

Customer Discount Approval

Customer	Croma
Products	
Date	7/3/2021

Discounts	COGS	Average NIP	GM Target
4%	30%	\$ 6.00	\$ 100,000.00

	Best Case	Realistic	Worst Case
Sales Unit	100000	50000	25000
Net Invoice Sales	\$ 600,000	\$ 300,000	\$ 150,000
Post Discount	\$ 24,000	\$ 12,000	\$ 6,000
Net Sales	\$ 576,000	\$ 288,000	\$ 144,000
COGS	\$ 172,800	\$ 86,400	\$ 43,200
COGS Margin	\$ 403,200	\$ 201,600	\$ 100,800
Vs Target	▲ 303200	▲ 101600	▲ 800