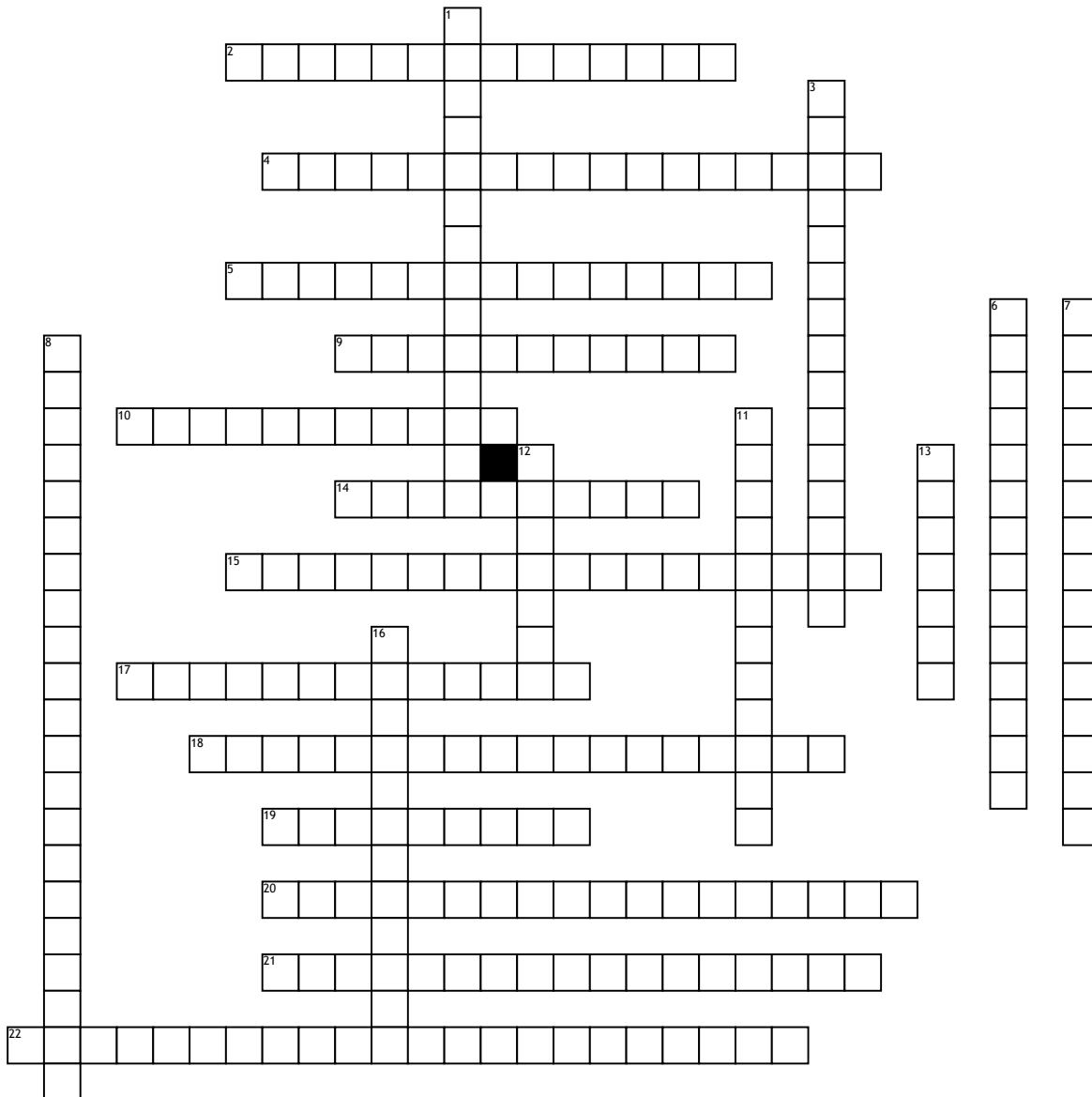


Name: \_\_\_\_\_

Date: \_\_\_\_\_

# Chapter 12



## Across

2. Assessing weaknesses and strengths of prospective and current suppliers in terms of capacity, reputation, gross margins, reliability, service, etc
4. a process where a business physically counts its entire inventory
5. Manual or computer-based record of the quantity and kind of inventory. It often also includes history of the recent transactions in each inventory item. Also called stock record.
9. A packing list is a document that includes details about the contents of a package.
10. the sequence of processes involved in the production and distribution of a commodity.
14. denoting a manufacturing system in which materials or components are delivered immediately before they are required in order to minimize inventory costs.
15. a document that solicits proposal, often made through a bidding process, by an agency or company interested in procurement of a commodity, service, or valuable asset, to potential suppliers to submit business proposals.

17. a commercial document and first official offer issued by a buyer to a seller, indicating types, quantities, and agreed prices for products or services

18. the practice of comparing the price of products or services from different vendors before buying.

19. a complete list of items such as property, goods in stock, or the contents of a building

20. Perpetual inventory is a method of accounting for inventory that records the sale or purchase of inventory immediately through the use of computerized point-of-sale systems and enterprise asset management software

21. an agreement between two countries which provide for the exchange of goods between them at lower tariffs and better terms than that exist between one of the countries and other countries.

22. a system of management based on the principle that every staff member must be committed to maintaining high standards of work in every aspect of a company's operations

## Down

1. Level of inventory that must be maintained to meet current sales volume or consumption, while taking order lead time into account.

3. It is aimed at maximising return on investment, through planning sales and inventory in order to increase profitability.

6. a list or inventory of the goods or raw materials kept on the premises of a shop or business.

7. A receiving report is an important record of the merchandise that a retailer has actually received from a supplier

8. The characteristics that are associated with an item or product to be purchased

11. a detailed list of a shipment of goods in the form of a receipt given by the carrier to the person consigning the goods.

12. a list of goods sent or services provided, with a statement of the sum due for these; a bill.

13. the offering of particular prices for something, especially at an auction.

16. the level of inventory which triggers an action to replenish that particular inventory stock.