

LABOR RATES/OPERATING EXPENSES/MANAGEMENT FEE  
QUOTE SHEET

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

Fob \_\_\_\_\_

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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