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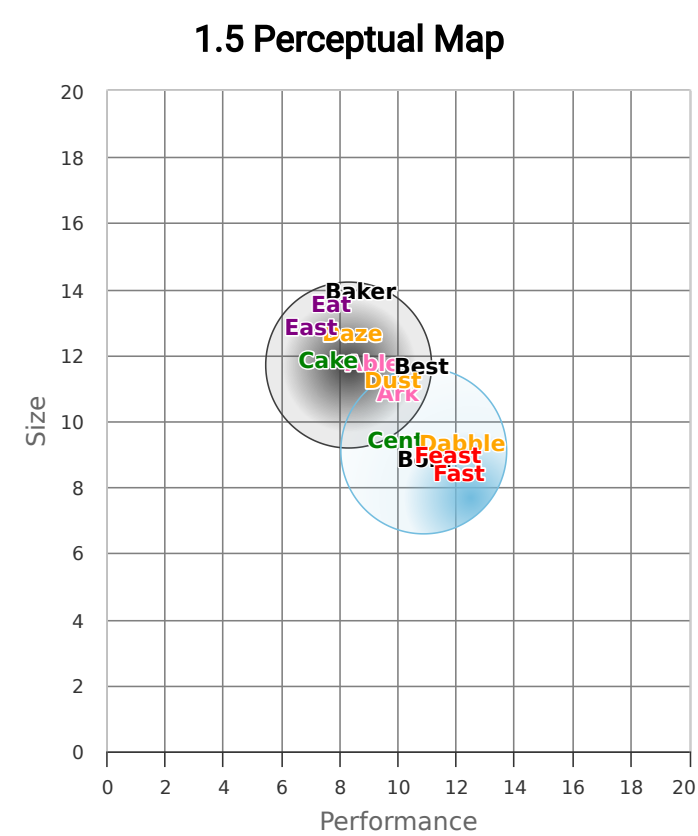
0.1 Roster		
Andrews	Baldwin	Chester
Dan Smith		
Digby	Erie	Ferris

0.2 High Level Overview							
	Andrews	Baldwin	Chester	Digby	Erie	Ferris	Average
Sales	\$56,681	\$81,012	\$41,423	\$95,590	\$38,070	\$60,805	\$62,264
Profit	(\$1,339)	\$653	(\$165)	\$2,305	\$3,398	\$750	\$934
Contribution Margin	30.83%	32.16%	42.24%	30.23%	55.91%	31.36%	37.12%
Stock Price	\$3.11	\$9.97	\$7.20	\$21.37	\$11.49	\$4.81	\$9.66
Emergency Loan	\$7,822	\$0	\$0	\$0	\$0	\$0	\$1,304
Market Share	15.2%	21.7%	11.1%	25.6%	10.2%	16.3%	16.7%

Section 1 | Research and Development

1.3 Low Tech		
Customer Buying Criteria	Expectations	Importance
Price	\$15.00 - \$35.00	41%
Age	3 Years	29%
Reliability	14,000 - 20,000 Hours	21%
Positioning	Performance 8.3 Size 11.7	9%

1.4 High Tech		
Customer Buying Criteria	Expectations	Importance
Positioning	Performance 12.3 Size 7.7	33%
Age	0 Years	29%
Price	\$25.00 - \$45.00	25%
Reliability	17,000 - 23,000 Hours	13%



1.6 Product List					
Name	Performance	Size	Reliability	Age	Revision Date
Able	9.1	10.9	20,000	2.1	August 6, 2032
Ark	10.0	10.0	21,000	1.6	May 6, 2032
Baker	8.7	13.1	18,800	2.9	April 3, 2031
Best	10.8	10.8	20,000	1.0	January 4, 2032
Bold	10.9	8.0	22,400	1.8	February 14, 2032
Cake	7.6	11.0	17,000	2.1	December 1, 2032
Cent	9.9	8.6	20,000	1.3	September 17, 2032
Dabble	12.2	8.5	22,000	1.5	June 9, 2032
Daze	8.4	11.8	18,000	1.9	August 12, 2032
Dust	9.8	10.4	20,000	1.3	May 23, 2032
East	7.0	12.0	16,500	2.9	November 3, 2031
Eat	7.7	12.7	16,500	3.1	November 3, 2031
Fast	12.1	7.6	22,000	1.6	May 23, 2032
Feast	11.7	8.1	22,000	1.6	May 23, 2032

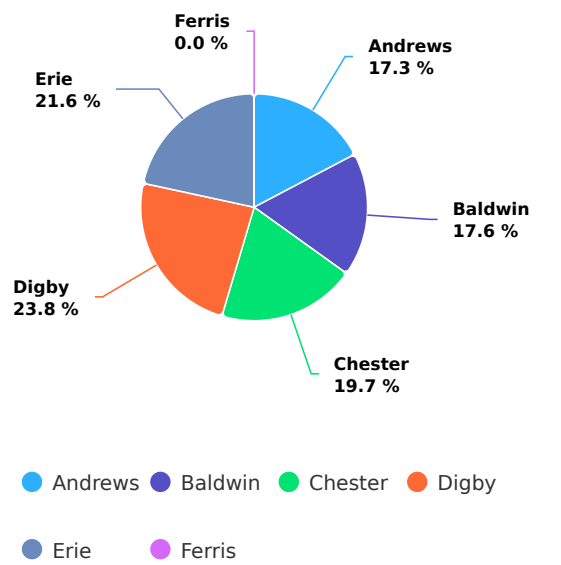
Section 2 | Marketing

Low Tech

2.1 Customer Buying Criteria		
	Expectations	Importance
Price	\$15.00 - \$35.00	41%
Age	3 Years	29%
Reliability	14,000 - 20,000 Hours	21%
Positioning	Performance 8.3 Size 11.7	9%

