

STEP 1: Enter Client Rate Card Name: **2018 3-Tier Standard Rates**

STEP 2: Enter Client Rates:

Bottle	Weight	3TIER
1	4	\$ 27.98
2	7	\$ 33.73
3	11	\$ 41.35
4	14	\$ 46.86
5	18	\$ 59.25
6	21	\$ 65.52
7	24	\$ 74.26
8	27	\$ 79.70
9	30	\$ 85.29
10	34	\$ 93.42
11	37	\$ 98.74
12	40	\$ 106.88

STEP 3: Indicate If Shipping to State:

Shipping ?	State	Shipping Method	Sales Tax Rate	Retailer - % of Retail Price	Wholesaler - % of Retail Price	Total Clearing Fees	OOSS - Per Bottle Rate	Still (Alc%)	Still - \$ per Gallon	Still \$ per Bottle
No	Alaska	3-Tier w/ 0 Stops								
No	California	3-Tier w/ 0 Stops		2%	3%					
No	Florida	3-Tier w/ 0 Stops		2%	2%			.01-17.258%	2.25	
No	Idaho	3-Tier w/ 0 Stops		1%	0.5%			.01-100%	0.45	
No	Louisiana	MHW Permit		1%	0.5%			.01-24%	0.93	
No	Missouri	3-Tier w/ 0 Stops		1%	0.5%			.01-100%	0.42	
No	Nebraska	MHW Permit						.01-100%	0.95	
No	Nevada	MHW Permit		1%	0.5%			.01-14%	0.70	
No	New Hampshire	MHW Permit								
Yes	New Jersey **	3-Tier w/ 1 Stop	6.875%	\$.20/btl	3%	3.0%	0.25	.01-100%	0.875	0.18
No	New Mexico	3-Tier w/ 0 Stops								
No	North Dakota	3-Tier w/ 0 Stops		1%	0.5%			.01-17%	0.50	
No	Ohio	WD Permit		1.5%				.01-100%	0.320	
No	Wyoming	MHW Permit								
Average			6.9%			3.0%	0.25			0.18

CA Wine: reporting handled by Winery.

MO Sales Tax is optional if you do not have Nexus.
Sales tax is 4.725-9.1% based on delivery address.

STEP 4: Enter Average Retail Bottle Value*: **25.00** **25.00** **25.00** **25.00**

STEP 5: Enter # of Bottles per Order: **2** **6** **9** **12**

	2	6	9	12	
Total Retail Value	50.00	150.00	225.00	300.00	
Shipping Charge	33.73	65.52	85.29	106.88	
Fuel Surcharge	5.0%	1.69	3.28	4.26	5.34
Average Sales Tax	6.875%	3.44	10.31	15.47	20.63
NJ Shipping Sales Tax (if applicable)	6.875%	2.32	4.50	5.86	7.35
NJ Retailer Clearing (if applicable)	\$0.20	0.40	1.20	1.80	2.40
Average Clearing Fees	3.0%	1.50	4.50	6.75	9.00
Average Excise Tax per Btl	0.18	0.35	1.05	1.58	2.10
Average OOSS per Btl	0.25	0.50	1.50	2.25	3.00
Total Charge	93.93	241.86	348.26	456.69	

Paid to WD
Paid to WD
Paid to Retailer
Paid to Retailer
Paid to NJ Retailer Only
Paid to Wholesaler/Retailer
Paid to Wholesaler
Paid to OOSS

STEP 6: Enter # of Orders: **50** **50** **50** **50**

Approx Amount to Fund **4,696.32** **12,092.89** **17,413.08** **22,834.60** **57,036.89**

NOTES

* For most states, the Retail Price cap is \$40.00 for calculations.

** CT, GA, HI, MD, MI, NE, NJ, NY, NC, OH, SC, TN, TX, VT, WA, WV & WI sales tax is due on 100% of shipping and handling.

Sales Tax in Price Posting states is based upon product retail amount entered into the WD system. If a client wants to change the amount that is applicable to sales tax, a new price should be posted.

Sales Tax in non-Price Posting states is based upon the sales order data.

Excise Tax is based upon the product information entered into the WD system: alcohol % and gallonage.