

THESE PRICES WERE OBSERVED ON 30 APRIL 2020. PRICES CHANGE ON A DAILY BASIS, SO THE ABOVE TABLE ONLY SERVES AS AN EXAMPLE/ILLUSTRATION

NR.	ITEM DESCRIPTION	SIZE	PACK SIZE		OUR PRICE TO YOU	RETAIL PRICE (AVERAGE)	CHEAPER % THAN RETAIL
	Ace Porridge - Banana	1 kg	10	R	163.99	R 230.00	29%
	Morvite Flavours - Banana	1 kg	10	R	172.99	R 240.00	28%
	C & B Mayonnaise	750 ml	120	R	265.98	R 350.00	24%
	Ace Super Maize Meal	5 kg	4	R	139.99	R 175.00	20%
	Koo Chakalaka Hot	410 g	12	R	159.99	R 200.00	20%
	Golden Cloud White Bread	12.5 kg	1	R	92.25	R 115.00	20%
	All Gold Tomato Sauce	700 ml	6	R	130.99	R 160.00	18%
	Golden Cloud Cake Flour	12.5 kg	1	R	94.25	R 115.00	18%
	Koo Baked Beans in T/Sauce	410 g	12	R	114.00	R 139.00	18%
	Bakers Eat Sum More	200 g	12	R	196.98	R 240.00	18%
	Bakers Tennis Biscuits	200 g	12	R	165.99	R 195.00	15%
	Tastic Rice	2 kg	10	R	229.99	R 270.00	15%
	Oros Orange	2 Lt	6	R	182.99	R 210.00	13%
	F & M Spaghetti	500 g	20	R	209.99	R 240.00	13%
	Lucky Star Fish Chilli	400 g	12	R	212.00	R 240.00	12%
	Dewfresh UHT F/Cream Milk	1 Lt	6	R	69.99	R 77.94	10%
	Ellis Brown Creamer	1 kg	12	R	416.99	R 450.00	7%

ASSUMPTIONS:

- EXAMPLE:** We're using the pricing of Bottom End Distributors and SA's Largest Retailers as it was on 30 April 2020 - in order to give this example of how to make R10-R15k profit from buying R50k in stock.
- BUY:** Let's say you order 16x packages (per month) of all the products above. Total Cost: R48 309.60
- SELL:** If you put a 20% mark-up on all services and sell it to the public, your Total Income will be R57 971.52.
- BEAT RETAILERS:** On a 20% mark-up your average price will still be 5% LOWER than the average price of the large retailers in South Africa. So your clients will save on the actual price they get from you; but they will also do not have to pay for transport to a big retailer.
- PROFIT:** Your mark-up will be a pure profit - as we deliver your stock for free and your clients can pick up their stock at your home. Thus your profit is R9661.92.
- So you will make nearly R10 000 in profit on a simple 20% mark-up; but as soon as you sell product as 'loose items' you can make your selling prices higher by easily putting on a 25-30% mark-up - taking your profit up towards R15 000 on a R50 000 order.

