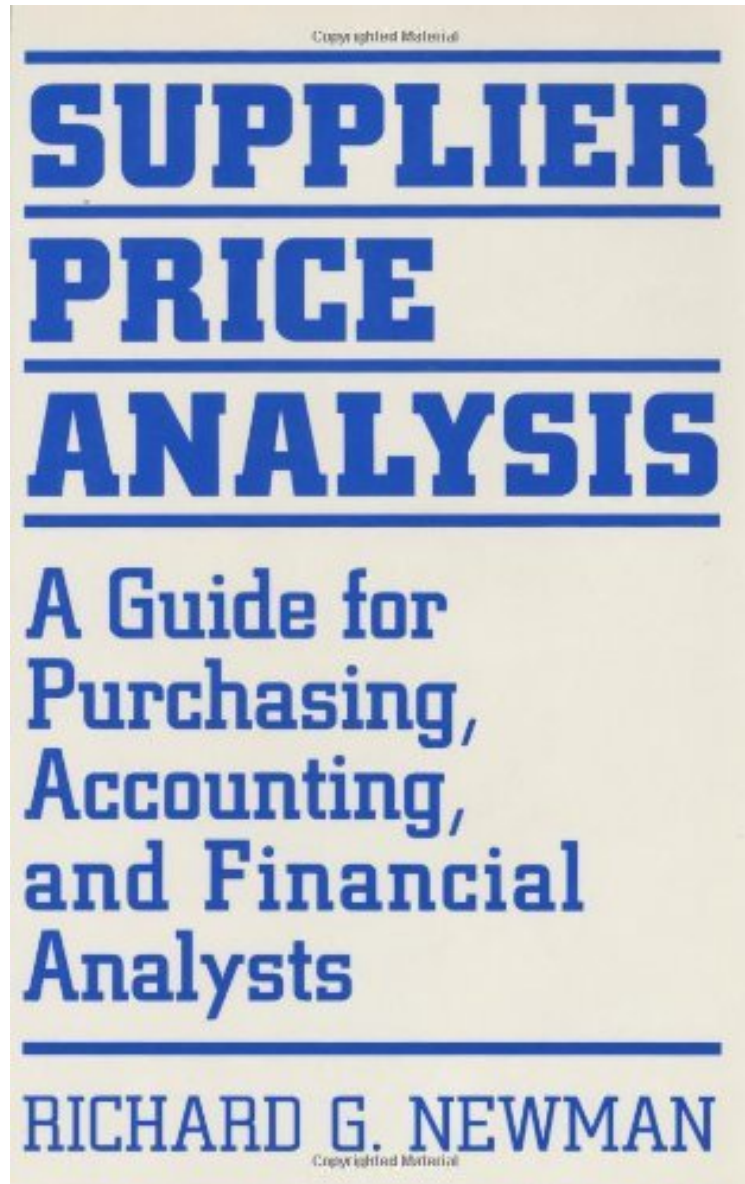


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Supplier Price Analysis: A Guide for Purchasing, Accounting, and Financial Analysts

Richard Newman

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A day does not go by that a buyer or purchasing agent does not complete a transaction and have the vague feeling that the price paid was too high. In an easy-to-read guide, Newman explores the subject of price, the components of which are shown to be compatible with information readily available from the supplier's annual report data, among other relevant sources. A simple example demonstrates how to determine the price structure of the supplier. Two complex cases follow, which are analyzed from the buyer's perspective. This book will help the buyer focus in on those areas of price which can be successfully negotiated as well as how to find the information in a cost-effective manner. It will also help direct buyers' attention to those suppliers who offer the greatest potential for cost reduction.

About the Author RICHARD G. NEWMAN currently serves as Visiting Professor of Quantitative Analysis and U.S. Sprint Faculty Fellow at the School of Management Rockhurst College, Kansas City, Missouri. He is a widely published author with articles in the Journal of Production and Inventory Management, the International Journal of Purchasing and Materials Management, and Business Horizons. He lectures extensively on the subjects of values analysis and cost/price analysis.