

LABOR RATES/OPERATING EXPENSES/MANAGEMENT FEE
QUOTE SHEET

PHILIP MORRIS VAN PROGRAM
OCTOBER 31 - NOVEMBER 12, 1994
(2 Operating weeks)

Fals _____

LABOR RATES:

Market Managers (weekly salary) \$
Sales Promotion Reps (hourly rate) \$

TOTAL LABOR: (include tax factor of 15.95%)

5 Market Managers x 3 weeks \$

20 Sales Promotion Representatives x 40 hrs. \$
x 3 weeks (one week training)

TOTAL ESTIMATED LABOR COSTS (including training) \$

OPERATING EXPENSES: (to be billed at actual)

Travel @ .29/mile: \$
Market Managers *overnight* \$

Headquarters travel \$
(Cost anticipated for Agency executives to monitor
program.)

Gasoline for vans \$
Oil Change for vans, if necessary \$
Van washing (2x/week) \$
Miscellaneous tolls/parking \$
Van supplies (safety kit, whisk broom, tape, etc.) \$
Postage for van (mailing surveys, location reports,
inventory reports, etc.) \$

Van storage \$
Warehouse \$

Market Manager training sessions \$
Hotel expenses for training sessions \$

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