QRM Sales
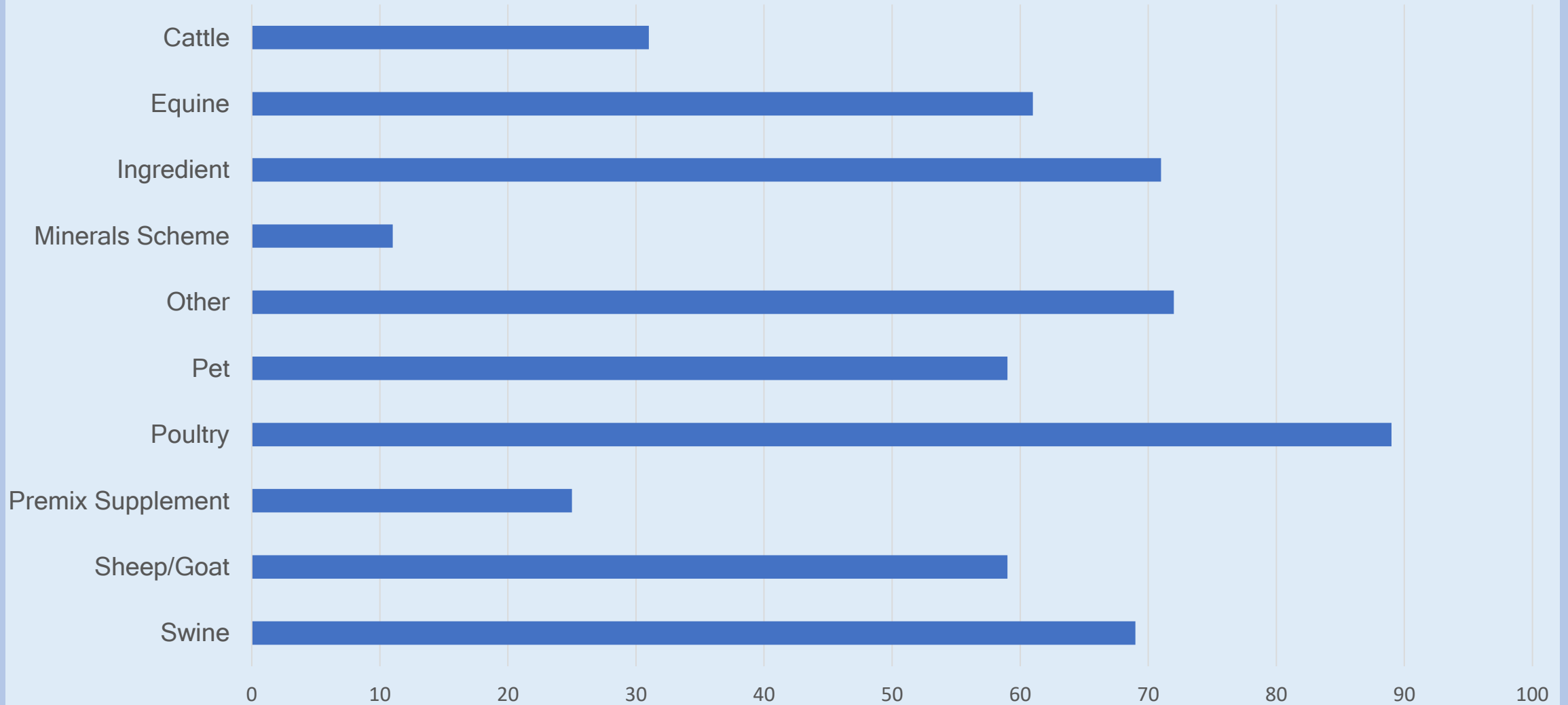
QRM Sales

12 months July 2018 – June 2019

545 Packets

$26,960.00

Packet Sales July '18 through June '19
by Species / Group

QRM Sales
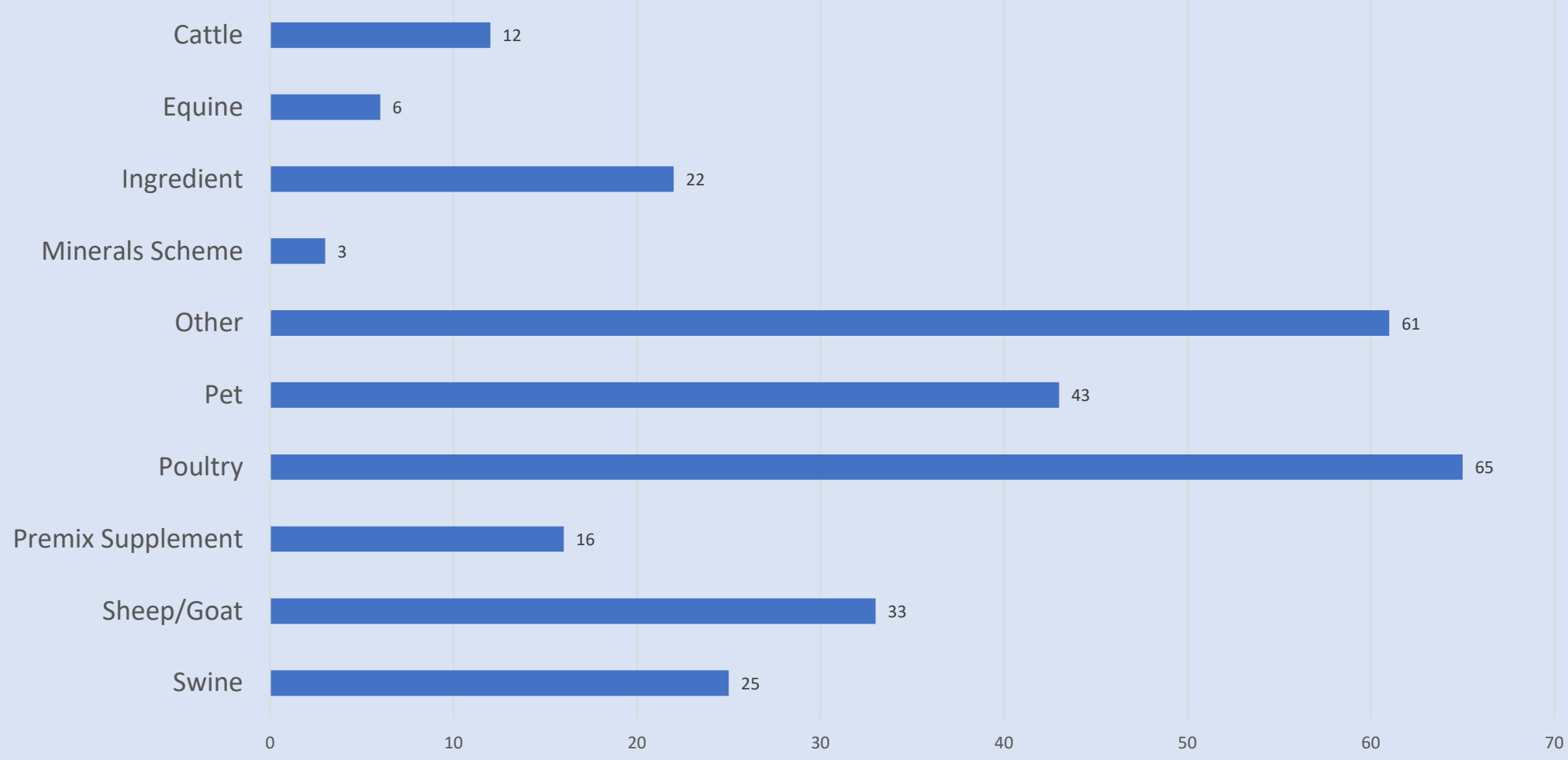
2019 Year to Date

42   Orders

285   Packets

$14,170.00

Packets Sales 2019 by Species/Group

Species/Group	Value
Cattle	12
Equine	6
Ingredient	22
Minerals Scheme	3
Other	61
Pet	43
Poultry	65
Premix Supplement	16
Sheep/Goat	33
Swine	25

