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Product Price and Cost Data

| | | | | | | |
|-------------|---|---|---|--------|-------|--------|
| - | - | - | - | - | - | - |
| | | | | Sales | Unit | Gross |
| | | | | Price | Cost | Margin |
| | | | | ----- | ----- | ----- |
| Component 1 | | | | 9,745 | 5,450 | 4,295 |
| Component 2 | | | | 7,000 | 1,100 | 5,900 |
| | | | | ----- | ----- | ----- |
| | | | | 16,745 | 6,550 | 10,195 |

Expense Data

| | | | | | | |
|---------------------|---|---|---|--------------------|---|----|
| - | - | - | - | - | - | - |
| Sales Commission | | | | 8% | | |
| Base Salary | | | | 17,000 per Quarter | | |
| to be increased by | | | | 6,250 after | | 20 |
| Wage Overhead | | | | 30% of Salaries | | |
| Office Expense | | | | 10,000 per Quarter | | |
| to be increased by | | | | 2,000 after | | 20 |
| Advertising Expense | | | | 10% of Sales and | | |

Projections (continues to row 59 and column O)

| | | | | | | |
|---|---|---|---|--------|---------|---------|
| - | - | - | - | - | - | - |
| | | | | Year 1 | | |
| | | | | ----- | | - |
| | | | | Total | 1st Qtr | 2nd Qtr |
| | | | | ----- | ----- | ----- |

| | | | |
|--------------------------|----------|----------|----------|
| Unit Sales | 0 | 7 | 9 |
| Dollar Sales | 0 | 117,215 | 150,705 |
| Cost of Goods Sold | 0 | 45,850 | 58,950 |
| Direct Sales Expense | 0 | 9,377 | 12,056 |
| | ----- | ----- | ----- |
| Gross Margin | 0 | 61,988 | 79,699 |
| Operating Expenses | | | |
| Salaries | 68,000 | 17,000 | 17,000 |
| Wage Overhead | 81,600 | 5,100 | 5,100 |
| Office Expenses | 40,000 | 10,000 | 10,000 |
| Advertising | 50,000 | 11,722 | 15,071 |
| | ----- | ----- | ----- |
| Total Operating Expenses | 239,600 | 43,822 | 47,171 |
| | ----- | ----- | ----- |
| Net Income | -239,600 | 18,166 | 32,528 |
| Retained Earnings | -239,600 | -221,434 | -188,906 |

Instructions

- - - - -

- 1) Enter Product Price and Cost Data Goto A10
- 2) Enter Expense Data Goto A21
- 3) Enter Unit Sales Projection Goto A34
- 4) Recalculate by typing F-9
- 5) Save by typing {alt-s}
- 5) Print by typing {alt-l}

Sheet 1.1

| | |
|---------|---|
| - | - |
| Percent | |
| Margin | |
| ----- | |
| 44% | |
| 84% | |
| ----- | |
| 156% | |

Sheet 2.1

- -

Sales

Sales

50,000in Year 1.

Sheet 3.1

| | | | | | | |
|---------|---------|-------|---------|---------|---------|--------|
| - | - | - | - | - | - | - |
| Year 2 | | | | | | Year 3 |
| - | - | ----- | - | - | - | - |
| 3rd Qtr | 4th Qtr | Total | 1st Qtr | 2nd Qtr | 3rd Qtr | |
| ----- | ----- | ----- | ----- | ----- | ----- | |

| 11 | 12 | 39 | 14 | 14 | 14 |
|----------|----------|---------|---------|---------|---------|
| 184,195 | 200,940 | 653,055 | 234,430 | 234,430 | 234,430 |
| 72,050 | 78,600 | 255,450 | 91,700 | 91,700 | 91,700 |
| 14,736 | 16,075 | 52,244 | 18,754 | 18,754 | 18,754 |
| ----- | ----- | ----- | ----- | ----- | ----- |
| 97,409 | 106,265 | 345,361 | 123,976 | 123,976 | 123,976 |
| 23,250 | 23,250 | 80,500 | 23,250 | 23,250 | 23,250 |
| 6,975 | 6,975 | 24,150 | 6,975 | 6,975 | 6,975 |
| 12,000 | 12,000 | 44,000 | 12,000 | 12,000 | 12,000 |
| 18,420 | 20,094 | 65,306 | 23,443 | 23,443 | 23,443 |
| ----- | ----- | ----- | ----- | ----- | ----- |
| 60,645 | 62,319 | 213,956 | 65,668 | 65,668 | 65,668 |
| ----- | ----- | ----- | ----- | ----- | ----- |
| 36,765 | 43,946 | 131,405 | 58,308 | 58,308 | 58,308 |
| -152,141 | -108,195 | | -49,887 | 8,420 | 66,728 |

Sheet 4.1

- -

- - -

- -
 4th Qtr Total
 ----- -----

Totals

| | | |
|---------|---------|-----------|
| 14 | 56 | 95 |
| 234,430 | 937,720 | 1,590,775 |
| 91,700 | 366,800 | 622,250 |
| 18,754 | 75,018 | 127,262 |
| ----- | ----- | ----- |
| 123,976 | 495,902 | 841,263 |
| 23,250 | 93,000 | 241,500 |
| 6,975 | 27,900 | 133,650 |
| 12,000 | 48,000 | 132,000 |
| 23,443 | 93,772 | 209,078 |
| ----- | ----- | ----- |
| 65,668 | 262,672 | 716,228 |
| ----- | ----- | ----- |
| 58,308 | 233,230 | 125,036 |
| 125,036 | | |

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{goto}aj1~/wcs1~
{home}

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