

SUPPLIER NAME [Redacted]
 NAME OF FOB PORT [Redacted]

Raw Material PP/ton \$ **\$1,950**
 Raw Material RPET/ton \$ **\$6,050**

LOT Number	Unique Number	Sub Lot	Material	Details	Case Quantity	Typical Order Quantity (in Bags)	Annual Volume (Cases)	Annual Volume (Bags)	Case Quantity	Dimensions (in) (HxWxG)	Bag Weight (GSM)	Number of Print Colors - 15% Ink Coverage	Number of Printed Sides (including base)	Gusset Print (Yes or No)	Bottom Board (Yes or No)	Cost per Bag \$ - FOB Cang Blue	Susino Final	2009/07/31 Loyal Brill Cost per Bag \$ - FOB	Lngear Cost per Bag \$ - FOB	actual price used	Total Cost per product \$	LOT VALUE \$	Sell Price	ext Sale price	GM	Landed cost	EXT COST LANDED		
LOT 1 - Fold a Totk	B016		Non Woven Polypropylene	Non Woven Polypropylene with header card	100	48,000	1,525	152,500	50	14+8x15.75+8	80 GSM	1	3	Yes	Yes	\$ 0.295	\$ 0.33	\$ 0.26	\$ 0.23	\$ 0.28	\$45,750	\$74,850	0.44	\$	67,100	11.0%	\$ 0.392	\$	59,749.50
			Non Woven Polypropylene	Non Woven Polypropylene with header card	100	48,000	970	97,000	50	14+8x15.75+8	80 GSM	1	3	Yes	Yes	\$ 0.295	\$ 0.33	\$ 0.26	\$ 0.23	\$ 0.28	\$29,100		0.44	\$	42,600	13.2%	\$ 0.382	\$	37,034.60
																								\$	109,700	11.8%	\$	96,784.10	
LOT 2 - Standard Reusable Non Woven Bag	A0001	Standard Reusable Bag*	Non Woven Polypropylene	Premium	100	20,000	200	20,000	50	13.8" x 11.8" x 8.1"	90 GSM	4	2	Yes	Yes	\$ 0.27	\$ 0.29	\$ 0.26	\$ 0.23	\$ 0.28	\$4,800	\$377,788	0.44	\$	8,800	6.4%	\$ 0.412	\$	8,236.00
	A0002		Non Woven Polypropylene	Value	50	5,000	1,949	97,450	50	13.5 x 11.5 x 8.5	90 GSM	2	2	Yes	Yes	\$ 0.27	\$ 0.24	\$ 0.28	\$ 0.20	\$ 0.24	\$21,439		0.46	\$	44,827	20.8%	\$ 0.364	\$	35,510.78
	A0003		Non Woven Polypropylene	Value	50	5,000	522	26,100	50	13.5 x 11.5 x 8.5	80 GSM	1	2	Yes	Yes	\$ 0.24	\$ 0.21	\$ 0.27	\$ 0.20	\$ 0.21	\$5,742		0.45	\$	11,745	26.9%	\$ 0.329	\$	8,582.99
	A0004		Non Woven Polypropylene	Value Bag	50	40,000	1,560	78,000	50	13.8 x 11.8 x 8.6	90 GSM	1	2	No	Yes	\$ 0.23	\$ 0.21	\$ 0.24	\$ 0.23	\$ 0.21	\$17,940		0.41	\$	31,980	19.8%	\$ 0.329	\$	25,650.30
