QRM Sales
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12 months July 2018 – June 2019

545 Packets

$26,960.00
QRM Sales
2019 Year to Date
42  Orders
285  Packets
$14,170.00
Shipping Cost

Default shipping is USPS First Class Package Service / Priority Mail

• Currently no mention of shipping cost on the QRM Order Form for U.S. addresses

• International addresses are offered an Upgrade Shipping using USPS Express Mail for a $50.00 fee

• International subscribers who use a Courier Service for regular shipments are shipped with that courier
QRM Sales
2019 Year to Date
Orders 42
Packets 285
Total $14,170.00
Orders 42
Packets 285
Total $14,170.00
Shipping & Handling YTD $886.20
% of sales 6.3
per packet average $3.11
Possible Changes Going Forward

1. Change order process to:
   1. Client submits an order
   2. Have shipper calculate S&H and return for approval and payment
   3. Client approves and pays
   4. Ship order

2. Rework the Order page to calculate S&H at time of order placement
   1. Will require significant IT work on page and complicated decision making for different size orders and ship locations

3. Rework the Order page to add a shipping charge based on the average per packet shipping for the location

4. Add a flat shipping charge to all orders, based on location (U.S. / Canada / International)
   1. Possibly the shipping cost for a 1 packet order

5. Do nothing – No change
Other Ideas?

Questions?

Discussion . . .