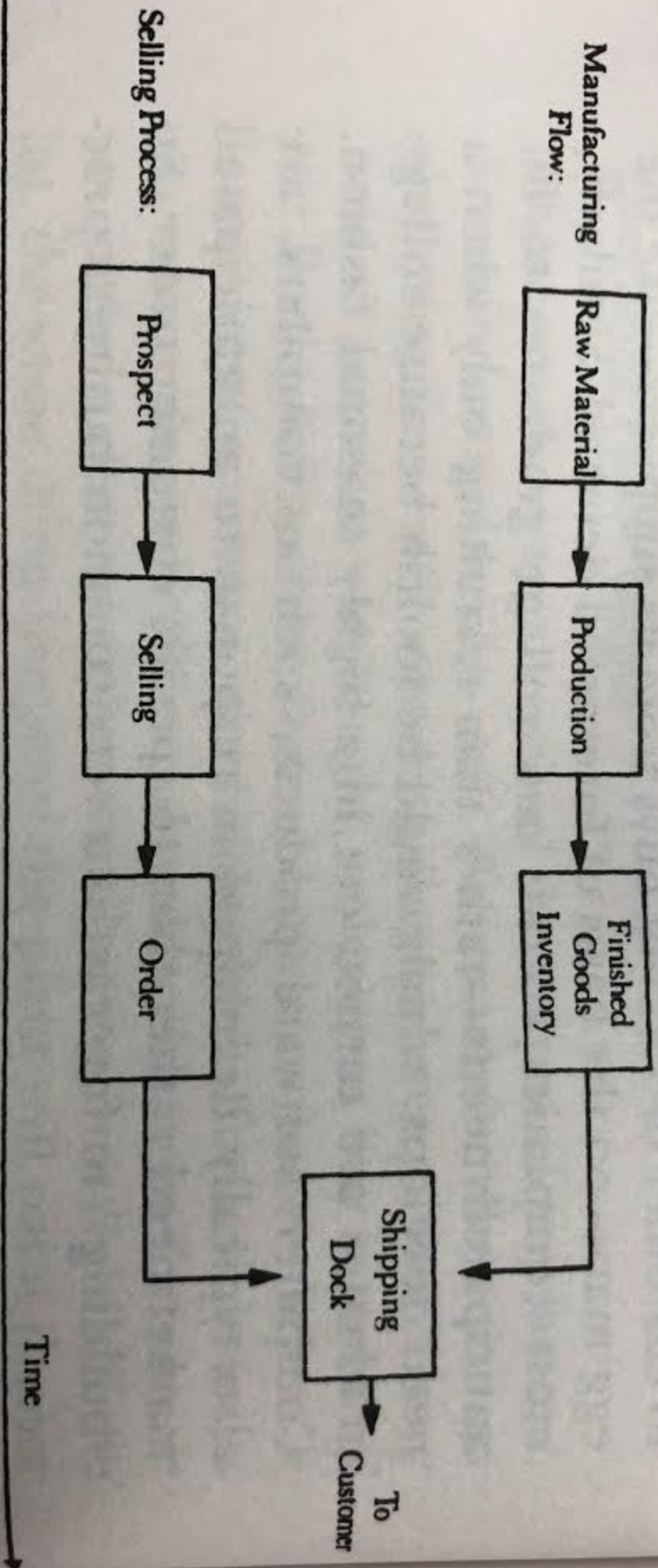finished product for which we have no customer. Either way we have problems. Obviously, if the match does come off, with a forecasted order becoming a real order,

Manufacturing Flow:

```
┌──────────────┐      ┌────────────┐      ┌────────────┐
│ Raw Material │─────▶│ Production │─────▶│  Finished  │
└──────────────┘      └────────────┘      │   Goods    │
                                          │ Inventory  │
                                          └────────────┘
                                                 │
                                                 ▼
                                          ┌────────────┐
                                          │  Shipping  │──▶ To
                                          │    Dock    │    Customer
                                          └────────────┘
                                                 ▲
```

Selling Process:

```
┌──────────┐      ┌──────────┐      ┌──────────┐
│ Prospect │─────▶│ Selling  │─────▶│  Order   │
└──────────┘      └──────────┘      └──────────┘
                                          │
                                          └──────────▶
```

Time ───────────────────────────────────────▶

The order for the product and the product itself should arrive at the shipping dock at the same time.