2.2 Demand Information	
2032 Total Market Size	7,189
2032 Total Units Sold	7,189
2033 Demand Growth Rate	11.1%

2.3 Market Share



2.4 Top Products													
Name	Price	Units Sold ▼	Potential Sold	Stock Out	Age	Performance	Size	Reliability	Sales Budget	Customer Accessibility	Promo Budget	Customer Awareness	Customer Satisfaction
Daze	\$27.50	1,152	1,152	No	1.9	8.4	11.8	18,000	\$1,100	100%	\$1,450	100%	62
Cake	\$20.00	1,111	1,111	No	2.1	7.6	11	17,000	\$1,150	100%	\$1,025	94%	61
Baker	\$28.75	1,050	1,050	No	2.9	8.7	13.1	18,800	\$1,250	100%	\$1,350	100%	62
Able	\$31.00	865	865	No	2.1	9.1	10.9	20,000	\$1,900	100%	\$1,700	100%	44
Eat	\$24.50	801	801	No	3.1	7.7	12.7	16,500	\$1,000	100%	\$1,000	73%	45
East	\$24.50	752	752	No	2.9	7	12	16,500	\$1,000	100%	\$1,000	71%	44
Dust	\$32.40	561	561	No	1.3	9.8	10.4	20,000	\$1,100	100%	\$1,700	100%	35
Ark	\$35.00	376	376	No	1.6	10	10	21,000	\$1,850	100%	\$1,750	100%	24
Cent	\$33.00	307	307	No	1.3	9.9	8.6	20,000	\$1,150	100%	\$1,025	90%	8
Best	\$34.50	214	214	No	1	10.8	10.8	20,000	\$1,250	100%	\$1,350	71%	18

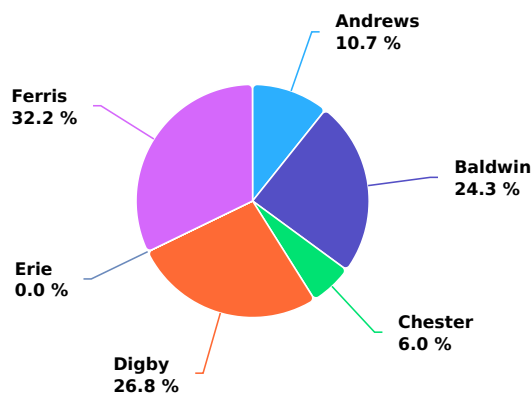
Section 3 | Marketing

High Tech

3.1 Customer Buying Criteria		
	Expectations	Importance
Positioning	Performance 12.3 Size 7.7	33%
Age	0 Years	29%
Price	\$25.00 - \$45.00	25%
Reliability	17,000 - 23,000 Hours	13%

