

What is a Manifest?

A manifest is an inventory listing of a measure of merchandise. Some manifests will also list the wholesale cost or retail price of each item.

We use Three basic Formulas to Determine the Value and Selling Price.

1.
Percentage of Retail: The retail price of each item is listed on a manifest. The total retail is multiplied by a percentage. The percentage is determined by the quality of the goods (usually from 10% to 20%).

EXAMPLE : \$100,000.00 retail x 10% = \$10,000.00

If a manifest lists individual retail prices, your cost for each item can be determined with the same formula. (Individual item x percentage = your cost for the item)

2.
Percentage of Cost: The Wholesale cost of each item is listed on a manifest. The total cost is multiplied by a percentage. The percentage is determined by the quality of the goods (usually from 20% to 35%).

EXAMPLE : \$50,000.00 cost x 20% = \$10,000.00

If a manifest lists individual cost prices, your cost for each item can be determined with the same formula. (Individual item x percentage = your cost for the item)

NOTE:
The percentage is higher when multiplying by cost, as the total "COST FACTOR" is usually lower. The "NET COST" to the buyer remains comparable.

3.
Bulk / Volume: A flat rate for a given amount of volume, such as a truckload or a pallet. If there is no list of the contents the price per load is considerably lower. EXAMPLE: One truckload of salvage goods = one price. (a pig in a poke)

Note:

Always remove department store names from the merchandise. Never display or use their names in advertising or promotion. This could cost you the privilege of buying their goods for resale.