

## 4 Mathematics of Merchandising

### Exercise 4.1

1. Amount of discount =  $dL = 0.35(\$249) = \underline{\$83.00}$   
 Net price =  $L - \text{discount} = \$249.00 - \$83.00 = \underline{\$166.00}$
3. Amount of discount =  $L - N = \$127.98 - \$106.65 = \underline{\$21.33}$   
 Discount rate,  $d = \frac{\text{Amount of discount}}{L} \times 100\% = \frac{\$21.33}{\$127.98} \times 100\% = \underline{16\frac{2}{3}\%}$
5. List price =  $\frac{\text{Discount}}{d} = \frac{\$612.50}{0.35} = \underline{\$1750.00}$   
 Net price = List price - Discount =  $\$1750.00 - \$612.50 = \underline{\$1137.50}$
7. List price =  $N + \text{Discount} = \$15.07 + \$12.33 = \underline{\$27.40}$   
 Discount rate =  $\frac{\text{Discount}}{L} \times 100\% = \frac{\$12.33}{\$27.40} \times 100\% = \underline{45.0\%}$
9. List price,  $L = \frac{N}{1-d} = \frac{\$2849.00}{1-0.125} = \underline{\$3256.00}$   
 Discount =  $L - N = \$3256.00 - \$2849.00 = \underline{\$407.00}$
11. Net price,  $N = L(1 - d_1)(1 - d_2) = \$99.00(1 - 0.30)(1 - 0.16667) = \underline{\$57.75}$   
 Discount =  $L - N = \$99.00 - \$57.75 = \underline{\$41.25}$
13. List price,  $L = \frac{N}{(1-d_1)(1-d_2)(1-d_3)} = \frac{\$93.03}{(1-0.25)(1-0.1)(1-0.075)} = \underline{\$149.00}$   
 Discount =  $L - N = \$149.00 - \$93.03 = \underline{\$55.97}$
15. Net price,  $N = L(1 - d) = \$135.00(1 - 0.38) = \underline{\$83.70}$
17. List price =  $\frac{\text{Discount}}{d} = \frac{\$223.14}{0.375} = \$595.04$   
 Net price =  $L - \text{Discount} = \$595.04 - \$223.14 = \underline{\$371.90}$
19. Substitute  $L = \$34,900$  and  $N = \$28,687.80$  into  $N = L(1 - d)$ .  

$$\begin{aligned} \$28,687.80 &= \$34,900(1 - d) \\ 1 - d &= \frac{\$28,687.80}{\$34,900} = 0.822 \\ d &= 1 - 0.822 = 0.178 = \underline{17.8\%} \end{aligned}$$
 The dealer receives a 17.8% trade discount.
21. Net price (Niagara) =  $L(1 - d)$   

$$\begin{aligned} &= \$72.00(1 - 0.24) \\ &= \$54.72 \end{aligned}$$
 Net price (Silverwood) =  $L(1 - d)$   

$$\begin{aligned} \$54.72 &= \$74.50(1 - d) \\ 1 - d &= \frac{\$54.72}{\$74.50} = 0.7345 \\ d(\text{Silverwood}) &= 1 - 0.7345 = 0.2655 = \underline{26.55\%} \end{aligned}$$

# Mathematics Of Merchandising

**D Kirk**



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