



Don't Spread Your Business Around

Set up a **cost-plus distribution program** with your supply partner that makes financial sense. That's when an operator commits to a supplier for a high percentage of products in any category and they agree on a set **mark up/margin schedule**.

If I give that supplier all of my business in whatever the agreed upon categories and with appropriate checks and balances in place, I'm going to want to have the opportunity to negotiate the mark ups that they are charging me... and that should bring savings to my **bottom line**.

Also, remember that the more time you spend ordering and receiving product, the more it costs. It adds to labor expense, and it doesn't usually yield the lowest prices. You probably also cut more in checks with different vendors, and that costs money in processing.

Lee Plotkin, President

L.P. Enterprises, Inc.

1701 N. Collins, Suite 1050 | Richardson TX 75080

TEL (972) 744-9882 | FAX (972) 744-9881 | CELL (214) 693-2302

lee@leplotkin.com