
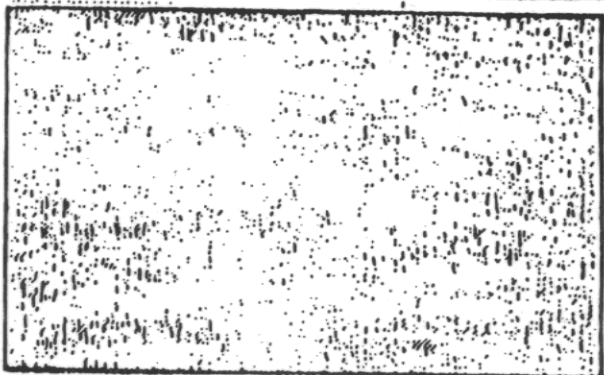
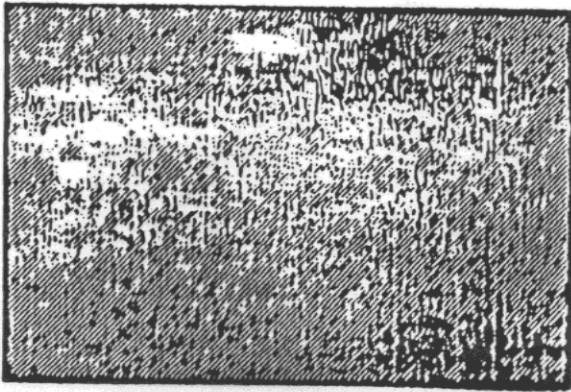





Cost Management

KANTHAL

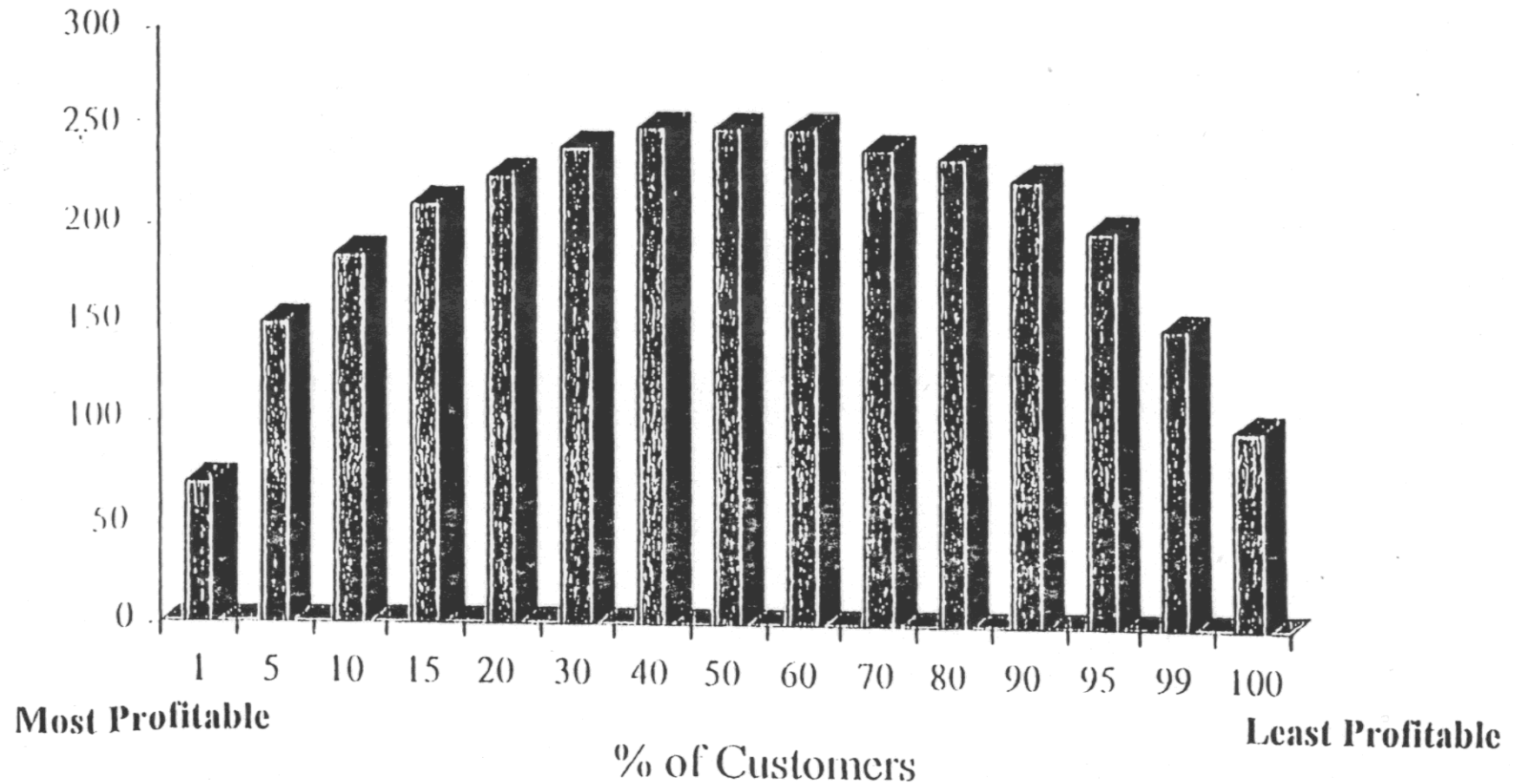
	Small Orders (1's, 2's)	Large Orders (10,000)
Non-Stocked Items	<p><i>Red</i></p>  <p>Bala</p>	
Stocked Items		

