

This suggested pricing sheet assists in your upselling of specialty linen options to your clients. Shown below is Wholesale Rental costs for floor length tablecloths and napkins broken down as price per person, as well as suggested competitive markup.

These prices can easily be incorporated into your already created per-person costs, or absorbed into facility fees.

OPTIONS	TIER 1	TIER 2
<b>10 TOP / 8 TOP 132" RD / 120" RD</b>	Essential	Lamour
<b>NAPKINS INCLUDED :</b>	Essential Only	Lamour & Essential
<b>YOUR COST PER PERSON: 10 TOP / 8 TOP</b>	<b>\$2.50 / \$2.75</b>	<b>\$3.00 / \$3.50</b>
<b>10% MARKUP</b>	\$3.00 / \$3.25	\$3.25 / \$3.75
<b>20% MARKUP</b>	\$3.25 / \$3.50	\$3.75 / \$4.25
<b>30% MARKUP</b>	\$3.50 / \$4.75	\$4.00 / \$4.50
<b>40% MARKUP</b>	\$4.75 / \$4.00	\$4.25 / \$4.75