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	J	K	L	M	N
1		Variable Costs/Unit			Fixed Costs
2		Description	Cost/Unit	Description	
3		=====		=====	
4		Materials	\$3.26	Plant Operation	
5		Contract Labor	\$3.75	Salaries	
6		Energy	\$1.45	Administration	
7		Sales Commissions	\$2.21	Sales & Marketing	
8		Freight	\$0.32	Research & Development	
9			=====		
10		Total	\$10.99		



1 + 2 = 3

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Lotus 1 2 3 For Marketing And Sales

Rachel Sandford



Lotus 1 2 3 For Marketing And Sales:

Lotus 1-2-3 for Marketing and Sales Michael V. Laric, Ronald Stiff, 1984 Shows Business Professionals How to Use 1 2 3 to Help Solve a Variety of Problems Includes Over 30 Spreadsheets Covering Forecasting Estimating Market Potential Pricing Promotion Retailing **Lotus 1-2-3 for Marketing and Sales Managers** Dan Remenyi, Sue Nugus, 1988-01

JMR, Journal of Marketing Research ,1987 **InfoWorld** ,1990-03-12 InfoWorld is targeted to Senior IT professionals Content is segmented into Channels and Topic Centers InfoWorld also celebrates people companies and projects

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Company, 1984 Provides Listings of Hardware Software Peripherals Currently Available as Well as Books Magazines Clubs User Groups Virtually All Other Microcomputer related Services Includes Background Information Glossary **Agriculture Economics Reports** ,1994 Computerworld ,1990-07-16 For more than 40 years Computerworld has been the leading

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