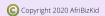
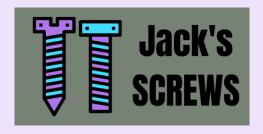
Business Plan

4-Product | 3-Year





Jack's Screws

When you need that screw for that job!

I'm an AfriBizKid™ www.AfriBizKid.africa

Created by: Jack Thabane

Business Plan © Copyright 2020 AfriBizKid



Jack's Screws



Overview 4-Product | 3-Year When you need that screw for that job! Market Niche: Hardware stores (local/smaller) servicing the DIY market **Product or Service Description:** Buver Persona: 1. Store owner or buver 5. Open to new ideas Jack's Screws will provide pre-packaged packs of screws, nuts, bolts, washers, and nails to local/smaller hardware stores, providing point of sale dispensiing units for counter-tops and shelf-2. Provides great service . Wants to attract new customers 4. Wants to add value to customers Great branding, good pricinig, and consistent stock levels will make Jack's Screws the brand of 1. Screws (100g) 2. Bolts, Nuts & Washers (100g) 3. Nails (100g) Various sizes of SCREWS: Repackaging into smaller packets from bulk supply. Various sizes of BOLTS, NUTS & WASHERS: Repackaging into smaller packets from bulk supply. Various sizes of NAILS: Repackaging into smaller packets from bulk supply. Build a screws, nuts, bolts, washers, and nails supply business. 3. Achieve sales of 500,000 in Year 1 **Business Objectives** 2. Set up a small packaging workshop USP Great Service, Great Pricing, Shelves Always Stocked! Personally visit all the local hardware stores and sell at Retail less 25%, allowing Market research to check on types, sizes, quantities, and prices (retail) for acceptable margin for hardware stores.
Use Facebook to promote Jack's Screws and the local hardware stores stocking 2. Speak to hardware store owners/buyers to get acceptance of Jack's Screws MARKETING Jack's Screws.

Develop a detailed Marketing Plan, using the AfriBizKid Marketing Plan. ΡΙ ΔΝ 3. Run Facebook ads 4. Design and develop point-of-sale units to display Jack's Screws Visit all hardware stores once a week to take stock and supply from previous 1. Weekly visits, if not more often, as needed. eek's stock take and orders received 2. Ensure enough stock is carried to supply demand **SALES PLAN** 3. Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec YEAR 1 REVENUE 53,250 53,250 21,300 31,950 42,600 53,250 53,250 53,250 53,250 53,250 CUMULATIVE REVENUE 21,300 53,250 95,850 149,100 202,350 308,850 415,350 468,600 521,850 575,100 GROSS MARGIN 17.750 17.750 17.750 17.750 17.750 10.650 14.200 17.750 17.750 17.750 17.750 7.100 GROSS MARGIN % 33.3% 33.3% 33.3% 33.3% 33.3% 33.3% 33.3% 33.3% 33.3% 33.3% 33.3% 33.3% **CUMULATIVE GROSS MARGIN** 7.100 17.750 31.950 49.700 67 450 85 200 102 950 120 700 138.450 156.200 173 950 191 700 13,750 NET MARGIN 10,700 14,000 14,000 14,000 13,750 13,500 13,500 3,600 7,150 13,750 13,500 NET MARGIN % 16.9% 22.4% 26.3% 26.3% 26.3% 25.8% 25.8% 25.8% 25.4% 25.4% 25.4% 25.1% 11.250 11.250 12.750 12.750 12.750 Break-Even Analysis 10.500 10.500 10.500 11.250 12.000 12.000 12.000 Sales Over/Under 10,800 21,450 32,100 42,000 42,000 42,000 41,250 41,250 41,250 40,500 40,500 40,500 **CUMULATIVE NET MARGIN** 3.600 10.750 21.450 35.450 49.450 63.450 77.200 90.950 104.700 118.200 131.700 145.200 Sep Jan Feh Mar May .lun .hul Oct Dec Aug Nov YFAR 2 100,800 REVENUE 67,200 112,000 56,000 78,400 89,600 112,000 112,000 112,000 112,000 112,000 112,000 CUMULATIVE REVENUE 201,600 291,200 392,000 1,064,000 1,176,000 56.000 123.200 504,000 616,000 728,000 840,000 952,000 GROSS MARGIN 18.725 22.470 26.215 29.960 33.705 37.450 37.450 37.450 37.450 37.450 37.450 37.450 GROSS MARGIN % 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% **CUMULATIVE GROSS MARGIN** 210,425 232,895 259,110 289,070 322,775 360,225 397,675 435,125 472,575 510,025 547,475 584,925 NET MARGIN 11,225 14,970 18,715 22,210 25,955 29,700 29,450 29,450 29,450 29,200 29,200 29,200 NET MARGIN % 24.8% 25.7% 26.5% 26.3% 20.0% 22.3% 23.9% 26.3% 26.3% 26.1% 26.1% 26.1% Break-Even Analysis 22.430 22.430 22.430 23.178 23.178 23.178 23.925 23.925 23.925 24.673 24.673 24.673 Sales Over/Under 33.570 44.770 55.970 66.422 77.622 88.822 88.075 88.075 88.075 87.327 87.327 87.327 CUMULATIVE NET MARGIN 156,425 190,110 212,320 238,275 267,975 297,425 326,875 385,525 414,725 443,925 May Sep Apr Aug YEAR 3 REVENUE 117.500 135.125 141.000 158.625 176.250 176.250 176.250 123.375 129.250 146.875 152.750 164.500 CUMULATIVE REVENUE 117,500 646,250 1,621,500 1,797,750 240,875 370,125 505,250 793,125 945,875 1,104,500 1,269,000 1,445,250 GROSS MARGIN 39 223 41 184 43 145 45 106 47 067 49 028 50 989 52 950 54 912 58 834 58 834 58 834 GROSS MARGIN % 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% CUMULATIVE GROSS MARGIN 753,582 800,649 624,148 665,331 708,476 849,677 953,617 1,008,528 1,067,362 1,126,196 1,185,029 NET MARGIN 29.184 31.145 32.856 34.817 36.778 27.223 38.489 40.450 42.412 46.084 46.084 46.084 NET MARGIN % 24.3% 26.1% 26.1% 23.2% 23.7% 24.1% 24.7% 25.0% 25.2% 25.5% 25.8% 26.1% Break-Even Analysis 35 949 35 949 35 949 36 698 36 698 36 698 37 447 37 447 37 447 38 196 38 196 38 196 Sales Over/Under 81,551 87,426 93,301 98,427 104,302 110,177 115,303 121,178 127,053 138,054 138,054 138,054 **CUMULATIVE NET MARGIN** 471.148 500.331 531,476 564.332 599.149 635.927 674.416 714.867 757.278 803.362 849.446 895.529 Bulk stock is purchased and tehn repackaged into smaller packages for point-of-sale displays.

