,120	\$3,045,120	\$13,045,120	\$13,045,120	\$788,689	\$788,689
\$13,219,048	\$13,219,048	\$13,219,048	\$13,219,048	\$314,280	\$314,280
AVG \$/Case Shipped	AVG \$/Case Shipped	AVG \$/Case Shipped	AVG \$/Case Shipped		
\$23.89	\$23.89	\$23.89	\$23.89		
Total System Cost: \$13,244,168	Total System Cost: \$13,244,168	Total System Cost: \$13,244,168	Total System Cost: \$13,244,168		

NOTE 1: FUTURE PRICE CHANGES Distributech proposes that for each of the seven 30-month price periods, any adjustment to pricing will be based upon the Northeast CPI index area since the prior base period.

NOTE 2: NINSLC REVENUE SHARING Distributech has budgeted payments (or credits) to NINSLC \$920,000 per year for (1) the use or partial use of NINSLC warehouse employees and the Concord warehouse; and (2) pricing the NINSLC's internal costs or absorbing the integration and management of the NINSLC's reporting systems to suppliers on warehouse inventories and activities into NINSLC systems.

DISTRIBUTECH - TWO WAREHOUSES - 7/3/12

DISTRIBUTECH

Summary of RFP Proposal - 1st 30 months

TWO WAREHOUSE		CONTRACT RATES		DISTRIBUTECH	
APPENDIX-D	APPENDIX-D1	Jan 1, 2013 - October 31, 2013		SUPPLIER COSTS - APP D	
Total Est. Volume	Total Est. Volume	Proposed Contract Rates	Proposed Contract Rates	Estimated Cost	Estimated Cost
(1st 30 Months)	(1st 30 Months)				
4,752,115	40,000	\$1.15	\$1.15	5,464,933	46,000
1,249,894		\$1.00	\$1.00	1,249,894	
2,583,235		\$0.90	\$0.90	2,324,912	
2,023,147		\$0.80	\$0.80	1,618,517	
4,910		\$6.35	\$6.35	31,181	
5,936		\$1.15	\$1.15	6,827	
4,535	50	\$12.00	\$12.00	4,535	50
14		\$0.50	\$0.50	165	
392				196	
10,624,179	40,050			\$10,701,160	\$ 46,050
TOTAL INBOUND HANDLING:					
STORAGE SUMMARY:					
Cases 1 - 84 Days	40,719,729	0.11	4,479,170	3,664,776	1,080
Cases 85 - 182 Days	7,262,609	0.29	2,106,157	1,743,026	\$0.24
Cases 183 - 365 Days	2,640,713	0.80	2,112,570	1,769,278	\$0.67
Cases 365+ Days	1,549,210	1.40	2,186,895	1,828,068	\$1.18
Cases on Hold Status <365	556,688	0.80	446,950	334,085	\$0.24
Cases on Hold Status >365	72,603	1.40	101,645	11,181	\$0.24
Allocated products <84	66,904	0.11	7,359	85,672	\$1.18
Allocated products >85	35,451	0.29	10,281	4,683	\$0.07
Pallet Packs 1-84	19,587	5.00	97,933	4,963	\$0.14
Pallet Packs 85-182	6,948	12.90	89,629	88,140	\$4.50
Pallet Packs 183-365	3,515	36.00	126,552	38,214	\$5.50
Pallet Packs 365+	2,101	63.00	132,359	22,850	\$6.50
Pallets on Hold Status <365	1,136	36.00	40,884	13,656	\$6.50
Pallets on Hold Status >365	14	63.00	868	6,248	\$5.50
TOTAL STORAGE:	52,959,209	\$ 11,921,262	\$ 14,110	\$ 9,403,748	\$ 11,760
OUTBOUND SUMMARY:					
Single Bottle	1,479,298	0.75	1,109,474		
Automatic Orders (Cases)	10,374,689	0.15	2,055,751	10,374,689	739,649
Non-Automatic Orders (Cases)	50,477	0.25	15,663	50,477	
Automatic Orders (Cases) - out of state	85,449			85,449	
TOTAL OUTBOUND:	10,570,615	\$ 64,087	\$ 3,180,888	\$ 10,610,615	\$ 739,649
ACCESSORIAL SUMMARY:					
Advertising Material					
HNDLG PER CASE - SMALL	132	1.00	132	\$0	\$0.00
HNDLG PER CASE - LARGE	477	2.50	1,192	\$0	\$0.00
STRG PER CASE - SMALL	132	1.00	132	\$0	\$0.00
STRG PER CASE - LARGE	477	4.50	2,146	\$0	\$0.00
REC STRG PER CASE - SMALL	132	1.00	132	\$0	\$0.00
REC STRG PER CASE - LARGE	6,413	4.50	28,689	\$0	\$0.00
NON-AUTO MIN UPCHARGE	85	30.00	2,564	\$0	\$0.00
HANDLING / BLANKET	1,152	37.75	43,506	\$0	\$0.00
STORAGE / BLANKET	1,916	8.50	16,288	\$0	\$0.00
W/H LABOR - REG	668	46.20	40,124	\$0	\$0.00
W/H LABOR - OT		69.25	1,945	\$0	\$0.00
W/H MAN & EQUIP - REG	22	88.20	1,945	\$35.00	\$35.00
W/H MAN & EQUIP - OT		107.40	382	\$0.00	\$0.00
OFFICE - REG	8	46.20	382	\$0.00	\$0.00
OFFICE - OT		69.25		\$0.00	\$0.00
Cases - SUPPLIERS	1,719,562	0.18	309,525	\$0.00	\$0.00
Bottle Charge	38,015	0.18	6,957	\$0.00	\$0.00
Case Charge - NHSLC	42,969	0.18	7,738	\$0.00	\$0.00
PER REPORT/LIST	44	36.00	1,588	\$0.00	\$0.00
PER CASE (0 to 55)	3,816	5.00	19,079	\$0.75	\$2,862
PER CASE 56+	15,269	3.85	58,786	\$0.75	\$11,452
Cases (0 to 55)	25,214	3.10	78,163	\$0.00	\$0.00
Cases (56 to 99)	28,200	2.50	70,500	\$0.75	\$21,150
Cases (100 to 299)	50,626	1.55	78,471	\$0.75	\$37,970
Cases (300+)	44,307	0.90	39,876	\$0.75	\$33,230
Minimum (upcharge)	1,152	30.00	34,574	\$0.75	\$884
Cases relabeled	40,458	1.75	70,802	\$0.75	\$30,344
Minimum (upcharge)	52	30.00	1,572	\$0.00	\$0.00
Duplicate labels	731	1.00	731	\$0.00	\$0.00
Min Invoice Chg	185	30.00	5,542	\$0.00	\$0.00

SUPPLIER COSTS	NHSLC COSTS	SUPPLIER COSTS	NHSLC COSTS
\$ 35,750,034	\$ 3,251,244	\$ 30,750,395	\$ 854,746
Grand Total \$ 29,041,336	Grand Total \$ 31,608,141	Grand Total \$ 31,608,141	Grand Total \$ 354,746
Cost/Case \$ 2.76	Cost/Case \$ 3.01	Cost/Case \$ 3.01	Cost/Case \$ 9%

ADDITIONAL NOTES: