



Proposal for Full Circle Collection Sales Department

Dear Viken,

As we told about , find the new figures and new conditions for Full Circle Agency in France and that for the two lines.

Would you mind to apologize for the delay quite long for a preview but quite difficult to improve with the big crisis in our contry.

We had to wait for the results of that SS09 period (  $\pm$  or - 50% on any kind of budget ) and the approval of differents agents as well to build a good network after time.

We had to incrise the commission in average of our competitors and brands.

I will be interested to discuss in second time of distribution.

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.

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

3/ **Basic fees**: A aditional 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 Ful circle charges until 3 collections. For additionnal collection, Hurricane will pay 50% of the whole sale price.