

1.

$$C_u = 450 - 300 = 150 \quad C_o = 150$$

$$\frac{C_u}{C_u + C_o} = \frac{150}{150 + 150} = 0.5$$

As it shows on the probable, should order 200

2.

DEM	Prob	VAC. Prof:	supply. prof (\$)	total (\$)
100	0.05	$100 \times 150 - 100 \times 150 = 0$	$(150 - 50) \times 200 = 20000$	
150	0.25	15000	20000	
200	0.3	$200 \times 150 = 30000$	20000	
250	0.24	$200 \times 150 = 30000$	20000	
300	0.16	$200 \times 150 = 30000$	20000	

$$\text{expect prof: VAC} = 0 + 0.25 \times 15000 + 0.7 \times 30000 = 24/50$$

$$\text{Supply} = 20000$$

$$\text{all} = 24/50 + 20000 = 44/50$$

$$3. C_u' = C_u = 150 \quad C_o' = 150 - 75 = 75$$

$$\frac{C_u'}{C_u' + C_o'} = \frac{150}{150 + 75} = 0.67 \quad \text{due to the table, they should order 250}$$

4.

DEM	Prob	VAC.Prof(\$)	supply.Prof(\$)	total(\$)
100	0.05	3750	13750	17500
150	0.25	15000	17500	32500
200	0.3	26250	21250	47500
250	0.24	37500	25000	62500
300	0.16	37500	25000	62500

$$\text{Expect: VAC} = 0.05 \times 3750 + 0.25 \times 15000 + 0.3 \times 26250 + 0.4 \times 37500 = 26812.5$$

$$\text{Supply} = 0.05 \times 13750 + 0.25 \times 17500 + 0.3 \times 21250 + 0.4 \times 25000 = 21437.5$$

$$\text{all} = 48250$$

5. Yes.

I would recommend such a buyback contract, as the profits of VAC and the entire supply chain improve without hurting the profits of supplier.