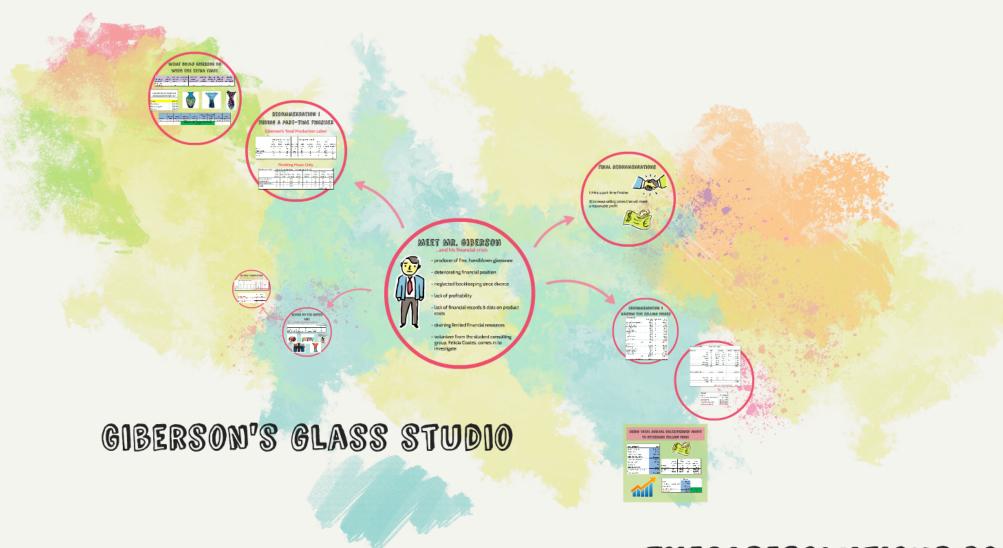


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MEET MR. GIBERSON

...and his financial crisis



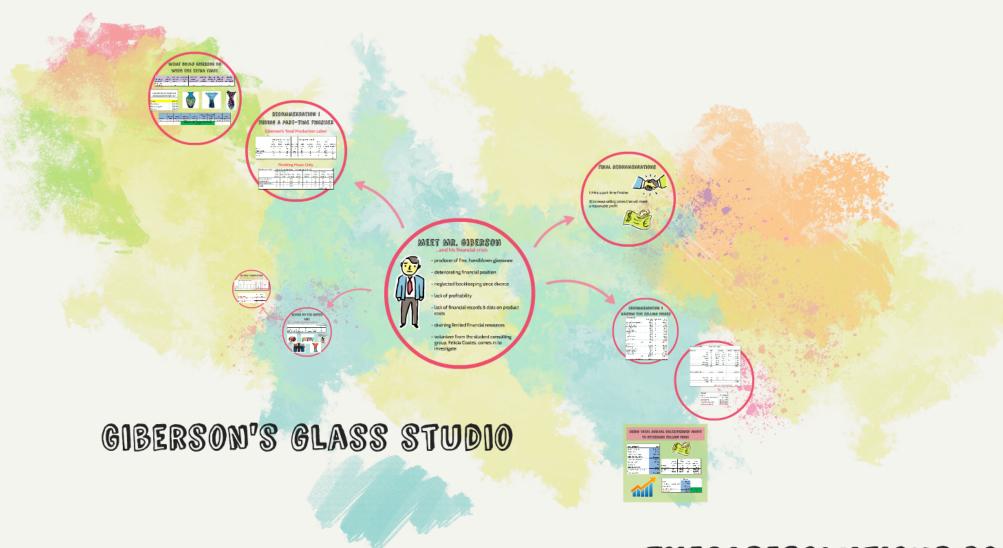
- producer of fine, handblown glassware
- deteriorating financial position
- neglected bookkeeping since divorce
- lack of profitability
- lack of financial records & data on product costs
- draining limited financial resources
- volunteer from the student consulting group, Felicia Coates, comes in to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