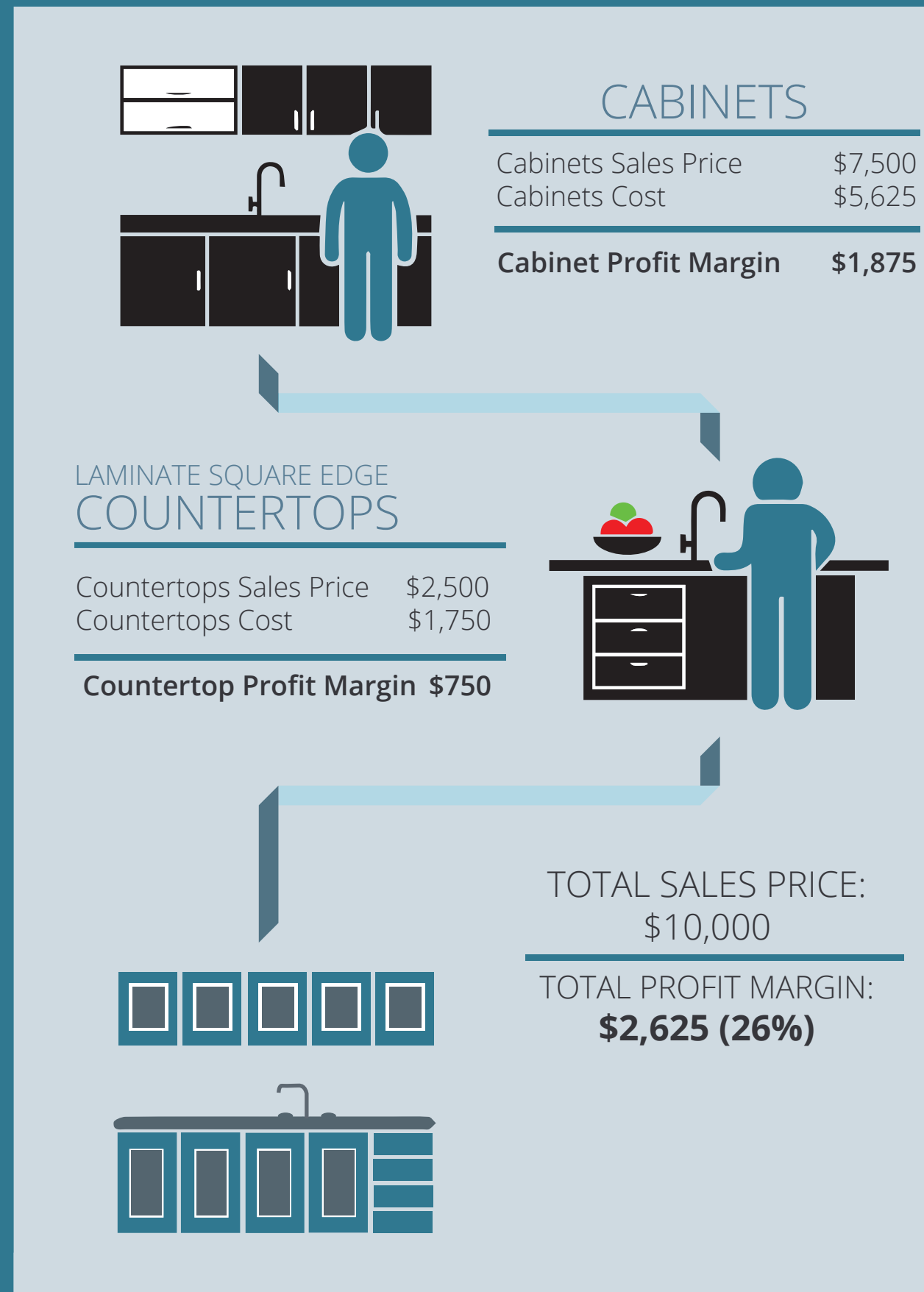
