



Hugues

What we expect !

	T.O AW09	N.P	N.C	T.O SS10	N.P	N.C	T.O AW10	N.P	N.C	T.OSS11	N.P	N.C
W(N)	18000		3	48000		8	72000		12	102000		17
W (W)	30000		5	60000		10	90000		15	120000		20
W (E)	24000		4	54000		9	90000		15	102000		17
W (S)	36000		6	72000		12	120000		20	180000		30
WDS	6000		1	12000		2	12000		2	12000		2
M (N)	24000		4	42000		7	66000		11	90000		15
M (W)	30000		5	48000		8	66000		11	90000		15
M (E)	30000		5	48000		8	72000		12	90000		15
M (S)	24000		4	60000		10	120000		20	180000		30
M (DS)	6000		1	6000		1	12000		2	12000		2
Total	228000	0	38	450000	0	75	720000	0	120	978000	0	163
Total Men	114000		19	204000		34	336000		56	462000		77
Total Women	114000		19	246000		41	384000		64	516000		86
15% Agency	34200			67500			108000			146700		

The figures are not including the existing customers

Details of Process to study !

Hurricane and company agreement

1 / **Invoicing** : Hurricane is invoicing 4 times by year :

- End of April : after AW order confirmation : 30% in advance on the 15% fees.
- End of May : Balance of the SS collection delivered.
- End of November after SS order confirmation : 30% in advance on the 15% fees.
- End of October : balance of AW collection delivered.

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2/ **Payment** : Payment should be made under 10 days after invoicing.

3/ **Basic fees** : A additional basic fee will be decided during the first year to cover the brand launching.

4/ **Trade Show** : A budget for trade show will be decided with a minimum annual budget of 25 000 euros by line .

5/ **Existing customers** : A fee of 8 % will be fixed during the first season. for the existing customers.

6/ **Collection Insurance & shipment**: Full Circle is taking in charge all insurance & shipment for collections during sales season.

7/ **Payment Collection** : All collections are under Full circle charges until 3 collections. For additional collection, Hurricane will pay 50% of the whole sale price.