3.2 Demand Information	
2032 Total Market Size	4,613
2032 Total Units Sold	4,613
2033 Demand Growth Rate	19.6%

3.3 Market Share

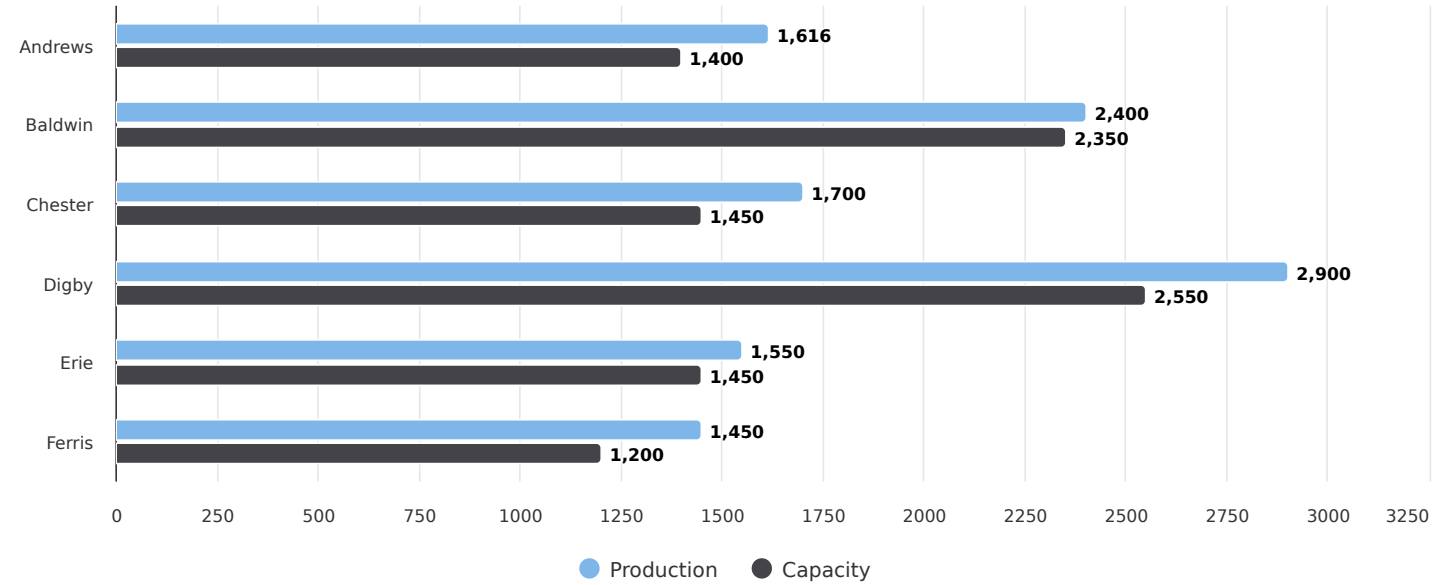


- Andrews
- Baldwin
- Chester
- Digby
- Erie
- Ferris

3.4 Top Products													
Name	Price	Units Sold ▼	Potential Sold	Stock Out	Age	Performance	Size	Reliability	Sales Budget	Customer Accessibility	Promo Budget	Customer Awareness	Customer Satisfaction
Fast	\$41.00	750	750	No	1.6	12.1	7.6	22,000	\$1,150	100%	\$1,500	100%	68
Feast	\$41.00	733	733	No	1.6	11.7	8.1	22,000	\$1,150	100%	\$1,500	100%	65
Dabble	\$40.75	723	723	No	1.5	12.2	8.5	22,000	\$1,100	100%	\$1,450	100%	66
Bold	\$41.75	658	658	No	1.8	10.9	8	22,400	\$1,250	100%	\$1,350	100%	49
Dust	\$32.40	461	461	No	1.3	9.8	10.4	20,000	\$1,100	100%	\$1,700	100%	38
Best	\$34.50	453	453	No	1	10.8	10.8	20,000	\$1,250	100%	\$1,350	71%	34
Ark	\$35.00	335	335	No	1.6	10	10	21,000	\$1,850	100%	\$1,750	100%	27
Cent	\$33.00	270	270	No	1.3	9.9	8.6	20,000	\$1,150	63%	\$1,025	90%	29
Able	\$31.00	161	161	No	2.1	9.1	10.9	20,000	\$1,900	100%	\$1,700	100%	20
Daze	\$27.50	49	49	No	1.9	8.4	11.8	18,000	\$1,100	100%	\$1,450	100%	6
Baker	\$28.75	11	11	No	2.9	8.7	13.1	18,800	\$1,250	100%	\$1,350	100%	0
Cake	\$20.00	9	9	No	2.1	7.6	11	17,000	\$1,150	63%	\$1,025	94%	1

Section 4 | Production

Production vs Capacity



4.1 Plant Information											
Name	Primary Segment	Units Produced	Units Sold	Inventory	Price	Material Cost	Labor Cost	Contribution Margin	Auto. Next Round	Capacity Next Round	Plant Utilization
Able	Low Tech	951	1,026	580	\$31.00	\$11.83	\$7.66	28.7%	6	800	125%
Ark	High Tech	665	711	191	\$35.00	\$13.64	\$7.47	33.5%	6	600	117%
Baker	Low Tech	1,000	1,061	215	\$28.75	\$12.34	\$3.60	40.5%	7.5	1,200	83%
Bold	High Tech	650	658	158	\$41.75	\$21.31	\$7.20	29.6%	4	700	93%
Best	High Tech	750	667	83	\$34.50	\$17.36	\$7.98	24.1%	4.5	800	167%
Cake	Low Tech	1,100	1,120	197	\$20.00	\$9.05	\$1.81	43.1%	9	950	116%
Cent	High Tech	600	576	177	\$33.00	\$13.48	\$5.49	41.3%	5	500	120%
Daze	Low Tech	1,100	1,201	247	\$27.50	\$11.82	\$4.81	37.3%	8	1,100	100%
Dabble	High Tech	700	723	170	\$40.75	\$20.36	\$8.70	27.3%	4	650	108%
Dust	High Tech	1,100	1,022	150	\$32.40	\$15.32	\$8.16	25.8%	5	800	138%
Eat	Low Tech	800	801	220	\$24.50	\$6.04	\$3.34	56.6%	8	850	94%
East	Low Tech	750	752	195	\$24.50	\$6.10	\$3.66	55.1%	8	600	125%
Fast	High Tech	750	750	191	\$41.00	\$21.16	\$6.83	30%	4.9	600	125%
Feast	High Tech	700	733	179	\$41.00	\$20.25	\$6.66	32.7%	4.9	600	117%

