

Supplier/Manufacturer Sample Report

Executive Summary Baseline Report

Retailer Validations
For Year End 2004

Product Activity		Total Registrations	Total Return Attempts	Return Count	Resale Count	Actual Deflected Returns	Return to MFG	Current Effective Return Rate	Current Return Value	Original Baseline Return Rate	Estimated Baseline Return to MFG	Estimated Baseline Return Value	Estimated Savings
Category A													
Model 1	\$100.00	35,961	4,679	4,307	1,202	372	2,520	7%	\$252,000	8%	2,877	\$287,688	\$35,688
Model 2	\$150.00	108,983	16,676	16,085	7,313	591	3,536	3%	\$530,325	8%	8,719	\$1,307,790	\$777,465
Model 3	\$75.00	140,339	14,061	13,407	6,285	654	2,907	2%	\$218,025	8%	11,227	\$842,031	\$624,006
Model 4	\$90.00	94,593	7,941	7,367	3,758	575	1,577	2%	\$141,885	8%	7,567	\$681,070	\$539,185
Model 5	\$125.00	66,752	9,131	8,531	3,779	600	1,892	3%	\$236,438	8%	5,340	\$667,515	\$431,078
Total Gross Savings 2004		446,627	52,487	49,695	22,335	2,792	12,431	3%	\$1,378,673	8%	35,730	\$3,786,094	\$2,407,421