

Ian Krajovich

SELLER'S RECORD SHEET

DATE & TIME: 12/5/02

SELLER NUMBER: 1

PERIOD	CONVERSION RATE "CR"	PRICE (1)	PRODUCTION COST (2)	DECISION COST "DC" (3)	PROFIT (4) = (1) - (2) - (3)	TOTAL PROFIT
Example	0.6	175	100	5	70	70
1	0.4	30	26	4	0	0
2	1.0	85	26	18	41	41
3	0.9	75	26	15	34	75
4	1.0	90	26	18	46	121
5	0.9	85	26	15	44	165
6	1.0	90	26	18	46	211
7	0.8	80	26	12	42	253
8	0.9	90	26	15	49	302
9	0.8	85	26	17	47	349
10	0.1	10	26	0	64	413
11	0.1	80	26	0	54	467
12	0.1	50	26	0	24	491
Reselling Price of Buyers:						491

126

Buyer Profit = (Reselling Price - Price) x Conversion Rate "CR"

CR	0.1	0.2	0.3	0.4	0.5	0.6	0.7	0.8	0.9	1.0
DC	0	1	2	4	6	8	10	12	15	18