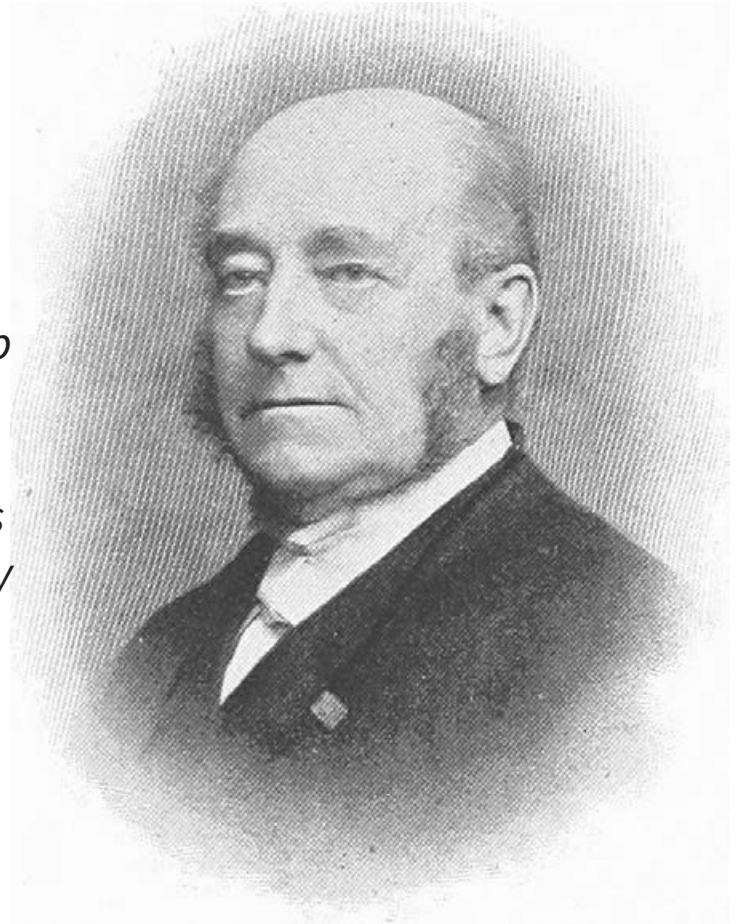


## Consider all Factors

### Issue to be discussed:

*“My name is James Richardson, and I own a big linen producing company in Belfast. The year is 1900. My products are very popular. I have meetings with shop owners and they agree to sell my linen if I pay them something in return. People come into the shops and buy my linen. They usually pay in cash. But I’d like to make even more money by selling my linen in other parts of the world, such as Sydney, Australia. How can I get this organised?”*



### Problems to solve and factors to consider:

1. **Advertising the linen products** – where would I place my advertisements?
2. **Transporting the linen to Australia** – what types of transport could I use (in 1900)?
3. **Contacts to make** – what people in Sydney do I need to help me sell the linen?
4. **People I’ll need to employ** – what jobs need to be done to get the linen from Ulster to Australia and into the shops?
5. **Getting paid for my products** – how will the money get back to me in Ulster?
6. **Is it going to cost me a lot of money to get the linen to Sydney** – what am I going to have to pay for before I sell anything?
7. Will the costs I have to pay affect the price of the linen I sell?