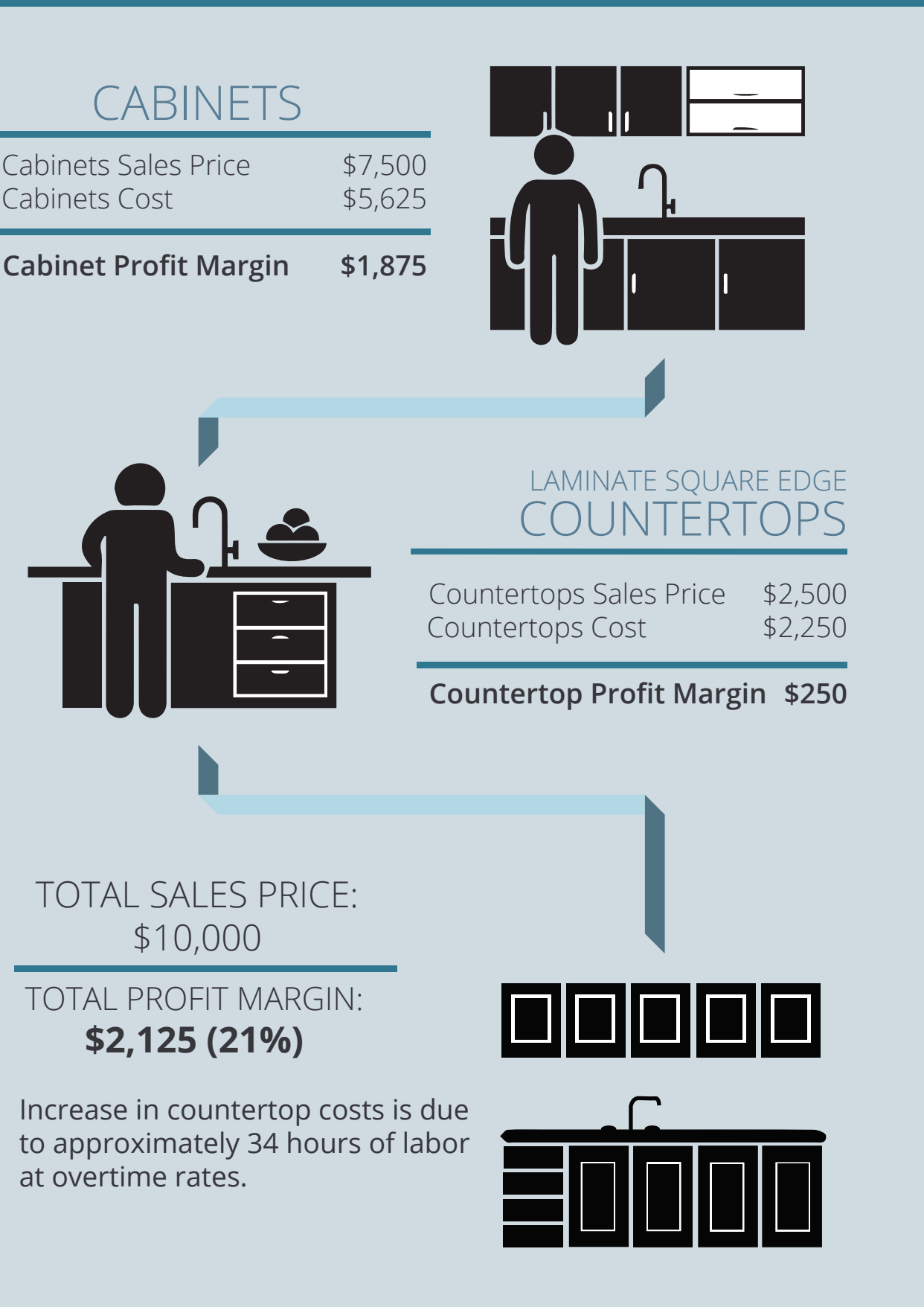


