

Interview 2 Prep (Frank)

Mike Power – Managing Director

MUST ASK:

- 1)** Can we get a breakdown of all current projects?
 - Costs incurred, Revenue, Profitability, Quantity of Prints, Ending Contracts, etc.
 - Any projects causing difficulty? Any non profitable projects?
- 2)** Can we get a breakdown of all employees?
 - Different divisions/sectors, salaries/payroll, any expected retirements
- 3)** What kind of storage potential is there with the current site?
 - Open to expansion of current warehouse?
 - External warehousing something you have considered?
- 4)** The floor plan we got from Henry is a not to scale “Floor Layout”,
 - Would you be able to forward on a Floor Plan that is to scale?
- 5)** We have concerns regarding the £9 per book payment based on their average page count of the QNF series as this is based on the English editions. Linguistic dept. informed us that translating into European languages can increase word count by approx. 25%. Do we have permission to negotiate a different payment scheme?
- 6)** At present the offer £9 per book printed represents 60% of the Retail Price (£15),
 - Does that seem reasonable in comparison to your other current projects?
- 7)** Do you have any existing relationships with any Pulper?
 - We think 15% of pulping income is very low. Permission to negotiate?
- 8)** Power Printing would have to supply hardware for the tracking software,
 - At present are there any computers, wifi connection, conveyor belts etc.

OTHERS:

- What are your thoughts on automation? Henry was in favour of introducing some new tech.
- Any thoughts on Penny’s future ambitions, obviously she is in favour of further expansion of PP.
- The contract does not make us Pulp’s exclusive printer for QNF series, any knowledge of Pulp’s other printers? (Size of their operations?)
- Any potential/desire to collaborate further with Pulp? Any v successful projects/series?
- Brexit thoughts? Not an issue according to Ken? Do you share this opinion?
- What are the specific role of Machine Plates in your factory? Varying methods online.
- Do you think the cap on printing demands is quite low at 50K? (With 35k Guaranteed)

- What is the Relative size of “Northern Edition” of Daily Bugle compared to “Southern”/Other Newspapers
- Frankfurt in Feb 2018, a bit shallow in terms of proper market research?

Terry Brooker – Finance Director

MUST ASK:

- 1) Can we have access to the accounts? (Profits&Loss, Balance Sheet, Cash Flow, Payroll)
 - Need to look at Costs, Revs, Inventory/Assets, Retained Earnings etc.
- 2) Can we get a breakdown of all current projects?
 - Costs incurred, Revenue, Profitability, Quantity of Prints, Ending Contracts, etc.
 - Any projects causing difficulty? Any non profitable projects?
- 3) What are machinery costs for new printers (and existing), maintenance?
 - When was each machine purchased? Expected future purchases?
- 4) Pricing arrangements with current projects? Price per page?
 - Average profit margins? £9, £15 RRP. (Obvs cost undetermined atm)
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- 5) Do you have any existing relationships with any Pulper?
 - We think 15% of pulping income is very low. Permission to negotiate?
 - Is pulping a decent sized revenue stream? Negligible?

OTHERS:

- Brexit thoughts? Not an issue according to Ken? Do you share this opinion?
- Any idea regarding the cost of expansion, ballpark figure, External warehousing potentially a more reasonable solution for the first 3 year “trial” contract?
- Cost of (possible) new tracking hardware (software supplied)?