> I'm an AfriBizKid" www.AfriBizKid.africa

Revision: 00 Date: 12/15/2020

Created by: Jack Thabane



Jack's Screws



Year 1 4-Product | 3-Year

When you need that screw for that job!

1. Screws (100g)

2. Bolts, Nuts & Washers (100g)

Various sizes of BOLTS, NUTS & WASHERS: Repackaging into smaller packets from bulk supply.

3. Nails (100g)

Various sizes of NAILS: Repackaging into smaller packets from bulk supply.

20,000	Screws (10kg)
C	
C	
C	
2,000	Packaging 100 bags
22,000	TOTAL COST
100	Batch Size
220	UNIT COST
50.0%	Mark Up
330	UNIT SELL PRICE
110	GROSS MARGIN
33.3%	GROSS MARGIN %
0	UNIT SELL PRICE (INPUT)

Various sizes of SCREWS: Repackaging into smaller packets from bulk supply.

Bolts, Nuts & Washers (10kg)	30,000
	0
	0
	0
Packaging 100 bags	2,000
TOTAL COST	32,000
Batch Size	100
UNIT COST	320
Mark Up	50.0%
UNIT SELL PRICE	480
GROSS MARGIN	160
GROSS MARGIN %	33.3%
UNIT SELL PRICE (INPUT)	0

15,000	Nails (10kg)
0	
0	
0	
2,000	Packaging 100 bags
17,000	TOTAL COST
100	Batch Size
170	UNIT COST
50.0%	Mark Up
255	UNIT SELL PRICE
85	GROSS MARGIN
33.3%	GROSS MARGIN %
0	UNIT SELL PRICE (INPUT)

	0
	0
	0
	0
	0
TOTAL COST	0
Batch Size	1
UNIT COST	0
Mark Up	0.0%
UNIT SELL PRICE	0
GROSS MARGIN	0
GROSS MARGIN %	0.0%
UNIT SELL PRICE (INPUT)	0

Sales Forecast

Year 1	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Screws (100g)	20	30	40	50	50	50	50	50	50	50	50	50
Bolts, Nuts & Washers (100g)	20	30	40	50	50	50	50	50	50	50	50	50
Nails (100g)	20	30	40	50	50	50	50	50	50	50	50	50
	0	0	0	0	0	0	0	0	0	0	0	0
TOTAL MONTHLY LINITS	60	90	120	150	150	150	150	150	150	150	150	150

Revenue Forecast

Year 1	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Screws (100g)	6,600	9,900	13,200	16,500	16,500	16,500	16,500	16,500	16,500	16,500	16,500	16,500
Bolts, Nuts & Washers (100g)	9,600	14,400	19,200	24,000	24,000	24,000	24,000	24,000	24,000	24,000	24,000	24,000
Nails (100g)	5,100	7,650	10,200	12,750	12,750	12,750	12,750	12,750	12,750	12,750	12,750	12,750
	0	0	0	0	0	0	0	0	0	0	0	0
TOTAL MONTHLY REVENUE	21,300	31,950	42,600	53,250	53,250	53,250	53,250	53,250	53,250	53,250	53,250	53,250
UMULATIVE TOTAL REVENUE	21,300	53,250	95,850	149,100	202,350	255,600	308,850	362,100	415,350	468,600	521,850	575,100

