

**WHAT WOULD HAPPEN IF WITH THE EXTRA TIME?**

Product	Q1	Q2	Q3	Q4	Total
Product A	100	120	150	180	550
Product B	80	100	120	150	450
Product C	60	80	100	120	360

**RECOMMENDATION 1  
HIRE A PART-TIME FINISHER**

Giberson's Total Production Labor

Product	Q1	Q2	Q3	Q4	Total
Product A	100	120	150	180	550
Product B	80	100	120	150	450
Product C	60	80	100	120	360

Finishing Hours Only

Product	Q1	Q2	Q3	Q4	Total
Product A	100	120	150	180	550
Product B	80	100	120	150	450
Product C	60	80	100	120	360

**FINISHED PRODUCTS**

Product	Q1	Q2	Q3	Q4	Total
Product A	100	120	150	180	550
Product B	80	100	120	150	450
Product C	60	80	100	120	360



**MEET MR. GIBERSON**  
...and his financial crisis

- producer of fine, hand-blown glassware
- deteriorating financial position
- neglected bookkeeping since divorce
- lack of profitability
- lack of financial records & data on product costs
- claiming limited financial resources
- volunteer from the student consulting group Felicia Coates, comes in to investigate

**FINAL RECOMMENDATIONS**

- 1) Hire a part-time finisher
- 2) Increase selling price that will meet a reasonable profit

**RECOMMENDATION 2  
RAISE THE SELLING PRICE**

Product	Q1	Q2	Q3	Q4	Total
Product A	100	120	150	180	550
Product B	80	100	120	150	450
Product C	60	80	100	120	360

Product	Q1	Q2	Q3	Q4	Total
Product A	100	120	150	180	550
Product B	80	100	120	150	450
Product C	60	80	100	120	360

**USE THE FINAL BALANCE SHEET PROFIT TO ACCUMULATE CASH FOR PROFIT**

Product	Q1	Q2	Q3	Q4	Total
Product A	100	120	150	180	550
Product B	80	100	120	150	450
Product C	60	80	100	120	360

# GIBERSON'S GLASS STUDIO

**WHAT WOULD HAPPEN IF WITH THE EXTRA TIME?**

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Product C	60	80	100	120	360

**RECOMMENDATION 1  
HIRE A PART-TIME FINISHER**

Giberson's Total Production Labor

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Product A	100	120	150	180	550
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Finishing Hours Only

Product	Q1	Q2	Q3	Q4	Total
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Product B	80	100	120	150	450
Product C	60	80	100	120	360

**FINISHING HOURS**

Product	Q1	Q2	Q3	Q4	Total
Product A	100	120	150	180	550
Product B	80	100	120	150	450
Product C	60	80	100	120	360

**NUMBER OF THE HOURS**

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**FINAL RECOMMENDATIONS**

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**RECOMMENDATION 2  
RAISING THE SELLING PRICE**

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Product C	60	80	100	120	360

**FINISHING HOURS**

Product	Q1	Q2	Q3	Q4	Total
Product A	100	120	150	180	550
Product B	80	100	120	150	450
Product C	60	80	100	120	360

**USE OF TOTAL FINANCIAL RECORDS PROVE TO INCREASE GIBERSON'S PROFIT**



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Product A	100	120	150	180	550
Product B	80	100	120	150	450
Product C	60	80	100	120	360

# GIBERSON'S GLASS STUDIO

# MEET MR. GIBERSON

## ...and his financial crisis



- producer of fine, handblown glassware
- deteriorating financial position
- neglected bookkeeping since divorce
- lack of profitability
- lack of financial records & data on product costs
- draining limited financial resources
- volunteer from the student consulting group, Felicia Coates, comes in to investigate

# WHERE DO THE ISSUES LIE?

Batch of glass for production

			unused glass/week (lbs)
total amt. of materials (lbs)	200	dirty scrap (waste)	50
80% of total materials (new)	160	clean scrap	150
20% of total materials (clean scrap)	40	clean scrap (waste)	30



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Finishing Hours Only

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**USE THE FINAL RECOMMENDATION PROPLY TO INCREASE GIBERSON'S PROFIT**

Product	Q1	Q2	Q3	Q4	Total
Product A	100	120	150	180	550
Product B	80	100	120	150	450
Product C	60	80	100	120	360



# GIBERSON'S GLASS STUDIO