

Customer Discount Approval

Customer Product(s) Date	Croma P1
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Parameters	Discount	10%
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	Best Case		Realistic	
Sales Unit	100000		50000	
Net Invoice Sales	\$	6,00,000	\$	3,00,000
Post Discount	\$	60,000	\$	30,000
Net Sales	\$	5,40,000	\$	2,70,000
COGS	\$	1,62,000	\$	81,000
Gross Margin	\$	3,78,000	\$	1,89,000
vs Target	▲	\$ 2,78,000	■	\$ 89,000

COGS 30% Avg NIP \$ 6.00 GM Target \$ 1,00,000

Worst Case	
	25000
\$	1,50,000
\$	15,000
\$	1,35,000
\$	40,500
\$	94,500
▼ \$	-5,500