/ear 1	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
REVENUE	21,300	31,950	42,600	53,250	53,250	53,250	53,250	53,250	53,250	53,250	53,250	53,250
TOTAL COST OF SALES	14,200	21,300	28,400	35,500	35,500	35,500	35,500	35,500	35,500	35,500	35,500	35,500
Screws (100g)	4,400	6,600	8,800	11,000	11,000	11,000	11,000	11,000	11,000	11,000	11,000	11,000
Bolts, Nuts & Washers (100g)	6,400	9,600	12,800	16,000	16,000	16,000	16,000	16,000	16,000	16,000	16,000	16,000
Nails (100g)	3,400	5,100	6,800	8,500	8,500	8,500	8,500	8,500	8,500	8,500	8,500	8,500
	0	0	0	0	0	0	0	0	0	0	0	C
GROSS MARGIN	7,100	10,650	14,200	17,750	17,750	17,750	17,750	17,750	17,750	17,750	17,750	17,750
GROSS MARGIN %	33.3%	33.3%	33.3%	33.3%	33.3%	33.3%	33.3%	33.3%	33.3%	33.3%	33.3%	33.3%
MULATIVE GROSS MARGIN	7,100	17,750	31,950	49,700	67,450	85,200	102,950	120,700	138,450	156,200	173,950	191,700
TOTAL INDIRECT COSTS	3,500	3,500	3,500	3,750	3,750	3,750	4,000	4,000	4,000	4,250	4,250	4,250
My Salary	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500
Petrol for Car	1,000	1,000	1,000	1,250	1,250	1,250	1,500	1,500	1,500	1,750	1,750	1,750
NET MARGIN	3,600	7,150	10,700	14,000	14,000	14,000	13,750	13,750	13,750	13,500	13,500	13,500
NET MARGIN %	16.9%	22.4%	25.1%	26.3%	26.3%	26.3%	25.8%	25.8%	25.8%	25.4%	25.4%	25.4%
Break-Even Analysis	10,500	10,500	10,500	11,250	11,250	11,250	12,000	12,000	12,000	12,750	12,750	12,750
Sales Over/Under	10,800	21,450	32,100	42,000	42,000	42,000	41,250	41,250	41,250	40,500	40,500	40,500

Only me working, plus parents car used to visit hardware stores and to deliver stock.

I'm an AfriBizKid™

www.AfriBizKid.africa © Copyright 2020 AfriBlaskid



Jack's Screws



Year 2 4-Product | 3-Year

When you need that screw for that job!

Y-o-Y Cost Increase %	5.0%	Υ-	o-Y Cost Incr	ease %	5.0%	Y-0-Y	Cost Increase %	5.0%	1	Y-o-Y Cost	Increase %	0.0
UNIT COST	231	-		COST	336		UNIT COST	179			JNIT COST	•
Mark Up	50.0%			lark Up	50.0%		Mark Up			,	Mark Up	0.
UNIT SELL PRICE	347		UNIT SELL		504	LIN	IIT SELL PRICE			UNITS	SELL PRICE	0.
GROSS MARGIN	116		GROSS M		168		ROSS MARGIN				SS MARGIN	
GROSS MARGIN %	33.3%		GROSS MAR		33.3%		OSS MARGIN %		-		MARGIN %	0.
											_	
UNIT SELL PRICE (INPUT)	350	UNIT	SELL PRICE (500		PRICE (INPUT)		U	NIT SELL PRI	ICE (INPUT)	
NEW Gross Margin % >>	34.0%		NEW Gross Mar	gin % >>	32.8%	NEW	Gross Margin % >>	33.9%				
Sales Forecast												
Year 2	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Screws (100g)	50	60	70	80	90	100	100	100	100	100	100	100
Bolts, Nuts & Washers (100g)	50	60	70	80	90	100	100	100	100	100	100	100
Nails (100g)	50	60	70	80	90	100	100	100	100	100	100	100
	0	0	0	0	0	0	0	0	0	0	0	0
TOTAL MONTHLY UNITS	150	180	210	240	270	300	300	300	300	300	300	300
Davienus Foreset												
Revenue Forecast									_			
Year 2	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Screws (100g)	17,500	21,000	24,500	28,000	31,500	35,000	35,000	35,000	35,000	35,000	35,000	35,
Bolts, Nuts & Washers (100g)	25,000	30,000	35,000	40,000	45,000	50,000	50,000	50,000	50,000	50,000	50,000	50,
Nails (100g)	13,500	16,200	18,900	21,600	24,300	27,000	27,000	27,000	27,000	27,000	27,000	27,
TOTAL MONTHLY Y DEVICE:	0	0	0	0	0	0	0	0	0	0	0	
TOTAL MONTHLY REVENUE	56,000	67,200	78,400	89,600	100,800	112,000	112,000	112,000	112,000	112,000	112,000	112,
MULATIVE TOTAL REVENUE	56,000	123,200	201,600	291,200	392,000	504,000	616,000	728,000	840,000	952,000	1,064,000	1,176,
Profit & Loss												
Year 2	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
REVENUE	56,000	67,200	78,400	89,600	100,800	112,000	112,000	112,000	112,000	112,000	112,000	112,0
KEVENOL	30,000	07,200	70,400	03,000	100,000	112,000	112,000	112,000	112,000	112,000	112,000	112,
TOTAL COST OF SALES	37,275	44,730	52,185	59,640	67,095	74,550	74,550	74,550	74,550	74,550	74,550	74,
Screws (100g)	11,550	13,860	16,170	18,480	20,790	23,100	23,100	23,100	23,100	23,100	23,100	23,
Bolts, Nuts & Washers (100g)	16,800	20,160	23,520	26,880	30,240	33,600	33,600	33,600	33,600	33,600	33,600	33,6
Nails (100g)	8,925	10,710	12,495	14,280	16,065	17,850	17,850	17,850	17,850	17,850	17,850	17,8
	0	0	0	0	0	0	0	0	0	0	0	
GROSS MARGIN	18,725	22,470	26,215	29,960	33,705	37,450	37,450	37,450	37,450	37,450	37,450	37,4
GROSS MARGIN %	33.4%	33.4%	33.4%	33.4%	33.4%	33.4%	33.4%	33.4%	33.4%	33.4%	33.4%	33.
JMULATIVE GROSS MARGIN	210,425	232,895	259,110	289,070	322,775	360,225	397,675	435,125	472,575	510,025	547,475	584,9
	(from Year 1)											
TOTAL INDIRECT COSTS	7,500	7,500	7,500	7,750	7,750	7,750	8,000	8,000	8,000	8,250	8,250	8,2
My Salary	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,
Petrol for Car	2,000	2,000	2,000	2,250	2,250	2,250	2,500	2,500	2,500	2,750	2,750	2,
Labour C. D. J. J.	0.00-	2 222	0.000		0.000	0.000	0.000	0.000	0.000	0.000	0.000	
Labour for Packaging	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,
NET MARGIN	11,225	14,970	18,715	22,210	25,955	29,700	29,450	29,450	29,450	29,200	29,200	29,
NET MARGIN %	20.0%	22.3%	23.9%	24.8%	25.7%	26.5%	26.3%	26.3%	26.3%	26.1%	26.1%	26
Prook From Analysis	20.420	20.420	20.420	22.470	22.470	22.470	22.025	22.025	22.025	24.670	24.670	2.4
Break-Even Analysis	22,430	22,430	22,430	23,178	23,178	23,178	23,925	23,925	23,925	24,673	24,673	24,
	33,570	44,770	55,970	66,422	77,622	88,822	88,075	88,075	88,075	87,327	87,327	87,
Sales Over/Under							007.405					
	156,425	171,395	190,110	212,320	238,275	267,975	297,425	326,875	356,325	385,525	414,725	443,
Sales Over/Under	156,425 (from Year 1)	171,395	190,110	212,320	238,275	267,975	297,425	326,875	356,325	385,525	414,725	443

