Stan Paige - potter, craft retailer
wife business partner.

- 600 people in village.
concentrates on good craftsmen in the area.
1) easy delivery of goods.
- Buy outright: stupid to do!!! both do more work when you buy outright.
Wholesale price
15-30 days payment.
100% percent mark-up
- primarily a local market for buying - direct mail - names from cheques etc.
- $500-$2000 per craftsman in pocket money from retailer.
- no food or drink at openings now! did have at the beginning.
- the retailer writes down comments or orders that come from the customer. The info. is passed on to the craftsman.

Brian
- 70 stores - across Canada - retail outlet inside studio - wholesale - largest part of bus.
- everybody who comes into studio is grilled about what & who they are.
- Jan.-May - negative cash flow.
- Business takes into account this factor.
$10,000 worth of inventory at any one time
$10,000 worth of receivables
large line of credit.

Priorities

1.) Shipping } Wholesale sales. Revenue most important
2.) Breaking } these 2 aspects important
3.) Delivery dates

Shipping 70% of the cost —

"Pulverator - best shipper.