

Managing Costs/Profits

MPP PLASTICS INC.

Income Statement

First Qtr. Year 1

		Actual %	Standard %
Net Sales	150.0	100.0%	100.0%
Less Cost of Goods Sold	100.0	66.7%	60.0%
Gross Margin	(50.0)	32.3%	40.0%
Operating Expenses			
Selling expenses	11.7	7.8%	8.0%
Salaries	19.8	13.2%	12.0%
Advertising	5.2	3.5%	4.0%
Office supplies	1.9	1.3%	1.0%
Rent	6.0	4.0%	3.0%
Utilities	1.3	0.9%	1.0%
Insurance	0.6	0.4%	0.5%
Taxes	3.4	2.3%	2.0%
Interest	3.6	2.4%	2.0%
Depreciation	9.9	6.6%	5.0%
Miscellaneous	0.3	0.2%	0.2%
Total Operating expenses	66.3	42.6%	38.7%
Net Profit (loss)	(13.3)	-9.3%	1.3%

Managing For Profits

Julia Schneider



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