	A0005		Non Woven Polypropylene	Value	50	63,000	1,260	63,000	50	13.8" x 11.8" x 8.6"	100 GSM	2	2	No	Yes	\$ 0.25	\$ 0.24	\$ 0.25	\$ 0.20	\$ 0.22	\$13,860		0.42	\$	26,460	18.9%	\$ 0.341	\$	21,464.10
	A0006		Non Woven Polypropylene	Value	50	43,000	1,749	87,450	50	13.8" x 11.8" x 8.6"	100 GSM	1	2	No	Yes	\$ 0.24	\$ 0.21	\$ 0.24	\$ 0.20	\$ 0.21	\$19,239		0.41	\$	35,855	19.8%	\$ 0.329	\$	28,757.93
	A0007		Non Woven Polypropylene	Value	50	40,000	2,400	120,000	50	13.8" x 11.8" x 8.6"	80 GSM	2	2	No	Yes	\$ 0.23	\$ 0.24	\$ 0.25	\$ 0.22	\$ 0.24	\$25,400		0.42	\$	50,400	13.2%	\$ 0.364	\$	43,728.00
	A0008		Non Woven Polypropylene	Greenbox original	50	40,000	2,728	136,400	50	13.5x11.75x8.5	80 GSM	1	2	No	Yes	\$ 0.22	\$ 0.21	\$ 0.24	\$ 0.22	\$ 0.21	\$30,008		0.41	\$	55,924	19.8%	\$ 0.329	\$	44,855.14
	A0009		Non Woven Polypropylene	Value Bag	50	7,500	1,440	72,000	50	13.75x12x8.5	90 GSM	2	2	Yes	No	\$ 0.21	\$ 0.24	\$ 0.22	\$ 0.21	\$ 0.23	\$15,120		0.39	\$	28,080	9.6%	\$ 0.353	\$	25,383.60
	A0010		Non Woven Polypropylene	Flag Bag - with side slots and double thick base	100	1,000	2,000	200,000	50	12.5 x 12.5 x 9	90 GSM	3	2	Yes	No	\$ 0.25	\$ 0.26	\$ 0.20	\$ 0.19	\$ 0.22	\$40,000		0.36	\$	72,000	5.4%	\$ 0.341	\$	68,140.00
	A0011	Non Woven Polypropylene	SB Logo - with side slots and double thick base	100	1,000	2,000	200,000	50	12.5 x 12.5 x 9	90 GSM	2	2	No	No	\$ 0.23	\$ 0.24	\$ 0.20	\$ 0.19	\$ 0.22	\$40,000	0.35		\$	70,000	2.7%	\$ 0.341	\$	68,140.00	
	A0037	R group	Non Woven Polypropylene	Standard reusable bag	100	20,000	1,800	180,000	50	13.5" x 12.5" x 8.5"	80 GSM	3	2	No	Yes	\$ 0.26	\$ 0.26	\$ 0.18	\$ 0.17	\$ 0.32	\$36,000		0.33	\$	59,400	-24.0%	\$ 0.409	\$	73,656.00
	A0027	B group	Non Woven Polypropylene	Bashas' bag	50	40,000	830	41,800	50	3 11/16x 12 1/32 x 8 1/4	80 GSM	3	2	No	Yes	\$ 0.25	\$ 0.26	\$ 0.23	\$ 0.21	\$ 0.23	\$9,130		0.39	\$	16,344	10.5%	\$ 0.353	\$	14,630.83
	A0028		Non Woven Polypropylene	Bashas/Shamrock bag	50	80,000	789	39,450	50	3 11/16x 12 1/32 x 8 1/4	80 GSM	8	2	No	Yes	\$ 0.25	\$ 0.33	\$ 0.25	\$ 0.24	\$ 0.29	\$9,468		0.43	\$	16,841	11.9%	\$ 0.376	\$	14,843.06
