Meritage
WINE & SPIRITS

Proposed Pricing Chart

Market: _____ Distributor: _____
Manager: _____ Eff. Date: _____
Wines: Size: _____

Units/Cs:

Proposed Pricing

12.0

									Weighted
Case Quantity:									Average
F. O. B.									
State Tax									
Freight									
Support									
Laid-In Cost									
Distr List									
Discount									
Distr Net List									
Distr Profit $$									
Distr Profit %									
% of Business									
Unit Cost									
Per Oz. Cost									
Shelf Price									
Retail Profit %									
Shelf Price									
Retail Profit %									
Shelf Price									
Retail Profit %									
Net F.O.B.									
Total Sales:									
Winery Support									
Distr Revenue									
Distr Cost									
Distr Profit									

NOTE: THE DETERMINATION OF THE ACTUAL PRICE TO THE RETAILER IS TO BE DETERMINED BY THE DISTRIBUTOR INDEPENDENTLY