Laminate Countertop Production Efficiency at the L.E. Smith Company

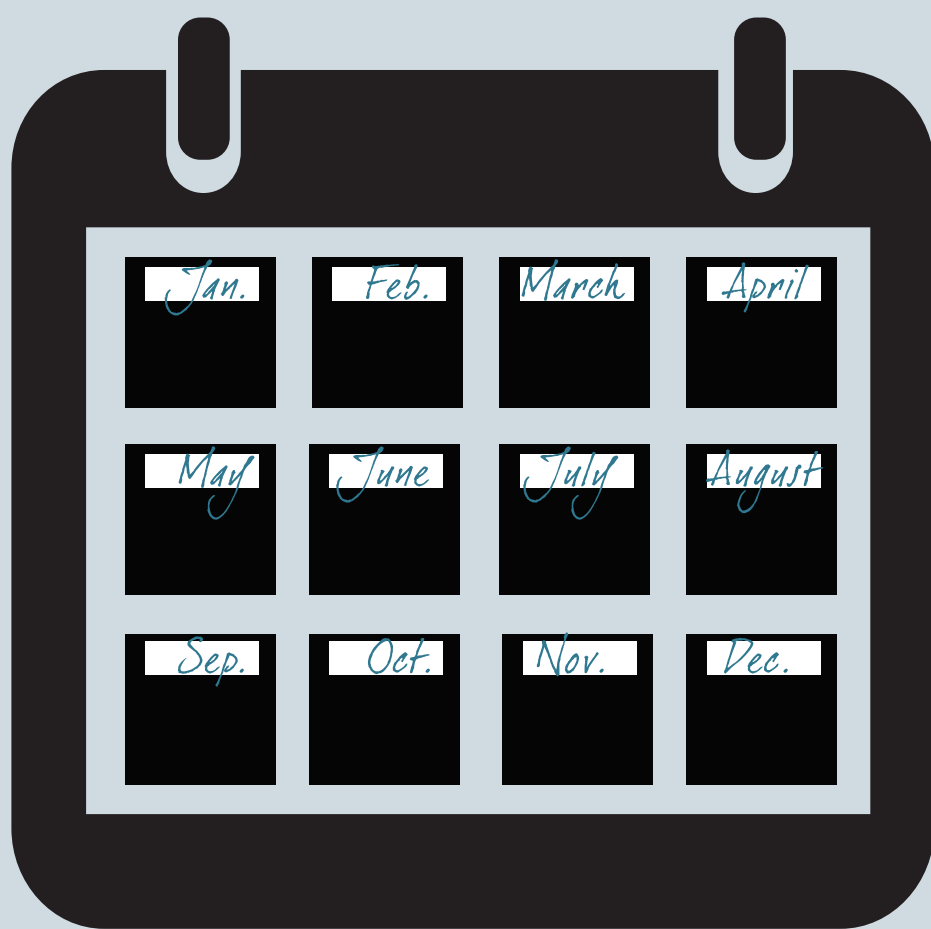
Check out how much money, time & effort you can save by outsourcing your countertop production.

Company XYZ has a \$10,000 project composed of cabinetry and laminate square edge countertops. 75% of the project is cabinets, and 25% is countertops. Currently, Company XYZ fabricates both the cabinets and the countertops internally, and many times due to time constraints, the countertops are completed using OT. Company XYZ is evaluating if purchasing its countertops from an outside supplier makes financial sense. Let's check it out.

Company XYZ



Over the course of one year, Company XYZ completes three laminate square edge countertop projects per month. Check out the projected savings if Company XYZ chooses to use L.E. Smith!



	<i>Co. XYZ</i>	L.E. Smith
TOTAL ANNUAL SALES	\$360,000	\$360,000
TOTAL ANNUAL PROFIT MARGIN	\$76,500	\$94,500
ANNUAL SAVINGS		\$18,000

Outcome: Because L.E. Smith can produce the countertops for 30% less than they can, Company XYZ decides to outsource the production of its countertops to The L.E. Smith Company. This allows Company XYZ to make a higher profit margin on the countertops, and to focus on their more profitable cabinet business.