Created by: Jack Thabane





Jack's Screws



Year 3 4-Product | 3-Year

When you need that screw for that job!

UNIT COST 324	Y-o-Y Cost Increase %	5.0%	V	o-Y Cost Incre	ease %	5.0%	Y-0-Y C	ost Increase %	6 5.0	%	Y-o-Y Cost	Increase %	0.0
Mark Lu 50.0%					_		1-0-1						0.0
UNIT SELL PRICE 536 GROSS MARCIN 10 GROSS MARCIN 33.5% UNIT SELL PRICE (INPUT) 30.6% UNIT SELL PRICE (INPUT) UNIT SELL PRICE (INPU											`	_	0.0
GROSS MARCIN 131 GROSS MARCIN 151 GROSS							UN				UNITS		0.0
GROSS MARGIN No. 13.3 3% GROSS MARGIN No. 13.3 3% GROSS MARGIN No. 13.3 1% GROSS MARGIN No. 13.4					_							-	
UNIT SELL PRICE (INPUT) 336					-							-	0.0
Sales Forecast Vair 2 Jan 19												_	0.0
Sales Forecast				•							NII SELL PRI	CE (INPUT)	
Year 3		33.5%		NEW Gross Mar	gin % >>	33.4%	NEW	Gross Margin % >	> 33.1	1%			
Seriese (100g) 100													
Bolsh, Muke A Washers (100g) 100	Year 3	Jan		Mar	Apr	May			Aug	Sep		Nov	Dec
Naise (100g)		100		110	115	120		130	135	140		150	150
TOTAL MONTHLY UNITS 300 315 330 346 380 375 380 405 420 450 450 450 450 Revenue Forecast Vear 3													150
Revenue Forecast Servenue Forecast Serve	Nails (100g)												150
Profit & Loss Profit & Los													0
Year 3	TOTAL MONTHLY UNITS	300	315	330	345	360	375	390	405	420	450	450	450
Year 3	Revenue Forecast												
Screws (100g) 98,500 38,325 40,150 41,975 43,900 45,025 47,450 46,275 51,100 54,720 75,070 78,500		lon	Eah	Mor	Ane	May	lun	Lut	A	Con	Oot	Nov	Dec
Bolls, Nius & Washers (100g)					-								
Nais (100g)													54,7 79,5
TOTAL MONTHLY REVENUE 117,800 123,375 128,260 135,125 141,000 146,875 182,750 158,625 145,000 176,250 176,250 176,250 MULATIVE TOTAL REVENUE 117,800 240,876 370,126 596,256 646,280 783,125 945,876 11,104,500 1,269,000 1,446,250 1,621,500 Profit & Loss **Porit & Loss** **Year 3** **REVENUE** 117,500 123,375 129,350 135,125 141,000 146,875 182,750 188,625 144,500 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250 176,250									-			-	42,0
TOTAL MONTHLY REVENUE 117,800 123,375 123,280 135,122 141,000 146,875 152,750 158,625 164,500 176,280 1,445,280 1,261,000 PPOFIT & LOSS Year 3	Ivalio (100g)												42,0
## Profit & Loss Year 3	TOTAL MONTHLY DEVENUE			-	-								176,2
Profit & Loss Year 3 Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov Total Cost of Sales 78,278 82,191 88,105 90,019 93,933 97,847 101,761 106,875 109,889 117,416 117,416 Screws (100g) 24,255 25,468 26,881 27,893 29,106 30,319 31,532 32,744 33,857 36,383 36,383 Bolts, Nuts & Washers (100g) 35,280 37,044 38,808 40,572 42,336 44,100 45,646 47,628 44,392 25,220 52,220 Nalis (100g) 11,434 16,680 20,617 21,554 22,491 23,428 24,366 25,302 26,240 22,142 O O O O O O O O O									-				1,797,
Year 3	MOLATIVE TOTAL REVENUE	117,500	240,070	370,123	505,250	040,230	190,120	340,073	1,104,500	1,203,000	1,440,200	1,041,500	1,/9/,
TOTAL COST OF SALES 78,278 82,991 88,105 90,019 93,933 97,847 101,761 105,675 109,899 1174,650 117,416 117,416 SOURCE Screws (100g) 24,255 25,468 26,6681 27,893 29,106 30,319 31,532 32,744 33,975 30,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383	Profit & Loss												
TOTAL COST OF SALES 78,278 82,991 88,105 90,019 93,933 97,847 101,761 105,675 109,899 1174,650 117,416 117,416 SOURCE Screws (100g) 24,255 25,468 26,6681 27,893 29,106 30,319 31,532 32,744 33,975 30,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383 36,383	Year 3	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
TOTAL COST OF SALES Screws (100g) 24,255 25,468 26,861 27,893 28,016 30,319 31,532 32,744 33,977 36,383 36,383 Solts, Nuts & Washers (100g) 16,743 19,880 20,117 19,880 20,117 21,554 22,491 23,422 24,335 24,143 24,326 24,335 25,302 26,240 26,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28					-					-			176,2
Screws (100g) 24,255 25,488 26,881 27,983 29,106 30,319 31,532 32,744 33,967 38,383 36,383 Bolts, Nuts & Washers (100g) 18,749 19,680 20,017 21,554 22,491 23,428 24,395 25,302 26,240 22,114 28,114 Commission of the commission of													
Boils, Nuts & Washers (100g) 35,280 37,044 38,808 40,572 42,336 44,100 45,864 47,628 49,392 52,920 52,920 Nails (100g) 18,743 19,680 20,617 21,554 22,491 23,428 24,385 25,502 26,240 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114													117,4
