Fluke Corporation
Value Selling Worksheet - Calculating Merchandising ROI
1-Feb-18

TOP SELLERS

Calculating ROI by Brand ***HVAC/R - (inventory turns are estimated)***

Fill in all green colored fields when selecting products for display or planogram

Fluke

Model	Planogram Qty.	US List	Discount (%)	Net	Extended Net	Extended List	Gross Profit	Inventory Turns	ROI
FLUKE-279FC/IFLEX		$1,199.99		$1,199.99	$0.00	$0.00	$0.00		$0.00
FLK-VT04A		$559.99		$559.99	$0.00	$0.00	$0.00		$0.00
FLUKE-87-5		$429.99		$429.99	$0.00	$0.00	$0.00		$0.00
FLUKE-180LR		$339.99		$339.99	$0.00	$0.00	$0.00		$0.00
FLK-3000FC HVAC		$629.99		$629.99	$0.00	$0.00	$0.00		$0.00
FLUKE-179		$349.99		$349.99	$0.00	$0.00	$0.00		$0.00
FLK-T3000FC		$199.99		$199.99	$0.00	$0.00	$0.00		$0.00
FLUKE116/323 KIT		$279.99		$279.99	$0.00	$0.00	$0.00		$0.00
FLUKE-116		$179.99		$179.99	$0.00	$0.00	$0.00		$0.00
FLUKE-902FC		$299.99		$299.99	$0.00	$0.00	$0.00		$0.00
FLUKE-C0-220		$459.99		$459.99	$0.00	$0.00	$0.00		$0.00
FLUKE-CO-205		$199.99		$199.99	$0.00	$0.00	$0.00		$0.00
FLUKE-52-2		$349.99		$349.99	$0.00	$0.00	$0.00		$0.00
FLUKE-325		$299.99		$299.99	$0.00	$0.00	$0.00		$0.00
FLUKE-324		$199.99		$199.99	$0.00	$0.00	$0.00		$0.00
FLUKE-971		$349.99		$349.99	$0.00	$0.00	$0.00		$0.00
T5-600 USA		$119.99		$119.99	$0.00	$0.00	$0.00		$0.00
FLUKE-414D		$142.99		$142.99	$0.00	$0.00	$0.00		$0.00
FLUKE-561		$202.99		$202.99	$0.00	$0.00	$0.00		$0.00
FLUKE-62 MAX+		$152.99		$152.99	$0.00	$0.00	$0.00		$0.00
FLUKE-62 MAX		$101.99		$101.99	$0.00	$0.00	$0.00		$0.00
FLUKE-59 MAX NA		$81.99		$81.99	$0.00	$0.00	$0.00		$0.00
FLUKE-1AC-A1-II		$29.99		$29.99	$0.00	$0.00	$0.00		$0.00
FLUKE-1LAC-A-II		$29.99		$29.99	$0.00	$0.00	$0.00		$0.00
FLK2AC/90-1000VC		$29.99		$29.99	$0.00	$0.00	$0.00		$0.00
LVD2/CT		$39.99		$39.99	$0.00	$0.00	$0.00		$0.00
80PK-10		$249.99		$249.99	$0.00	$0.00	$0.00		$0.00
80PK-8		$181.99		$181.99	$0.00	$0.00	$0.00		$0.00
80AK-A		$30.99		$30.99	$0.00	$0.00	$0.00		$0.00
80BK-A		$45.99		$45.99	$0.00	$0.00	$0.00		$0.00
80PK-1		$35.99		$35.99	$0.00	$0.00	$0.00		$0.00
80PK-11		$45.99		$45.99	$0.00	$0.00	$0.00		$0.00
TL220		$81.99		$81.99	$0.00	$0.00	$0.00		$0.00
TL175		$34.99		$34.99	$0.00	$0.00	$0.00		$0.00
TL71		$31.99		$31.99	$0.00	$0.00	$0.00		$0.00
TL75		$25.99		$25.99	$0.00	$0.00	$0.00		$0.00
AC175		$30.99		$30.99	$0.00	$0.00	$0.00		$0.00
TPAK		$45.99		$45.99	$0.00	$0.00	$0.00		$0.00
TP88		$22.99		$22.99	$0.00	$0.00	$0.00		$0.00
TL224		$31.99		$31.99	$0.00	$0.00	$0.00		$0.00
AC220		$45.99		$45.99	$0.00	$0.00	$0.00		$0.00
CAMO-C25/FO		$49.99		$49.99	$0.00	$0.00	$0.00		$0.00
C25		$41.99		$41.99	$0.00	$0.00	$0.00		$0.00
H-T6		$34.99		$34.99	$0.00	$0.00	$0.00		$0.00
H5		$35.99		$35.99	$0.00	$0.00	$0.00		$0.00
FLUKE-975V		$3,999.99		$3,999.99	$0.00	$0.00	$0.00		$0.00
FLUKE-922/KIT		$819.99		$819.99	$0.00	$0.00	$0.00		$0.00
FLUKE-376FC		$449.99		$449.99	$0.00	$0.00	$0.00		$0.00
PRV240		$149.99		$149.99	$0.00	$0.00	$0.00		$0.00
PRV240FS		$159.99		$159.99	$0.00	$0.00	$0.00		$0.00
80PK-22		$101.99		$101.99	$0.00	$0.00	$0.00		$0.00
TLK-225		$164.99		$164.99	$0.00	$0.00	$0.00		$0.00
AC285		$25.99		$25.99	$0.00	$0.00	$0.00		$0.00
TP220		$20.99		$20.99	$0.00	$0.00	$0.00		$0.00
C115		$35.99		$35.99	$0.00	$0.00	$0.00		$0.00
CAMO-C25		$50.99		$50.99	$0.00	$0.00	$0.00		$0.00
203403 (fuse)		$14.40		$14.40	$0.00	$0.00	$0.00		$0.00
203411 (fuse)		$9.60		$9.60	$0.00	$0.00	$0.00		$0.00
								Total Fluke Display ROI	**$0.00**