	A0029		Non Woven Polypropylene	Food City bag	50	30,000	328	16,300	50	3 11/16x 12 1/32 x 8 1/4	80 GSM	4	2	No	Yes	\$ 0.25	\$ 0.29	\$ 0.23	\$ 0.21	\$ 0.23	\$3,586		0.40	\$	6,513	11.8%	\$ 0.353	\$	5,746.57
	A0030		Non Woven Polypropylene	AJ's bag	50	10,000	61	3,050	50	3 11/16x 12 1/32 x 8 1/4	80 GSM	2	2	No	Yes	\$ 0.24	\$ 0.24	\$ 0.23	\$ 0.22	\$ 0.24	\$641		0.39	\$	1,191	6.7%	\$ 0.364	\$	1,111.42
	A0031		Non Woven Polypropylene	ke's bag	100	4,000	63	6,300	100	3 11/16x 12 1/32 x 8 1/4	80 GSM	3	2	No	Yes	\$ 0.25	\$ 0.26	\$ 0.22	\$ 0.22	\$ 0.23	\$1,398		0.38	\$	2,379	6.6%	\$ 0.353	\$	2,221.07
	A0032		Non Woven Polypropylene	Eddies Country Store	50	500	9	9	50	3 11/16x 12 1/32 x 8 1/4	80 GSM	3	2	No	Yes	\$ 0.26	\$ 0.23	\$ 0.22	\$ 0.22	\$ 0.23	\$0		0.39	\$	-	10.7%	\$ 0.353	\$	-
	A0033		Non Woven Polypropylene	City of Hops bags	50	30,000	426	21,300	50	3 11/16x 12 1/32 x 8 1/4	80 GSM	2	2	No	Yes	\$ 0.24	\$ 0.24	\$ 0.22	\$ 0.22	\$ 0.23	\$4,473		0.38	\$	8,122	7.5%	\$ 0.353	\$	7,509.32
	A0038		Standard Reusable Bag -	Non Woven Polypropylene	Value Plus	100	5,000	50	5,000	50	16.5x13.8x7.1	90 GSM	3	2	No	Yes	\$ 0.29	\$ 0.28	\$ 0.19	\$ 0.23	\$ 0.28		\$1,050	0.48	\$	2,400	14.2%	\$ 0.412	\$
A0039	Non Woven Polypropylene		Custom	50	80,000	5,972	298,600	50	16.5" x 13.8" x 7.1"	90 GSM	1	2	No	Yes	\$ 0.21	\$ 0.23	\$ 0.19	\$ 0.20	\$ 0.21	\$62,706	0.45	\$	134,370	26.9%	\$ 0.329	\$	98,194.61		
A0040	Non Woven Polypropylene		Custom	100	30,000	740	74,000	50	16.5x12x7	90 GSM	4	2	Yes	No	\$ 0.28	\$ 0.30	\$ 0.19	\$ 0.20	\$ 0.25	\$14,800	0.47	\$	34,780	19.9%	\$ 0.376	\$	27,842.50		
LOT 8 - PET Bags	B023	PET	Recycle PET 100%	100	14,000	325	32,500	100	13.5" x 12.5" x 8.5"	140 GSM	2	1	No	No	\$ 0.29	\$ 0.40	\$ 0.23	\$ 0.28	\$ 0.30	\$0	\$17,400	0.4	\$	13,000	-8.9%	\$ 0.436	\$	14,153.75	
	B025	OPP+PET	Laminated PET 100%	100	20,000	600	60,000	100	16.5" x 12" x 7"	140 GSM	4	2	Yes	No	\$ 0.33	\$ 0.50	\$ 0.26	\$ 0.30	\$ 0.35	\$17,400		0.44	\$	26,400	-12.4%	\$ 0.495	\$	29,685.00	
TOTAL \$																					\$1,443,596	\$ 2,871,628.50	15.8%	\$ 2,418,916.10					