Nails (100g) 18,743 19,680 20,617 21,554 22,491 23,428 24,365 25,302 26,240 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,114 28,1				-									36,3
GROSS MARGIN 39,223 41,184 43,145 45,106 47,067 49,028 50,989 52,990 54,912 58,834 58,834 GROSS MARGIN 33,34% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4													52,9
GROSS MARGIN 39,223 41,184 43,145 45,106 47,067 49,028 50,999 52,950 54,912 58,834 58,834 GROSS MARGIN 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 33,4% 34,4% 34,4% 34,4% 34,4% 34,4% 34,4% 34,4% 34,4% 34,4% 34,4% 34,4% 34,4% 34,4% 34,4% 34,4% 34,4% 34,4% 34,4% 34,4% 34,4% 34,4% 34,4% 34,4% 34,4% 34,4% 34,4% 34,4% 34,4% 34,4% 34,4% 34,4% 34,4% 34,4% 34,4% 34,4% 34,4% 34,4% 34,4% 34,4% 34,4% 34,4% 34,4% 34,4% 34,4% 34,4% 34,4% 34,4% 34,4% 34,4% 34,4% 34,4% 34,4% 34,4% 34,4% 34,4% 34,4% 34,4% 34,4% 34,4% 34,4% 34,4% 34,4% 34,4% 34,4% 34,4% 34,4% 34,4% 34,4% 34,4% 34,4% 34,4% 34,4% 34,4% 34,4%	Nails (100g)					-							28,1
GROSS MARGIN 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4% 33.4%		0	0	0	0	0	0	0	0	0	0	0	
UMULATIVE GROSS MARGIN 624,148 665,331 708,476 753,582 800,649 849,677 900,666 953,617 1,008,528 1,067,362 1,126,196 TOTAL INDIRECT COSTS 12,000 12,000 12,000 12,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 12,000 12,000 12,000 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,250 12,	GROSS MARGIN	39,223	41,184	43,145	45,106	47,067	49,028	50,989	52,950	54,912	58,834	58,834	58,8
TOTAL INDIRECT COSTS 12,000 12,000 12,000 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12	GROSS MARGIN %	33.4%	33.4%	33.4%	33.4%	33.4%	33.4%	33.4%	33.4%	33.4%	33.4%	33.4%	33.4
TOTAL INDIRECT COSTS 12,000 12,000 12,000 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12,500 12	IMULATIVE CDOSS MADCIN	CO4 440	CCE 224	700 470	752 502	000 040	040.677	000 000	052 647	4 000 500	4 007 202	4 400 400	4 405 0
TOTAL INDIRECT COSTS 12,000 12,000 12,000 12,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 3,500 3,500 3,500 3,500 3,500 3,500 3,500 3,500 3,500 3,500 3,500 3,500 3,500 3,500 3,500 3,500 3,500 3,500 3,500 3,500 3,500 3,500 3,500 3,500 3,500 3,500 3,500 3,500 3,500 3,500 3,500 3,500 3,500 3,500 3,500 3,500 3,500 3,500 3,500 3,500 3,500 3,500 3,500 3,500 3,500 3,500 3,500 3,5	JWULATIVE GROSS MARGIN	-	000,331	100,416	153,562	000,049	049,077	900,666	953,617	1,000,520	1,067,362	1,120,190	1,185,0
My Salary 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,000 5,	TOTAL INDIDECT COSTS		12 000	12 000	12 250	12 250	12 250	12 500	12 500	12 500	12 750	12 750	12,7
Petrol for Car 3,000 3,000 3,000 3,250 3,250 3,250 3,500 3,500 3,500 3,500 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,750 3,7				-	-				-	-			5,0
Labour for Packaging 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,000 4,0													3,7
NET MARGIN 27,223 29,184 31,145 32,856 34,817 36,778 38,489 40,450 42,412 46,084 46,084 NET MARGIN % 23.2% 23.7% 24.1% 24.3% 24.7% 25.0% 25.2% 25.5% 25.8% 26.1% 26.1% Break-Even Analysis 35,949 35,949 36,698 36,698 36,698 37,447 37,447 37,447 37,447 38,196 38,196 Sales Over/Under 81,551 87,426 93,301 98,427 104,302 110,177 115,303 121,178 127,053 138,054 138,054 CUMULATIVE NET MARGIN 471,148 500,331 531,476 564,332 599,149 635,927 674,416 714,867 757,278 803,362 849,446	i ettorior car	3,000	3,000	3,000	3,230	3,230	3,230	3,300	3,300	3,300	3,730	3,730	3,1
NET MARGIN 27,223 29,184 31,145 32,856 34,817 36,778 38,489 40,450 42,412 46,084 46,084 NET MARGIN % 23.2% 23.7% 24.1% 24.3% 24.7% 25.0% 25.2% 25.5% 25.8% 26.1% 26.1% Break-Even Analysis 35,949 35,949 36,698 36,698 36,698 37,447 37,447 37,447 37,447 38,196 38,196 Sales Over/Under 81,551 87,426 93,301 98,427 104,302 110,177 115,303 121,178 127,053 138,054 138,054 CUMULATIVE NET MARGIN 471,148 500,331 531,476 564,332 599,149 635,927 674,416 714,867 757,278 803,362 849,446													
NET MARGIN 27,223 29,184 31,145 32,856 34,817 36,778 38,489 40,450 42,412 46,084 46,084 NET MARGIN 23.2% 23.7% 24.1% 24.3% 24.7% 25.0% 25.2% 25.5% 25.8% 26.1% 26.1% Break-Even Analysis 35,949 35,949 36,698 36,698 36,698 37,447 37,447 37,447 37,447 38,196 38,196 Sales Over/Under 81,551 87,426 93,301 98,427 104,302 110,177 115,303 121,178 127,053 138,054 138,054 CUMULATIVE NET MARGIN 471,148 500,331 531,476 564,332 599,149 635,927 674,416 714,867 757,278 803,362 849,446													