Section 5 | Finance

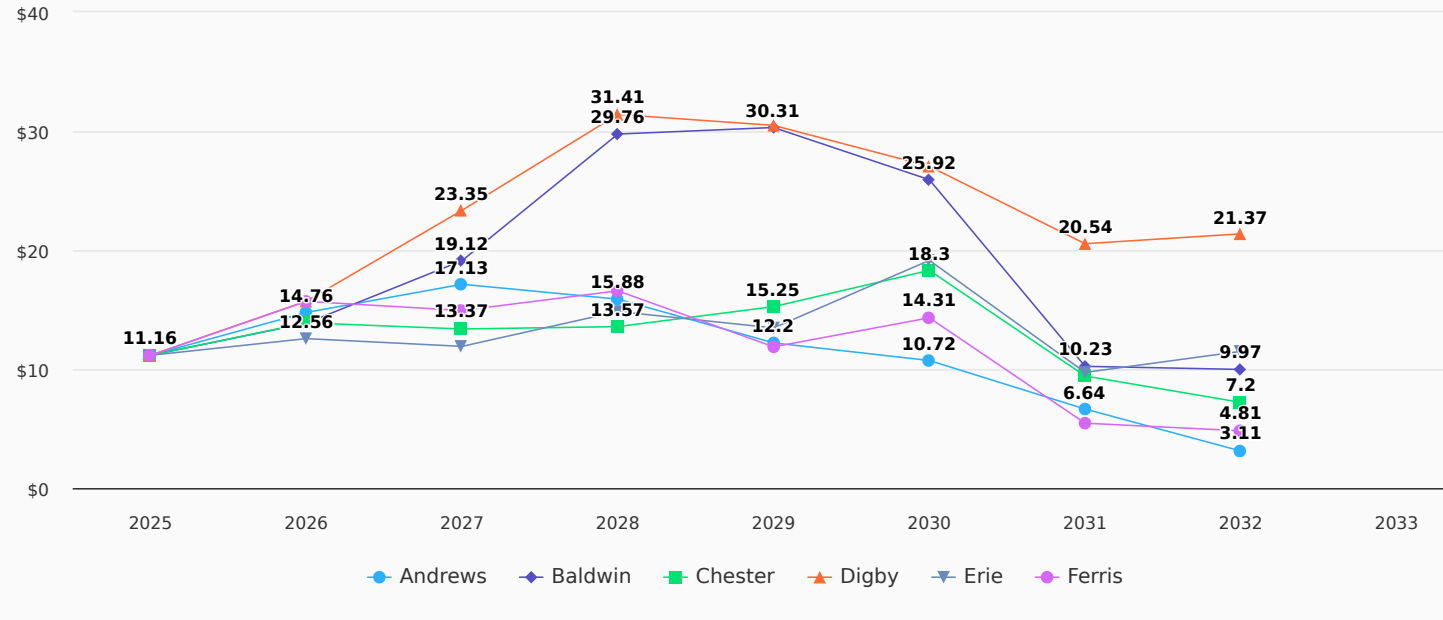
5.1 Income Statement						
	Andrews	Baldwin	Chester	Digby	Erie	Ferris
Sales	\$56,681	\$81,012	\$41,423	\$95,590	\$38,070	\$60,805
Variable Costs						
Direct Material	\$23,033	\$39,369	\$17,667	\$44,062	\$10,361	\$30,345
Direct Labor	\$14,215	\$14,360	\$5,599	\$21,117	\$5,904	\$10,178
Inventory Carry	\$1,956	\$1,228	\$660	\$1,512	\$521	\$1,214
Total Variable Costs (Labor, Material, Carry)	\$39,204	\$54,956	\$23,926	\$66,691	\$16,786	\$41,737
Contribution Margin	\$17,477	\$26,056	\$17,496	\$28,900	\$21,284	\$19,068
Period Costs						
Depreciation	\$2,800	\$5,153	\$3,500	\$5,061	\$3,673	\$1,955
SG&A						
R&D	\$939	\$133	\$1,628	\$1,442	\$0	\$782
Promotions	\$3,450	\$4,050	\$2,050	\$4,600	\$2,000	\$3,000
Sales	\$3,750	\$3,750	\$2,300	\$3,300	\$2,000	\$2,300
Administration	\$743	\$1,149	\$556	\$791	\$518	\$597
Total Period Costs	\$11,682	\$14,235	\$10,034	\$15,194	\$8,191	\$8,634
Net Margin	\$5,795	\$11,821	\$7,463	\$13,706	\$13,093	\$10,434
Other (Fees/Write-offs/Bonuses/Relocation Fee)	\$5,490	\$7,304	\$5,618	\$6,531	\$5,536	\$7,470
EBIT	\$305	\$4,517	\$1,845	\$7,175	\$7,557	\$2,964
Interest (Short term/Long Term)	\$2,365	\$3,492	\$2,098	\$3,556	\$2,222	\$1,787
Taxes	(\$721)	\$359	(\$89)	\$1,267	\$1,867	\$412
Profit Sharing	\$0	\$13	\$0	\$47	\$69	\$15
Net Profit	(\$1,339)	\$653	(\$165)	\$2,305	\$3,398	\$750

