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Vendor Evaluation / Product Line _____

How long has BT sold this line? _____

How many units have we sold? _____

How many times / year does inventory turn? (less than 3 is unacceptable) _____

What is our net profit YTD? _____

What is our 'carrying cost' YTD? _____

Other costs to carry the line? _____

Product reliability issues? _____

If you did not have this line to sell what sales might be lost? _____

What profit YTD does this represent? _____

Intangible reasons to carry product line _____

Intangible reasons to 'not' carry product line _____

Comments / Recommendation _____

Name _____ Date _____