# Interview 6 Prep (Aideen)

### Penny Power – Sales Director

**MUST ASK:**

**1)** Mentioned previously that if this project with Pulp derailed, it would be easy to find other similar projects so that we can still make use of new printers/storage.

- Can we get a more specific idea of these “other projects”

- Potentially have the 35k guarantee extended beyond just the foreign language QNF editions

**2)** We are still yet to receive figures regarding cost per page? Any update?

- Cost of raw materials? [Paper, ink, power, labour]

**3)** Would it be possible to find out how much other publishers pay their printers? £9 per book retailing at £15(?) 60%

**4)** Last time we met you advised us that you believe that a 3yr contract seems satisfactory; having looked at the sales projections a 5/7/10 yr contract would be far more beneficial considering the level of expansion that will be required.

**-** Do you see any specific reason that may cause Pulp not to offer a longer contract?

**5)** *Not sure about the summary point re heavily graded paper?*

**6)** Can we use this project as an opportunity to improve debtor days? [Not sure how to phrase this one :/]

**7)**

## Len Typesetter – Production Manager

**MUST ASK:**

1. Can we have access to any kind of information regarding the flow of operations around the warehouse?

* Where do you think automation could improve current efficiency?
* Do you know where we could implement automation in factory setting?

1. Need to confirm how outsourcing works?

* Power pays all printers in full until they are ready to bring the bugle/magazines back to their factory? Also pay the other printing company?

**3)** Can you tell us more about the depreciation policy on machines/vehicles

**4)** Would you be able to source a number of potential sites for rental? Distance from factory/ price/ suitability

**5)** What are the maintenance costs (cleaning/electricity) associated with a storage unit?