





Notice that the data shown
to supplier are simply
historical numbers.

The technology that adds value is *not*
manipulating data
but rather
making specific information
readily available
in an timely and organized fashion.

NewsFlash: Copper and Aluminum prices rise

news@propurchaser.com

Sent: Fri 14/08/2009 7:59 AM

To: rof.sherkin@propurchaser.com

Propurchaser.comNews Flash : Copper and Aluminum prices rise August 14 2009

Copper for September delivery rose 9.85 cents (3.2%) to close at \$2.914 a pound on the New York yesterday, on expectations that demand will increase after the Federal Reserve suggested the U.S. recession is easing, and second-quarter growth was reported in Germany and France.

Aluminum followed suit rising 3.5 cents (4%) to close at 91 cents per pound.

Propurchaser News Services
<http://www.propurchaser.com>

NewsFlash: Soybean prices fall

news@propurchaser.com

Sent: Fri 14/08/2009 7:53 AM

To: rof.sherkin@propurchaser.com

Propurchaser.comNews Flash : Soybean prices fall August 14 2009

Soybeans for August delivery fell 28.75 cents (2.4%) to close at \$11.8725 per bushel, as speculators sold to lock in profits.

Soybean Oil fell 0.95 cents (2.4%) to close at 38.27 cents per pound.

Propurchaser News Services
<http://www.propurchaser.com>

Same idea with emailed
Newsflashes:

Value comes from the Internet's
unique combination of capabilities:
information is
timely, organized, filtered,
and delivered automatically.

The Internet levels the playing field

Purchasers (as busy as they are) no longer
need to be disadvantaged
for the lack of
marketplace information

The Internet can't do their jobs,
but it can certainly
better arm them for negotiations

Taking it to the next level

Adding database technology

Copper Cable Example

You paid 3 euros per metre 2 years ago

1.20 euros was what your supplier paid for the Copper

30 cents was the PVC

Leaves 1.50 euros for supplier's profit plus overheads (gross margin)

The model should reflect marketplace changes, over time, to your supplier's costs, while not hurting his margins

Build Selling Price Model

View - Help

This Model Last Updated: 8/23/2009 9:54:43 PM

General Model Information

Model Name:

Start-Date: Year Month

Price paid on Start-Date: (optional)

Cost-Drivers for this Model

Add Cost-Driver

Cost-Driver	Cost on Start-Date	% of Selling Price	Description	Remove
Copper in EU	0.12 EUR	40		
PVC	0.30 EUR	10		
Supplier's Profit, O&M + Overheads		50%		

Notes