Amprobe

Model	Planogram Qty.	US List	Discount (%)	Net	Extended Net	Extended List	Gross Profit	Inventory Turns	ROI
AMP-330		$249.95		$249.95	$0.00	$0.00	$0.00		$0.00
ACD-14-PRO		$169.95		$169.95	$0.00	$0.00	$0.00		$0.00
THWD-3		$149.95		$149.95	$0.00	$0.00	$0.00		$0.00
TMA5		$139.95		$139.95	$0.00	$0.00	$0.00		$0.00
TH-1		$79.95		$79.95	$0.00	$0.00	$0.00		$0.00
AM-520		$69.95		$69.95	$0.00	$0.00	$0.00		$0.00
IR-710		$69.95		$69.95	$0.00	$0.00	$0.00		$0.00
IR-450		$69.95		$69.95	$0.00	$0.00	$0.00		$0.00
VP-1000SB		$14.95		$14.95	$0.00	$0.00	$0.00		$0.00
MANO2-A		$224.95		$224.95	$0.00	$0.00	$0.00		$0.00
CM100		$199.95		$199.95	$0.00	$0.00	$0.00		$0.00
ACD-23SW		$169.95		$169.95	$0.00	$0.00	$0.00		$0.00
								Total Amprobe Display ROI	**$0.00**

Combined Fluke and Amprobe Display ROI	**$0.00**

Calculating ROI per Square Foot of Display Space *Fill in all green colored fields*

Brand	Display Height (Feet)	Display Width (Feet)	Total Display Sq. Ft.	ROI Per Sq. Ft.
Fluke			0.0	#DIV/0!
Amprobe			0.0	#DIV/0!
Combined	0.0	0.0	0.0	#DIV/0!