5.2 Cash Flow Statement						
	Andrews	Baldwin	Chester	Digby	Erie	Ferris
Starting Cash Position	\$0	\$7,278	\$4,164	\$9,865	\$3,691	\$7,261
Cash From Operations						
Net Income(Loss)	(\$1,339)	\$653	(\$165)	\$2,305	\$3,398	\$750
Adjustment For Non-Cash Items						
Depreciation	\$2,800	\$5,153	\$3,500	\$5,061	\$3,673	\$1,955
Extraordinary Gains/Losses/Write-offs	\$0	\$0	(\$21)	\$0	\$0	\$0
Changes In Current Assets And Liabilities						
Accounts Payable	(\$1,663)	\$1,744	(\$193)	(\$263)	(\$132)	\$180
Inventory	\$3,976	(\$724)	\$441	\$1,111	\$992	\$756
Accounts Receivable	\$360	(\$2,003)	\$259	\$172	\$38	(\$174)
Net Cash From Operations	\$4,135	\$4,823	\$3,821	\$8,386	\$7,970	\$3,467
Cash From Investing						
Net Plant Improvements	(\$2,800)	(\$8,400)	\$0	(\$4,400)	(\$5,800)	\$0
Cash From Financing						
Dividends Paid	(\$1,149)	\$0	\$0	\$0	\$0	\$0
Sales Of Common Stock	\$0	\$4,577	\$2,867	\$4,405	\$4,512	\$2,736
Purchase Of Common Stock	\$0	\$0	\$0	\$0	\$0	\$0
Cash From Long-Term Debt Issued	\$2,800	\$4,505	\$0	\$216	\$3,213	\$157
Early Retirement Of Long-Term Debt	\$0	\$0	(\$1,348)	\$0	\$0	\$0
Retirement Of Current Debt	(\$10,808)	(\$15,107)	(\$9,605)	(\$16,763)	(\$10,272)	(\$14,932)
Cash From Current Debt Borrowing	\$0	\$10,656	\$7,932	\$17,417	\$6,198	\$11,297
Cash From Emergency Loan	\$7,822	\$0	\$0	\$0	\$0	\$0
Net Cash From Financing	(\$1,335)	\$4,631	(\$154)	\$5,277	\$3,651	(\$742)
Effect Of Exchange Rates	\$0	\$0	\$0	\$0	\$0	\$0
Net Change In Cash	\$0	\$1,054	\$3,667	\$9,263	\$5,821	\$2,725
Ending Cash Position	\$0	\$8,332	\$7,831	\$19,128	\$9,512	\$9,986

5.3 Balance Sheet						
	Andrews	Baldwin	Chester	Digby	Erie	Ferris
Cash	\$0	\$8,332	\$7,831	\$19,128	\$9,512	\$9,986
Accounts Receivable	\$4,659	\$6,659	\$3,405	\$7,857	\$3,129	\$4,998
Inventory	\$16,301	\$10,234	\$5,502	\$12,598	\$4,340	\$10,114
Current Assets	\$20,960	\$25,225	\$16,738	\$39,583	\$16,980	\$25,097
Plant and Equipment	\$42,000	\$77,300	\$52,500	\$75,920	\$55,100	\$29,320
Accumulated Depreciation	(\$18,667)	(\$25,776)	(\$22,809)	(\$25,689)	(\$22,177)	(\$13,174)
Fixed Assets	\$23,333	\$51,524	\$29,691	\$50,231	\$32,923	\$16,146
Total Assets	\$44,293	\$76,749	\$46,429	\$89,813	\$49,903	\$41,244
Accounts Payable	\$2,735	\$4,476	\$1,563	\$4,388	\$962	\$3,269
Current Debt	\$7,822	\$10,656	\$7,932	\$17,417	\$6,198	\$11,297
Current Liabilities	\$10,557	\$15,131	\$9,495	\$21,806	\$7,160	\$14,566
Long-Term Liabilities	\$13,200	\$26,017	\$13,600	\$22,221	\$16,731	\$6,859
Total Liabilities	\$23,757	\$41,149	\$23,094	\$44,027	\$23,891	\$21,425
Common Stock	\$7,023	\$11,263	\$8,063	\$15,773	\$10,910	\$11,423
Retained Earnings	\$13,513	\$24,338	\$15,271	\$30,013	\$15,102	\$8,396
Total Equity	\$20,536	\$35,601	\$23,334	\$45,786	\$26,012	\$19,819
Total Liabilities & Equity	\$44,293	\$76,749	\$46,429	\$89,813	\$49,903	\$41,244

5.4 Stock Market Summary									
Company	Closing Price	Change	Shares Outstanding	Market Cap	Book Value	EPS	Dividend	Yield	P/E
Andrews	\$3.11	(\$3.53)	2,297,878	\$7m	\$8.94	(\$0.58)	\$0.50	16.1%	-5.34
Baldwin	\$9.97	(\$0.26)	2,684,073	\$27m	\$13.26	\$0.24	\$0.00	0%	41.00
Chester	\$7.20	(\$2.22)	2,524,978	\$18m	\$9.24	(\$0.07)	\$0.00	0%	-110.20
Digby	\$21.37	\$0.82	2,549,331	\$54m	\$17.96	\$0.90	\$0.00	0%	23.63
Erie	\$11.49	\$1.77	2,785,705	\$32m	\$9.34	\$1.22	\$0.00	0%	9.42
Ferris	\$4.81	(\$0.64)	3,011,610	\$14m	\$6.58	\$0.25	\$0.00	0%	19.34

