# Interview 2 Prep (Frank)

### Mike Power – Managing Director

* Can we get a breakdown of the number of employees?
* Thoughts on automation? Potential redundancies?
* Floor plan TO SCALE!!!
* Frankfurt in Feb 2018, A bit shallow in terms of proper market research?
* Current site -> Storage options?
* Penny’s ambitions? MD?
* Any projects (magazines/newspaper) that are not currently profitable?
* Breakdown of all current project. Cost Revenue Quantity
* No exclusivity in contract. Do you know of any other printers working with Pulp?
* £9 per book printed, £15 RRP, does that seem reasonable?
* Brexit? Not an issue according to Ken?
* Any potential to collaborate further with Pulp? English printing? ‘Fiction for Forty Somethings’
* Upward cap on printing quite low? (35,000 – 50,000) (Unknown market?)(35K guarantee)
* Hardware for tracking books in the warehouse?
* (HISTORICAL 220 PAGES IN QNF BOOK – ASK LANGUAGE DEPT. MORE OR LESS WORDS TYPICALLY IN TRANSLATION?)

## Terry Brooker – Finance Director

* Books, **BOOKS!** Accounts, Costs, Revenues, Inventory, Payroll, Bankroll, etc.
* Ave profit margin on prints
* BREXIT baby
* Cost of new machinery
* Cost of expansion? External warehousing?
* Cost of (possible) new tracking software