- Auction sheets created and used to drive price for products down and increase GM to 15% from 7%.
- Sourced product from Existing and New Supply Base
- Project based Consulting effort

SUPPLIER NAME 1
NAME OF FOB PORT Shanghai

Raw Material PP/ton \$ 1750
Raw Material RPET/ton \$

LOT Number	Unique Number	Sub Lot	Material	Details	Case Quantity	Typical Order Quantity (in Bags)	Annual Volume (Cases)	Annual Volume (Bags)	Case Quantity	Dimensions (in) (HxWxG)	Bag Weight (GSM)	Number of Print Colors - 15% Ink Coverage	Number of Printed Sides (including base)	Gusset Print (Yes or No)	Bottom Board (Yes or No)	Cost per Bag \$ - FOB	Total Cost per product \$	LOT VALUE \$
LOT 1 - Fold a Tote	B018	Non Woven Folded Reusable Bag with header card	Non Woven Polypropylene	Non Woven Polypropylene with header card	100	48,000	1,525	152,500	50	14+8x15.75+8	80 GSM	1	3	Yes	Yes	\$ 0.37	\$56,425	\$93,285
	B019		Non Woven Polypropylene	Non Woven Polypropylene with header card	100	48,000	970	97,000	50	14+8x15.75+8	80 GSM	1	3	Yes	Yes	\$ 0.38	\$36,860	
LOT 2 - S	A0001	Standard Reusable Bag*	Non Woven Polypropylene	Premium	100	20,000	200	20,000	50	13.8" x 11.8" x 8.1"	90 GSM	4	2	Yes	Yes	\$ 0.41	\$8,200	\$588,983
	A0002		Non Woven Polypropylene	Value	50	5,000	1,949	97,450	50	13.5 x 11.5 x 8.5	90 GSM	2	2	Yes	Yes	\$ 0.34	\$33,133	
LOT 6 - Thermal Bags, Box Top	B008	Thermal Reusable Bag - Box Top ****	NW PP + Foil Insul	Hot Cold SmI	50	5,000	200	10,000	50	13.75 x 12 x 8.5	80 GSM	1	2	Yes	No	\$ 0.84	\$8,400	\$215,360
	B009		NW PP + Foil Insul	Insulated	50	15,000	3,378	168,900	50	13.5"X13"x9"	80 GSM	2	2	No	Yes	\$ 0.90	\$152,010	
	B010		NW PP + Foil Insul	Insulated - Stay cool or warm Reusable Bag	50	25,000	700	35,000	50	13.5"X13"x9"	80 GSM	2	2	No	No	\$ 0.85	\$29,750	
	B011		NW PP + Foil Insul	Thermal	50	7,500	600	30,000	50	13.8" x 11.8" x 8.1"	100 GSM	1	2	No	No	\$ 0.84	\$25,200	
LOT 7 - Non Woven Wine Bags, 1 bottle/6 bottle & 6 bottle folded	B014	Wine Bag - 1 Bottle***	Non Woven Polypropylene	L&B Single Wine Tote	100	10,000	100	10,000	100	3.5"+3.5"x11.75"+3.5"	70 GSM	1	2	No	No	\$ 0.21	\$2,050	\$37,026
	B015	Wine Bag - 6 Bottle***	Non Woven Polypropylene	6 Bottle Wine	50	5,000	36	1,800	50	11 x 10 x 6.75	80 GSM	1	2	Yes	No	\$ 0.37	\$666	
	B016		Non Woven Polypropylene	6 Bottle Wine	50	2,500	196	9,800	50	11" x 9.84" x 6.5"	100 GSM	1	2	No	No	\$ 0.35	\$3,430	
	B017		Non Woven Polypropylene	6 Bottle Wine	50	30,000	600	30,000	50	11" x 9.84" x 6.5"	100 GSM	2	2	Yes	No	\$ 0.42	\$12,600	
	A0034		Non Woven Polypropylene	Bashas' 6 bottle wine tote	50	10,000	84	4,200	50	10 3/4x10x6 3/4	80 GSM	1	2	No	Yes	\$ 0.42	\$1,764	
	A0035		Non Woven Polypropylene	Ike's 6 bottle wine tote	50	5,000	1	50	50	10 3/4x10x6 3/4	80 GSM	2	2	No	Yes	\$ 0.47	\$24	
	A0036		Non Woven Polypropylene	AJ's 6 bottle wine tote	50	5,000	4	200	50	10 3/4x10x6 3/4	80 GSM	2	2	No	Yes	\$ 0.46	\$92	
	B022		Non Woven Polypropylene	6 bottle wine tot	50	5,000	500	25,000	50	10" x 10" x 7"	80 GSM	3	2	No	Yes	\$ 0.45	\$11,250	
	B020		Folded Wine Bag - 6 Bottle***	Non Woven Polypropylene	L&B 6pk Wine Tote (folded with header card)	100	10,000	100	10,000	100	10.75"+7x11.75"+7	70 GSM	1	3	No	Yes	\$ 0.52	
LOT 8 - PET Bags	B023		PET	Recycle PET 100%	100	14,000	325	32,500	100	13.5" x 12.5" x 8.5"	140 GSM	2	1	No	No	\$ 0.47	\$15,275	\$48,875
	B025		OPP+PET	Laminted PET 100%	100	20,000	600	60,000	100	16.5" x 12" x 7"	140 GSM	4	2	Yes	No	\$ 0.56	\$33,600	
TOTAL \$																	\$2,514,521	

- Example of partial Auction Spreadsheet for single supplier
- 70 SKU's in auction