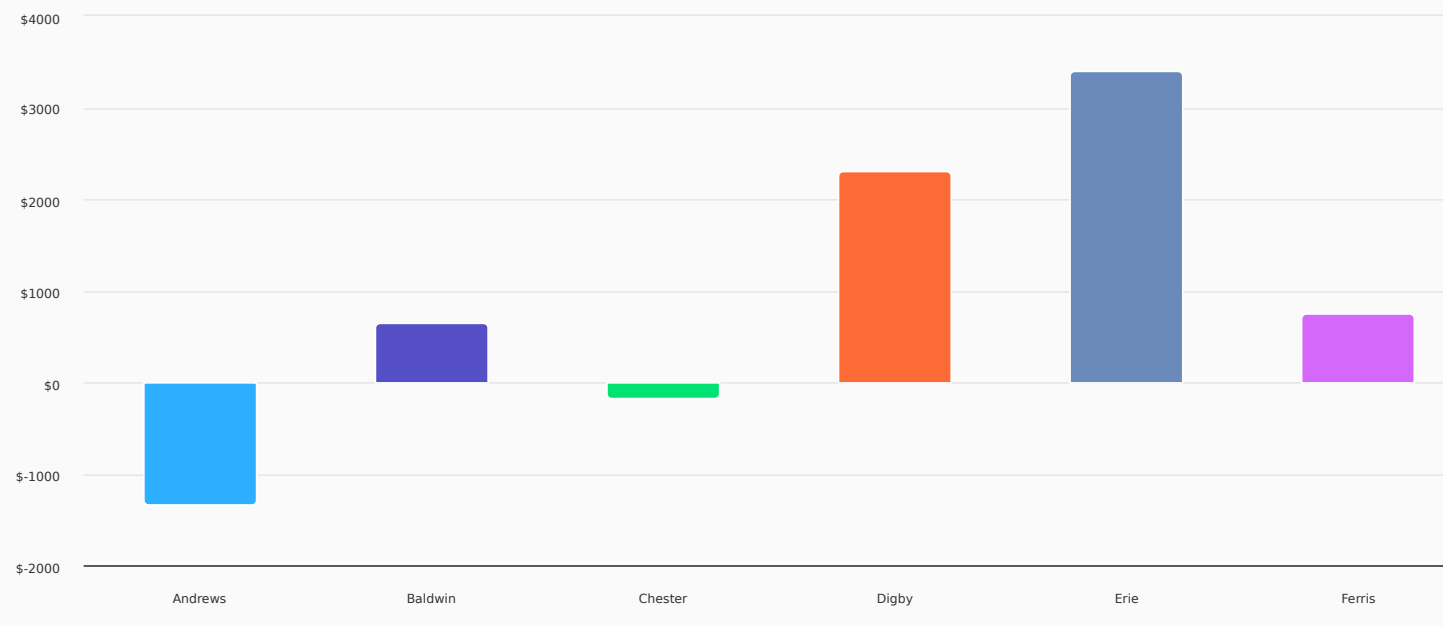
5.5 Stock Price



5.6 Bond Market Summary					
Company	Series	Face Value	Yield	Closing Price	S&P Rating
Andrews	10.4S2037	\$2,500,000	10.92%	\$95.28	CCC
	9.5S2038	\$2,000,000	10.45%	\$90.88	CCC
	9.6S2039	\$2,900,000	10.63%	\$90.32	CCC
	6.9S2041	\$3,000,000	9.31%	\$74.13	CCC
	10.1S2042	\$2,800,000	11.12%	\$90.85	CCC
Baldwin	10.0S2036	\$2,480,000	10.52%	\$95.10	CCC
	11.0S2037	\$3,606,517	11.25%	\$97.82	CCC
	11.1S2038	\$1,785,747	11.34%	\$97.92	CCC
	11.0S2039	\$3,066,025	11.31%	\$97.23	CCC
	8.7S2040	\$1,602,286	10.19%	\$85.39	CCC
	8.3S2041	\$8,971,635	10.1%	\$82.15	CCC
	10.4S2042	\$4,504,883	11.17%	\$93.11	CCC
Chester	10.0S2036	\$995,160	10.38%	\$96.29	B
	10.8S2037	\$3,746,724	10.96%	\$98.53	B
	11.3S2038	\$2,503,863	11.25%	\$100.42	B
	11.3S2039	\$2,590,357	11.25%	\$100.47	B
	8.1S2041	\$3,763,455	9.76%	\$82.97	B
Digby	10.0S2036	\$2,288,825	10.38%	\$96.29	B
	10.9S2037	\$3,529,182	11.02%	\$98.90	B
	11.1S2039	\$2,353,041	11.15%	\$99.53	B
	8.6S2040	\$6,800,967	9.92%	\$86.71	B
	8.2S2041	\$7,032,746	9.82%	\$83.52	B
	10.0S2042	\$216,479	10.75%	\$92.99	B
Erie	10.0S2036	\$2,363,492	10.32%	\$96.90	B
	10.9S2037	\$3,665,758	10.94%	\$99.63	B
	11.3S2038	\$1,207,203	11.16%	\$101.27	B
	11.2S2039	\$1,574,384	11.1%	\$100.94	B
	7.7S2041	\$4,706,678	9.42%	\$81.73	B
	10.6S2042	\$3,213,333	10.86%	\$97.64	B
Ferris	10.0S2036	\$422,159	10.48%	\$95.40	CCC
	11.1S2037	\$2,585,202	11.26%	\$98.54	CCC
	11.0S2039	\$2,335,765	11.26%	\$97.68	CCC
	9.0S2040	\$1,359,118	10.3%	\$87.36	CCC
	10.8S2042	\$156,897	11.25%	\$95.96	CCC

