



# WFS fees for virtual packs

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## Overview

A [virtual pack](#) is a way to sell an item in different combinations of amounts, such as paper towels sold in a two-pack or three-pack. You can create a virtual pack instead of creating multiple item listings. In this guide, explore the fulfillment fees if your virtual pack is shipped by Walmart Fulfillment Services (WFS).

## WFS fulfillment fees

Fees apply to each unit in a virtual pack. The [standard storage fee](#) applies to each unit of a virtual pack. For fulfillment fees, we offer savings for virtual packs:

- **The more units in a virtual pack, the lower the overall fulfillment fee.** These savings only apply to items with a shipping weight less than or equal to 20 lb.
- If the total price of your virtual pack is over \$10, you will not be charged the usual [low-retail fee](#) of \$1.

Type of virtual pack	Fulfillment fee reduction
2-pack	Subtract \$1.00 per unit
3-pack	Subtract \$1.50 per unit
4-pack or more	Subtract \$2.00 per unit

## Example

In general, you can spend less on fulfillment fees if your item is a virtual pack instead of individual items. For example, Ryan sells an item that normally retails for \$4 with a 1 lb. shipping weight. When she sells multiple units as a virtual pack, she offers a 5% discount to help drive sales.

This table compares the fees when she sells the item individually or as a virtual pack. You can also see when the low-retail fee applies.

Type of virtual pack	Description	Standard items	Virtual pack
2-pack	Retail price	$2 \times \$4.00 = \$8.00$	\$7.60
	Base fulfillment fee	$2 \times \$3.45 = \$6.90$	$2 \times (\$3.45 - \$1.00) = \$4.90$
	Low retail fee (\$1.00 per unit)	$2 \times \$1.00 = \$2.00$	$2 \times \$1.00 = \$2.00$
	Total fulfillment fee	\$8.90	\$6.90
	Net savings	N/A	-\$2.00 (22% savings)
3-pack	Retail price	$3 \times \$4.00 = \$12.00$	\$11.40
	Base fulfillment fee	$3 \times \$3.45 = \$10.35$	$3 \times (\$3.45 - \$1.50) = \$5.85$
	Low retail fee (\$1.00 per unit)	$3 \times \$1.00 = \$3.00$	N/A
	Total fulfillment fee	\$13.35	\$5.85
	Net savings	N/A	-\$7.50 (56% savings)
4-pack	Retail price	$4 \times \$4.00 = \$16.00$	\$15.20
	Base fulfillment fee	$4 \times \$3.45 = \$13.80$	$4 \times (\$3.45 - \$2.00) = \$5.80$
	Low retail fee (\$1.00 per unit)	$4 \times \$1.00 = \$4.00$	N/A

	Total fulfillment fee	\$17.80	\$5.80
	Net savings	N/A	-\$12.00 (67% savings)

**Pro tip**

Learn how to calculate shipping weight and the corresponding fulfillment fee at [WFS fees](#).