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

QRM Sales

2019 Year to Date

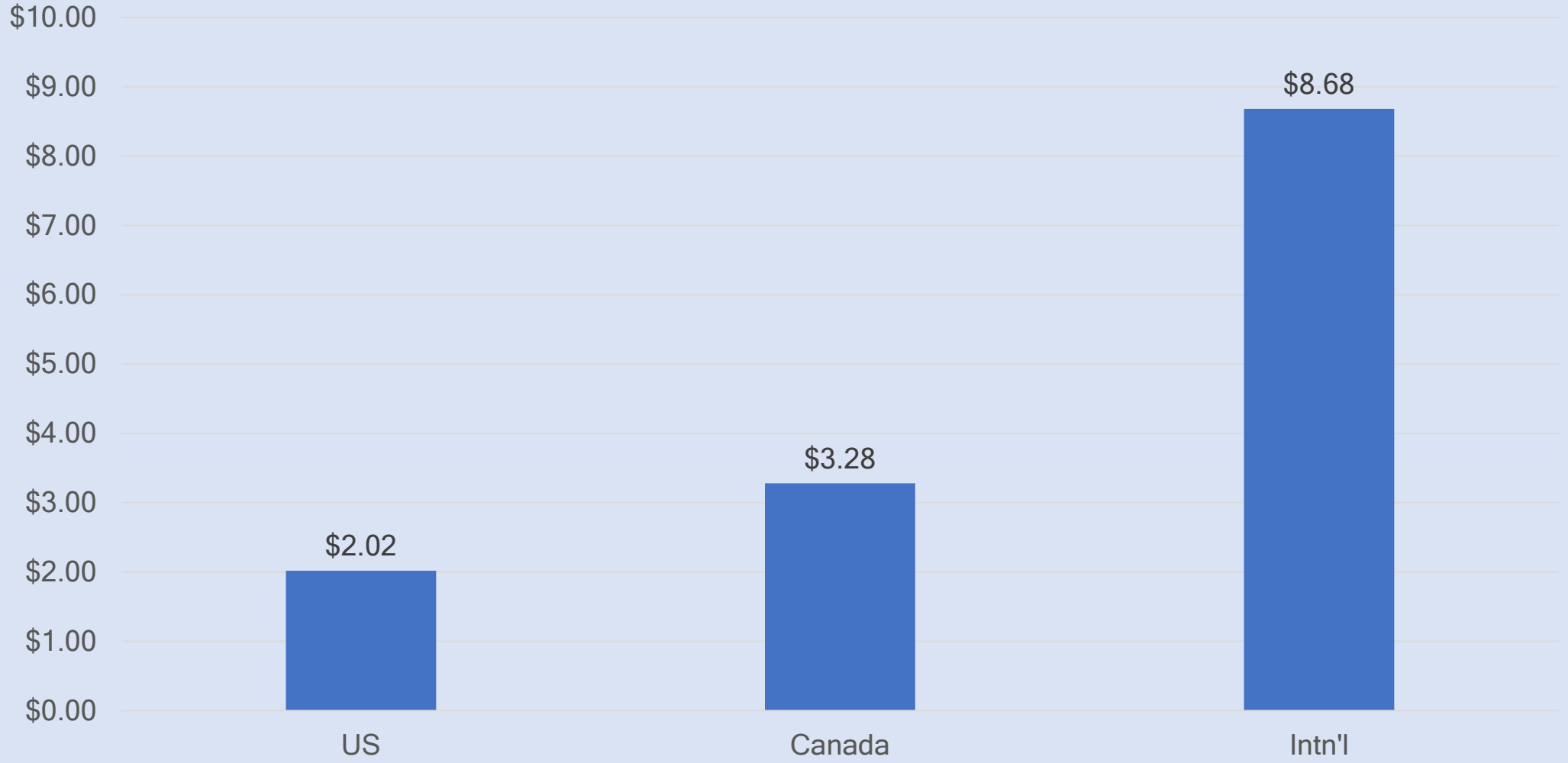|	
Orders	42
Packets	285
Total	$14,170.00
Shipping & Handling YTD	$886.20
% of sales	6.3
per packet average	$3.11