Next Year's Prime Rate: 7%

5.7 Net Profit



Section 6 | Product Financials

6.1 Andrews Income Statement			
	Able	Ark	Total
Sales	\$31,795	\$24,886	\$56,681
Variable Cost	\$22,662	\$16,542	\$39,204
Fixed Cost	\$6,212	\$5,470	\$11,682
Net Margin	\$2,921	\$2,874	\$5,795
		Other (Fees, Writeoffs)	\$5,490
		Long Term Interest	\$1,218
		Taxes & Tariffs	(\$721)
		Profit Sharing	\$0
		Net Profit	(\$1,339)

6.2 Baldwin Income Statement				
	Baker	Bold	Best	Total
Sales	\$30,511	\$27,483	\$23,018	\$81,012
Variable Cost	\$18,148	\$19,346	\$17,462	\$54,956
Fixed Cost	\$5,913	\$4,106	\$4,217	\$14,235
Net Margin	\$6,450	\$4,031	\$1,340	\$11,821
			Other (Fees, Writeoffs)	\$7,304
			Long Term Interest	\$2,533
			Taxes & Tariffs	\$359
			Profit Sharing	\$13
			Net Profit	\$653

6.3 Chester Income Statement			
	Cake	Cent	Total
Sales	\$22,403	\$19,020	\$41,423
Variable Cost	\$12,754	\$11,172	\$23,926
Fixed Cost	\$6,052	\$3,982	\$10,034
Net Margin	\$3,597	\$3,865	\$7,463
		Other (Fees, Writeoffs)	\$5,618
		Long Term Interest	\$1,385
		Taxes & Tariffs	(\$89)
		Profit Sharing	\$0
		Net Profit	(\$165)

6.4 Digby Income Statement				
	Daze	Dabble	Dust	Total
Sales	\$33,027	\$29,446	\$33,117	\$95,590
Variable Cost	\$20,713	\$21,413	\$24,565	\$66,691
Fixed Cost	\$6,223	\$4,120	\$4,851	\$15,194
Net Margin	\$6,090	\$3,914	\$3,702	\$13,706
			Other (Fees, Writeoffs)	\$6,531
			Long Term Interest	\$2,058
			Taxes & Tariffs	\$1,267
			Profit Sharing	\$47
			Net Profit	\$2,305

6.5 Erie Income Statement			
	Eat	East	Total
Sales	\$19,635	\$18,435	\$38,070
Variable Cost	\$8,516	\$8,270	\$16,786
Fixed Cost	\$4,420	\$3,771	\$8,191
Net Margin	\$6,699	\$6,394	\$13,093
		Other (Fees, Writeoffs)	\$5,536
		Long Term Interest	\$1,652
		Taxes & Tariffs	\$1,867
		Profit Sharing	\$69
		Net Profit	\$3,398

6.6 Ferris Income Statement			
	Fast	Feast	Total
Sales	\$30,750	\$30,054	\$60,805
Variable Cost	\$21,517	\$20,220	\$41,737
Fixed Cost	\$4,367	\$4,267	\$8,634
Net Margin	\$4,866	\$5,568	\$10,434
		Other (Fees, Writeoffs)	\$7,470
		Long Term Interest	\$725
		Taxes & Tariffs	\$412
		Profit Sharing	\$15
		Net Profit	\$750

Section 7 | Custom Modules

7.1 Workforce Summary						
	Andrews	Baldwin	Chester	Digby	Erie	Ferris
Number of Employees	200	218	89	313	94	153
First Shift	165	185	75	271	85	127
Second Shift	35	33	14	42	9	26
Turnover Rate	15.0%	6.3%	4.8%	5.6%	4.6%	7.6%
New Employees	30	78	4	18	4	12
Separated Employees	121	0	35	49	25	7
Productivity Index	106.0%	122.0%	127.5%	112.0%	128.5%	120.5%

