


Figure 4

$$Q = \sqrt{2 \cdot D \cdot S / h}$$

Q =	30	36	48
D =	131	442	84
S =	\$495.00	\$495.00	\$495.00
h =	10	10	10

Q =	114	209	91
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Rollup Sales per Quarter					
Figure 1			Rollup sizes		
			30"	36"	48"
2005	1st Qtr	Jan - Mar	66	43	7
	2nd Qtr	Apr - Jun	26	30	17
	3rd Qtr	Jul - Sep	39	280	21
	4th Qtr	Oct - Dec	22	121	23
2006	1st Qtr	Jan - Mar	21	54	33
	2nd Qtr	Apr - Jun	15	100	12
	3rd Qtr	Jul - Sep	48	71	12
	4th Qtr	Oct - Dec	23	147	12
2007	1st Qtr	Jan - Mar	42	82	15
	2nd Qtr	Apr - Jun	32	193	10
	3rd Qtr	Jul - Sep	27	94	68
Total Demand			361	1215	230
Avg Demand per year			131.27	441.82	83.64
Mean			32.82	110.45	20.91
SD			14.85	73.46	17.23

 **Math Model for Purchasing FREE @ LesLaMotte.com**



Refine Your Purchasing to Your Advantage

We first found and sold our unique small plastic map cases with Alvin company, an art supplier on the East Coast. We would continually look at our product price make up, and we like any company wanted to lower our overhead and make sure we had a ready access to our base products for quick orders. With Alvin, whom we purchased the cases from initially, it was a problem of attitude. To them they were just selling something they sold. We found out all too soon that they were out until the next shipment from overseas which left us without the ability to sell our product at all.

We simply couldn't operate effectively this way. So we asked them to come to a new arrangement where they purchase the cases from us at a set price. At first they were reluctant but, then they realized that a cooperative approach might work better. We made an agreement with them. If they gave us the name of the manufacturer, we would inventory the product for them and give them greater access to the product at a set price, but increased the colors available and an add-on additional larger product we would develop with the same manufacturing company in Italy. They thought it over and agreed and then begin ordering from us, thus, removing their need to be involved with the nuisance of shipping overseas for this particular product, therefore, giving them an advantage of price and availability as well. Also, we gained the advantage of having them on hand when we needed them. When we needed to order, we would call them and ask if they needed additional inventory. In the end, both of us got what we were looking for. Therefore, we were able to make a difficult relationship work to both of our advantages.

What Form of Business Should I Consider?