

OPERATING RESULTS		
	Dollars	Percentages
Net Sales	\$135,000.00	100.0%
Cost of Goods Sold	\$120,000.00	88.9%
Gross Margin	\$15,000.00	11.1%
Expenses	\$11,500.00	8.5%
Profit	\$3,500.00	2.6%
Prob 2	Dollars	Percentages
Net sales	\$ 110,000.00	100%
COGS	\$ 80,000.00	73%
Gross Margin	\$ 30,000.00	27%
Operating expenses	\$ 35,000.00	32%
Profit/loss	\$ (5,000.00)	-5%
Prob 3	Dollars	percentages
Net sales	\$ 300,000.00	100%
COGS	\$ 180,000.00	60%
Gross Margin	\$ 120,000.00	40%
Operating expenses	\$ 90,500.00	30%
Profit/loss	\$ 29,500.00	10%
Prob 4	Dollars	Percentages
Net sales	\$ 278,000.00	100%
COGS	\$ 190,000.00	68%
Gross Margin	\$ 88,000.00	32%
Operating expenses	\$ 78,500.00	28%
Profit/loss	\$ 9,500.00	3%
Prob 5	Dollars	Percentages
Net sales	\$ 495,000.00	100%
COGS	\$ 250,000.00	51%
Gross Margin	\$ 245,000.00	49%
Operating expenses	\$ 198,568.00	40%
Profit/loss	\$ 46,432.00	9%