7.2 CapsimCore: Local Suppliers						
	Andrews	Baldwin	Chester	Digby	Erie	Ferris
Decisions						
Local Suppliers Commitment	\$0	\$500	\$1,250	\$1,500	\$1,500	\$1,350
Recycled Local Materials Initiative	\$0	\$1,000	\$800	\$1,200	\$900	\$900
Chamber of Commerce Membership	\$0	\$1,250	\$500	\$1,500	\$0	\$1,500
Total Expenditures	\$0	\$2,750	\$2,550	\$4,200	\$2,400	\$3,750
Yearly Impacts						
Material Cost	0%	6.8%	-5.3%	2.1%	-12.2%	3.8%
Demand	0%	1.7%	4.2%	5%	5%	4.5%
Administrative Cost	0%	-5.6%	-2.2%	-6.7%	0%	-6.7%
Awareness	0%	9.5%	4.8%	11.4%	2.2%	10.7%
Turnover Rate	0%	-0.7%	-1.7%	-2%	-2%	-1.8%
Production After Adjustment	0%	3.2%	7.9%	9.5%	9.5%	8.5%

7.3 CapsimCore: Global Initiative						
	Andrews	Baldwin	Chester	Digby	Erie	Ferris
Decisions						
Product Customization	\$0	\$1,000	\$0	\$0	\$0	\$100
Foreign Advertising	\$0	\$0	\$375	\$0	\$200	\$875
Hire International Distributors	\$0	\$500	\$250	\$0	\$150	\$0
Total Expenditures	\$0	\$1,500	\$625	\$0	\$350	\$975
Yearly Impacts						
Material Cost	0%	1.6%	0%	0%	0%	0.2%
Demand	0%	4%	0%	0%	0%	0.4%
Awareness	0%	0%	3.8%	0%	2%	2.5%
Accessibility	0%	5%	2.5%	0%	1.5%	0%

7.4 Total Quality Management						
	Andrews	Baldwin	Chester	Digby	Erie	Ferris
Decisions						
Concurrent Engineering	\$300	\$0	\$0	\$0	\$0	\$0
Quality Function Deployment Effort	\$750	\$0	\$0	\$0	\$0	\$0
UNEP Green Program	\$650	\$0	\$0	\$0	\$0	\$0
CCE (Concurrent Engineering)/6 Sigma Training	\$600	\$0	\$0	\$0	\$0	\$0
Channel Support Systems	\$550	\$0	\$0	\$0	\$0	\$0
CPI (Continuous Process Improvement) Systems	\$500	\$0	\$0	\$0	\$0	\$0
Benchmarking	\$550	\$0	\$0	\$0	\$0	\$0
GEMI TQEM Sustainability	\$550	\$0	\$0	\$0	\$0	\$0
Vendor/JIT (Just in Time) Inventory	\$500	\$0	\$0	\$0	\$0	\$0
QIT (Quality Initiative Training)	\$400	\$0	\$0	\$0	\$0	\$0
Total Expenditures	\$5,350	\$0	\$0	\$0	\$0	\$0
Yearly Impacts						
Material Cost	-1.6%	0%	0%	0%	0%	0%
R & D Cycle Time	-10.6%	0%	0%	0%	0%	0%
Labor Cost	-2.7%	0%	0%	0%	0%	0%
Demand	4.2%	0%	0%	0%	0%	0%
Administrative Cost	-21.4%	0%	0%	0%	0%	0%

7.5 Human Resources						
	Andrews	Baldwin	Chester	Digby	Erie	Ferris
Decisions						
Scientists - Recruitment & Retention	\$0	\$1,000	\$600	\$700	\$500	\$1,000
Manufacturing - Training & Assembly Teams	\$0	\$1,000	\$1,000	\$600	\$1,000	\$1,000
Sales - Compensation	\$0	\$600	\$700	\$800	\$900	\$600
Total Expenditures	\$0	\$2,600	\$2,300	\$2,100	\$2,400	\$2,600
Yearly Impacts						
R & D Cycle Time	5%	0%	-4%	-5.5%	-2.5%	0%
Demand	0%	0%	1.8%	1%	1.5%	0%
Accessibility	0%	4.8%	5.6%	6.4%	6%	4.8%
Productivity Index	0%	5%	5%	3%	5%	5%
Turnover Rate	10%	-14%	-13%	-18%	0%	-14%
Production After Adjustment	-0.8%	0.5%	0.3%	-0.1%	0%	0.5%

7.6 Cumulative Impacts						
	Andrews	Baldwin	Chester	Digby	Erie	Ferris
Material Cost	-4.3%	23.4%	-11.2%	14.2%	-29%	14.3%
R & D Cycle Time	-16.7%	-72.8%	-6%	-25.5%	7.5%	-33%
Labor Cost	-7.5%	-0.2%	-9.8%	0%	-9.8%	-3.2%
Demand	12.8%	47%	17.1%	51.2%	17.8%	47.8%
Administrative Cost	-50%	-11.1%	-30.5%	-53.4%	-26.1%	-37.7%
Awareness	0%	43.6%	23.5%	47.8%	10.5%	46.1%
Accessibility	9.6%	42.4%	31.8%	52.2%	36%	45%
Productivity Index	6%	22%	27.5%	12%	28.5%	20.5%
Turnover Rate	50%	-37.3%	-52.7%	-44%	-54%	-24.5%
Production After Adjustment	-4%	6.9%	14.7%	16.6%	21%	16.6%