



rotary spiral wells



rotary club of exmouth / district 1170
charity trust registration – 288254
wishing well comittee

October 2010

Ref: Project Kindness Grants

Dear Fellow Rotarians

Some Rotary Clubs in the UK have asked us about purchasing a Spiral Wishing Well for their fund raising directly from the manufacturer, Divnick International Inc., in the USA. They have specifically asked about a grant program that is available in the USA called Project Kindness (PK).

In principal the PK grant program pays \$500 dollars of the commercial cost (\$1995) for non-profit organisations. This lowers the non-profit share to \$1,495. The additional costs of specialist colours and shipping from Ohio are added on top of the base price. (See example pricing below).

The Rotary Club of Exmouth has now been acting as an agent for Divnick International since May 2007, to import the wells into the UK and sell to the clubs in RIBI. Our aims are to act as a facilitator for other clubs to raise much needed charity funds by using the Spiral Wells. We purchase in quantity at a low enough price so that we can pass the Wells along to other clubs at a LOWER price than if you were to purchase a Well directly from Divnick International, including the grant, shipping and import costs and it saves you the hassle of handling the customs and duty. We build that into the price and have a little left over to cover our handling expenses. We also include RIBI signs and emblems to save you time and money from having to source locally

The discount we receive for buying in quantity is allowed for when calculating our list price. As at today's date we are currently selling the wells to you at £1260.

If you were able to purchase a wishing well direct from the USA then apart from having to go through all the import procedures and paperwork etc it would also mean that your club would eventually pay slightly more for your well, and you would have to wait for delivery. (We normally have the wells in stock in Exmouth).

Project Kindness Comparison:-

Commercial Price on-line from Divnick International	\$1995.00	£1323.82 (exchange rate 1.507)
Less Project Kindness Grant	<u>-\$500.00</u>	<u>£ 331.79</u>
	\$1495.00	£ 992.04
Specific Colour (Rotary Yellow Funnel)	<u>+\$100.00</u>	<u>£ 66.36</u>
Basic Cost of Spiral Well	\$1595.00	£1058.39

Plus Shipping Costs

For this calculation we have used the prices we have been charged for a quantity purchases, although buying one at a time would be significantly more expensive.

Door to Door Freight	£ 110.00
Duty, Insurance and Revenue costs	£ 60.11
Import Vat	<u>£ 133.98</u>
Comparison Price against UK purchase price of £1260.00	£1359.45

It is our pleasure to provide this service and are ready to serve you with a Rotary Wishing Well so that you can start raising money the easy way.

The Rotary Club of Exmouth