

Section 14 Questions

Regarding the “stability” of demand for the product, will buyers purchase it all year round or will it be sold seasonally or only in emergencies, etc.?

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|---|---|----|---|
| Will be purchased only in emergencies or for special events | 1 | 2 | |
| Will be purchased in only one or two seasons | 3 | 4 | 5 |
| Will be purchased in 3 out of 4 seasons | 6 | 7 | 8 |
| Will be purchased all year round | 9 | 10 | |

How do you intend to build your inventory to meet the demand?

- | | | | |
|---|---|----|---|
| Build once a year and keep large inventory in stock | 1 | 2 | |
| Keep a six months inventory on hand | 3 | 4 | 5 |
| Keep a small inventory on hand | 6 | 7 | 8 |
| Build inventory as needed to fill orders | 9 | 10 | |

Have you cost analyzed your inventory-versus-ordering plan?

- | | | | | | | | |
|-------------------|---|----|---|---|---|---|---|
| No |  | | | | | | |
| Working on it | 2 | 3 | 4 | 5 | 6 | 7 | 8 |
| Yes, it is viable | 9 | 10 | | | | | |

If your demand de-stabilizes for any reason, will you be able to discontinue your manufacturing in a timely manner which will allow you to capture every sale without being stuck with excess inventory?

- | | | | | |
|---------------------------|---|----|---|--|
| No, may have large excess |  | 1 | 2 | |
| May have moderate excess | 3 | 4 | 5 | |
| May have small excess | 6 | 7 | 8 | |
| Yes | 9 | 10 | | |

[Section 15 >> Next >>](#)