To: Mr. Miller  
From: Felix Schneider  
Date: 7th March 2022

Subject: New supplier

Introduction

The purpose of this report is to discuss which supplier would be most suitable for “Beach & Sports“. As requested, I have compared the two different offers from *US Beachwear* and *Le Sportif* and will present the findings now. The sources of this report are two offers from those companies.

Findings

*US Beachwear’s* most popular wetsuit is named “Scuba 1“ costs € 95 per item and they offer 3 percent off if more than 50 items are bought. The set contains one suit, diving goggles and a snorkel. In comparison, *Le Sportif’s* wetsuit “Diver X5“ is 250 euros. This is more expensive than the competitive product but the discount is better because they offer 5 percent off. Furthermore, “Diver X5“ includes additional flippers.

Possible reasons for the difference in price

One possible reason why “Diver X5“ is much more expensive than “Scuba 1“ is that it not only contains the suit with goggles and a snorkel, it also includes swim fins for faster under water movement. Moreover, this product is produced in France and is probably higher quality than the American wetsuit.

Recommendations

Comparing these two products, it can be said that the “Diver X5“ is probably the better option because the discount is better, which is particularly worthwhile if more items are to be bought. In addition, the route from France to Britain is shorter, which means that less carbon dioxide would be produced.

In spite of the advantages *US Beachear’s* products certainly have, it is recommended to choose *Le Sportif* as the new supplier.

* 257 words