NET MARGIN 27,223 29,184 31,145 32,856 34,817 36,778 38,489 40,450 42,412 46,084 46,084 NET MARGIN % 23.2% 23.7% 24.1% 24.3% 24.7% 25.0% 25.2% 25.5% 25.8% 26.1% 26.1% Break-Even Analysis 35,949 35,949 36,698 36,698 36,698 37,447 37,447 37,447 37,447 38,196 38,196 Sales Over/Under 81,551 87,426 93,301 98,427 104,302 110,177 115,303 121,178 127,053 138,054 138,054 CUMULATIVE NET MARGIN 471,148 500,331 531,476 564,332 599,149 635,927 674,416 714,867 757,278 803,362 849,446													
NET MARGIN 27,223 29,184 31,145 32,856 34,817 36,778 38,489 40,450 42,412 46,084 46,084 NET MARGIN % 23.2% 23.7% 24.1% 24.3% 24.7% 25.0% 25.2% 25.5% 25.8% 26.1% 26.1% Break-Even Analysis 35,949 35,949 36,698 36,698 36,698 37,447 37,447 37,447 37,447 38,196 38,196 Sales Over/Under 81,551 87,426 93,301 98,427 104,302 110,177 115,303 121,178 127,053 138,054 138,054 CUMULATIVE NET MARGIN 471,148 500,331 531,476 564,332 599,149 635,927 674,416 714,867 757,278 803,362 849,446													
NET MARGIN 27,223 29,184 31,145 32,856 34,817 36,778 38,489 40,450 42,412 46,084 46,084 NET MARGIN % 23.2% 23.7% 24.1% 24.3% 24.7% 25.0% 25.2% 25.5% 25.8% 26.1% 26.1% Break-Even Analysis 35,949 35,949 36,698 36,698 36,698 37,447 37,447 37,447 37,447 38,196 38,196 Sales Over/Under 81,551 87,426 93,301 98,427 104,302 110,177 115,303 121,178 127,053 138,054 138,054 CUMULATIVE NET MARGIN 471,148 500,331 531,476 564,332 599,149 635,927 674,416 714,867 757,278 803,362 849,446													
NET MARGIN 27,223 29,184 31,145 32,856 34,817 36,778 38,489 40,450 42,412 46,084 46,084 NET MARGIN % 23.2% 23.7% 24.1% 24.3% 24.7% 25.0% 25.2% 25.5% 25.8% 26.1% 26.1% Break-Even Analysis 35,949 35,949 36,698 36,698 36,698 37,447 37,447 37,447 37,447 38,196 38,196 Sales Over/Under 81,551 87,426 93,301 98,427 104,302 110,177 115,303 121,178 127,053 138,054 138,054 CUMULATIVE NET MARGIN 471,148 500,331 531,476 564,332 599,149 635,927 674,416 714,867 757,278 803,362 849,446													
NET MARGIN 27,223 29,184 31,145 32,856 34,817 36,778 38,489 40,450 42,412 46,084 46,084 NET MARGIN % 23.2% 23.7% 24.1% 24.3% 24.7% 25.0% 25.2% 25.5% 25.8% 26.1% 26.1% Break-Even Analysis 35,949 35,949 36,698 36,698 36,698 37,447 37,447 37,447 37,447 38,196 38,196 Sales Over/Under 81,551 87,426 93,301 98,427 104,302 110,177 115,303 121,178 127,053 138,054 138,054 CUMULATIVE NET MARGIN 471,148 500,331 531,476 564,332 599,149 635,927 674,416 714,867 757,278 803,362 849,446													
NET MARGIN 27,223 29,184 31,145 32,856 34,817 36,778 38,489 40,450 42,412 46,084 46,084 NET MARGIN % 23.2% 23.7% 24.1% 24.3% 24.7% 25.0% 25.2% 25.5% 25.8% 26.1% 26.1% Break-Even Analysis 35,949 35,949 36,698 36,698 36,698 37,447 37,447 37,447 37,447 38,196 38,196 Sales Over/Under 81,551 87,426 93,301 98,427 104,302 110,177 115,303 121,178 127,053 138,054 138,054 CUMULATIVE NET MARGIN 471,148 500,331 531,476 564,332 599,149 635,927 674,416 714,867 757,278 803,362 849,446													
NET MARGIN 27,223 29,184 31,145 32,856 34,817 36,778 38,489 40,450 42,412 46,084 46,084 NET MARGIN % 23.2% 23.7% 24.1% 24.3% 24.7% 25.0% 25.2% 25.5% 25.8% 26.1% 26.1% Break-Even Analysis 35,949 35,949 36,698 36,698 36,698 37,447 37,447 37,447 37,447 38,196 38,196 Sales Over/Under 81,551 87,426 93,301 98,427 104,302 110,177 115,303 121,178 127,053 138,054 138,054 CUMULATIVE NET MARGIN 471,148 500,331 531,476 564,332 599,149 635,927 674,416 714,867 757,278 803,362 849,446													
NET MARGIN 27,223 29,184 31,145 32,856 34,817 36,778 38,489 40,450 42,412 46,084 46,084 NET MARGIN % 23.2% 23.7% 24.1% 24.3% 24.7% 25.0% 25.2% 25.5% 25.8% 26.1% 26.1% Break-Even Analysis 35,949 35,949 36,698 36,698 36,698 37,447 37,447 37,447 37,447 38,196 38,196 Sales Over/Under 81,551 87,426 93,301 98,427 104,302 110,177 115,303 121,178 127,053 138,054 138,054 CUMULATIVE NET MARGIN 471,148 500,331 531,476 564,332 599,149 635,927 674,416 714,867 757,278 803,362 849,446													
NET MARGIN 27,223 29,184 31,145 32,856 34,817 36,778 38,489 40,450 42,412 46,084 46,084 NET MARGIN 23,2% 23.7% 24.1% 24.3% 24.7% 25.0% 25.2% 25.5% 25.8% 26.1% 26.1% Break-Even Analysis 35,949 35,949 35,949 36,698 36,698 36,698 37,447 37,447 37,447 38,196 38,196 Sales Over/Under 81,551 87,426 93,301 98,427 104,302 110,177 115,303 121,178 127,053 138,054 138,054 CUMULATIVE NET MARGIN 471,148 500,331 531,476 564,332 599,149 635,927 674,416 714,867 757,278 803,362 849,446													