Bala V. Balachandran



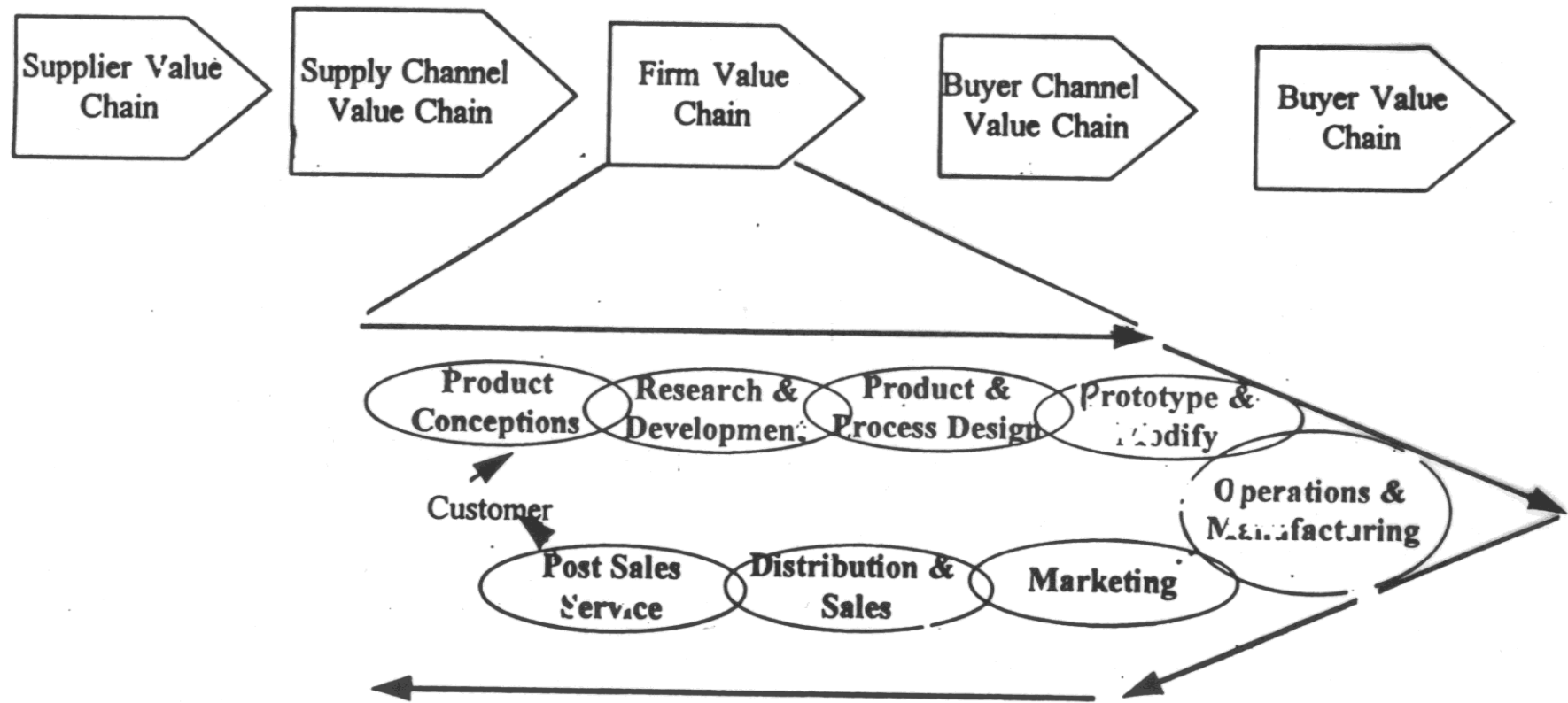
Cost Management

Cumulative % of Annual Profits

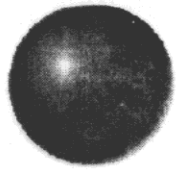


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Value Chain Perspective



The End Buyer Pays For Margins Throughout The System



The Four Sides of Electronic Value Addition with e-Commerce