Avg S&H per Packet

Packet Sales by Location

Canada
27%

Courier
3%

Intn'l
10%

US
60%
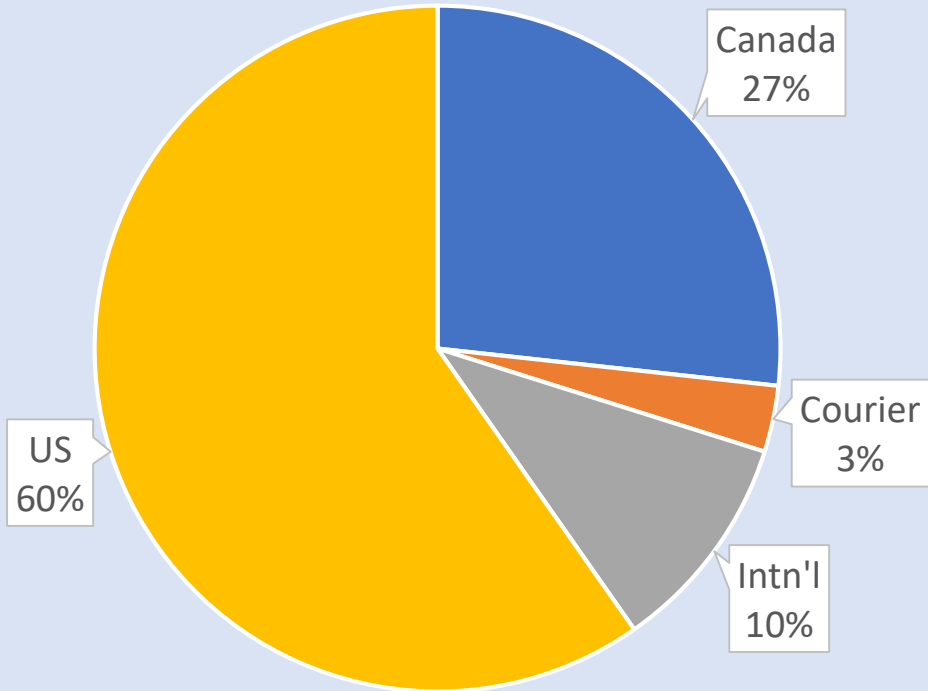
Legend:
- Cana
- Cour
- Intn'
- US

Shipping & Handling by Location

Canada
32%

Courier
2%

Intn'l
23%

US
43%
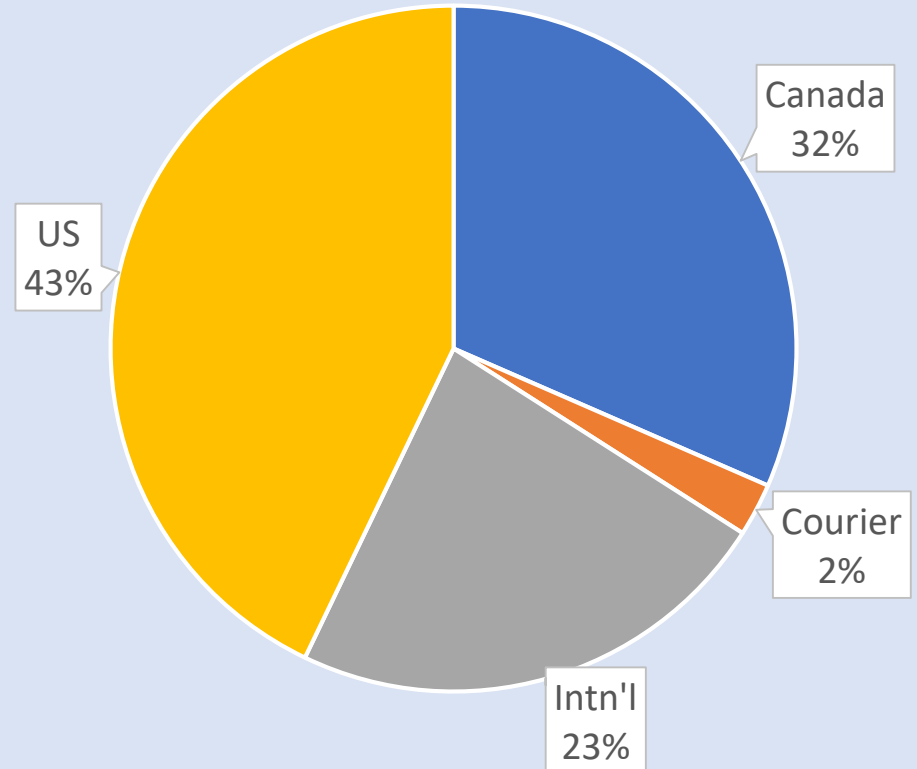
Legend:
- Canada
- Courier
- Intn'l
- US

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 . . .