NET MARGIN 27,223 29,184 31,145 32,856 34,817 36,778 38,489 40,450 42,412 46,084 46,084 NET MARGIN % 23.2% 23.7% 24.1% 24.3% 24.7% 25.0% 25.2% 25.5% 25.8% 26.1% 26.1% Break-Even Analysis 35,949 35,949 36,698 36,698 36,698 37,447 37,447 37,447 37,447 38,196 38,196 Sales Over/Under 81,551 87,426 93,301 98,427 104,302 110,177 115,303 121,178 127,053 138,054 138,054 CUMULATIVE NET MARGIN 471,148 500,331 531,476 564,332 599,149 635,927 674,416 714,867 757,278 803,362 849,446													
NET MARGIN 27,223 29,184 31,145 32,856 34,817 36,778 38,489 40,450 42,412 46,084 46,084 NET MARGIN % 23.2% 23.7% 24.1% 24.3% 24.7% 25.0% 25.2% 25.5% 25.8% 26.1% 26.1% Break-Even Analysis 35,949 35,949 36,698 36,698 36,698 37,447 37,447 37,447 37,447 38,196 38,196 Sales Over/Under 81,551 87,426 93,301 98,427 104,302 110,177 115,303 121,178 127,053 138,054 138,054 CUMULATIVE NET MARGIN 471,148 500,331 531,476 564,332 599,149 635,927 674,416 714,867 757,278 803,362 849,446	Labour for Packaging	4.000	4.000	4.000	4.000	4.000	4.000	4,000	4,000	4.000	4.000	4.000	4,
NET MARGIN % 23.2% 23.7% 24.1% 24.3% 24.7% 25.0% 25.2% 25.5% 25.8% 26.1% 26.1% Break-Even Analysis 35,949 35,949 35,949 36,698 36,698 37,447 37,447 37,447 38,196 38,196 Sales Over/Under 81,551 87,426 93,301 98,427 104,302 110,177 115,303 121,178 127,053 138,054 138,054 CUMULATIVE NET MARGIN 471,148 500,331 531,476 564,332 599,149 635,927 674,416 714,867 757,278 803,362 849,446	3	.,	.,	.,	,,	,,	,	,	,	,	.,	.,	.,
NET MARGIN % 23.2% 23.7% 24.1% 24.3% 24.7% 25.0% 25.2% 25.5% 25.8% 26.1% 26.1% Break-Even Analysis 35,949 35,949 35,949 36,698 36,698 37,447 37,447 37,447 38,196 Sales Over/Under 81,551 87,426 93,301 98,427 104,302 110,177 115,303 121,178 127,053 138,054 138,054 CUMULATIVE NET MARGIN 471,148 500,331 531,476 564,332 599,149 635,927 674,416 714,867 757,278 803,362 849,446													
NET MARGIN % 23.2% 23.7% 24.1% 24.3% 24.7% 25.0% 25.2% 25.5% 25.8% 26.1% 26.1% Break-Even Analysis 35,949 35,949 35,949 36,698 36,698 37,447 37,447 37,447 38,196 38,196 Sales Over/Under 81,551 87,426 93,301 98,427 104,302 110,177 115,303 121,178 127,053 138,054 138,054 CUMULATIVE NET MARGIN 471,148 500,331 531,476 564,332 599,149 635,927 674,416 714,867 757,278 803,362 849,446													
NET MARGIN % 23.2% 23.7% 24.1% 24.3% 24.7% 25.0% 25.2% 25.5% 25.8% 26.1% 26.1% Break-Even Analysis 35,949 35,949 35,949 36,698 36,698 37,447 37,447 37,447 38,196 38,196 Sales Over/Under 81,551 87,426 93,301 98,427 104,302 110,177 115,303 121,178 127,053 138,054 138,054 CUMULATIVE NET MARGIN 471,148 500,331 531,476 564,332 599,149 635,927 674,416 714,867 757,278 803,362 849,446													
NET MARGIN % 23.2% 23.7% 24.1% 24.3% 24.7% 25.0% 25.2% 25.5% 25.8% 26.1% 26.1% Break-Even Analysis 35,949 35,949 35,949 36,698 36,698 37,447 37,447 37,447 38,196 Sales Over/Under 81,551 87,426 93,301 98,427 104,302 110,177 115,303 121,178 127,053 138,054 138,054 CUMULATIVE NET MARGIN 471,148 500,331 531,476 564,332 599,149 635,927 674,416 714,867 757,278 803,362 849,446		OT	00.101		00.000	04.515	00	00 :00	40 :	40 ***	40.007	40.000	
Break-Even Analysis 35,949 35,949 35,949 36,698 36,698 36,698 37,447 37,447 37,447 38,196 38,196 Sales Over/Under 81,551 87,426 93,301 98,427 104,302 110,177 115,303 121,178 127,053 138,054 138,054 CUMULATIVE NET MARGIN 471,148 500,331 531,476 564,332 599,149 635,927 674,416 714,867 757,278 803,362 849,446													46,
Sales Over/Under 81,551 87,426 93,301 98,427 104,302 110,177 115,303 121,178 127,053 138,054 138,054 CUMULATIVE NET MARGIN 471,148 500,331 531,476 564,332 599,149 635,927 674,416 714,867 757,278 803,362 849,446	NET MARGIN %	23.2%	23.7%	24.1%	24.3%	24.7%	25.0%	25.2%	25.5%	25.8%	26.1%	26.1%	26
Sales Over/Under 81,551 87,426 93,301 98,427 104,302 110,177 115,303 121,178 127,053 138,054 138,054 CUMULATIVE NET MARGIN 471,148 500,331 531,476 564,332 599,149 635,927 674,416 714,867 757,278 803,362 849,446	Break-Even Analysis	35,949	35,949	35,949	36,698	36,698	36,698	37,447	37,447	37,447	38,196	38,196	38,
CUMULATIVE NET MARGIN 471,148 500,331 531,476 564,332 599,149 635,927 674,416 714,867 757,278 803,362 849,446													138,
	CUMULATIVE NET MARGIN		500,331	531,476	564,332	599,149	635,927	674,416	714,867	757,278	803,362	849,446	895,
(from Year 2) Bring on board some support (2 x labourers) for packaging.													

I'm an AfriBizKid™

Business Plan



Jack's Screws



Notes 4-Product | 3-Year

When you need that screw for that job!

Start Up Costs

Start op costs	
Make Point-of-Sale Units (x10)	52,500
Design	2,500
Manufacture (10 units)	50,000
	0
	0
	0
<enter cost="" start="" type="" up=""></enter>	0
venter start up cost type>	
	0
	0
	0
	0
	0

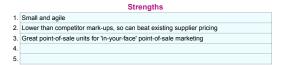
Total Start Up Costs	57,500
Total Start Up Costs	57,500

Packing Area	5,000
Work Bench	5,000
	0
	0
	0
	0
<enter cost="" start="" type="" up=""></enter>	0
	0
	0
	0
	0
	0

<enter cost="" start="" type="" up=""></enter>	0
	0
	0
	0
	0
	0
<enter cost="" start="" type="" up=""></enter>	0
	0
	0
	0
	0
	0

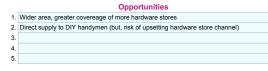
SWOT Analysis

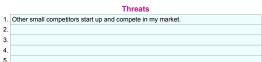
_	
≸	
2	
Ë	
Z	



Weaknesses 1. Small, so can't sustain margin pressure, iif brought about by competitors 2. Unknown brand to start off. 3. 4. 5.

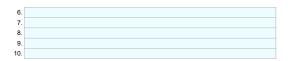
EXTERNAL





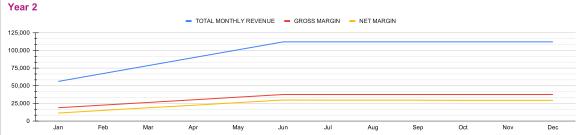
SWOT Actions

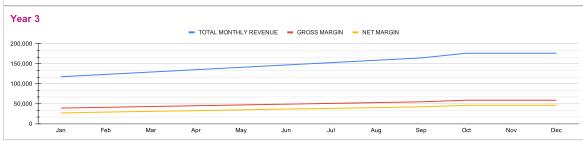




Graphical Outputs







Created by: Jack Thabane

