

Executive Price List by Sales Category

For 23.0% SG&A and 16.0% Margin

<= Below 16.0% margin

Part #	Description	Qty Last Yr	Qty YTD	COGS	Actual List Price	Gross Margin	23% COGS+SGA	Net Margin	Minimum Sell Price
0949	TEST LOT AND SERIAL	0	2	\$100.00	\$250.00	60.0	\$123.00	50.8	\$146.43
11050	Spec 4A-677LZ	0	0	\$765.44	\$0.00	0.0	\$941.49	0.0 <	\$1,120.82
13100	Monitor, 17" Standard Res	0	5	\$78.00	\$600.00	87.0	\$95.94	84.0	\$114.21
21000	Optical Measurement Unit	0	0	\$6,748.67	\$15,000.00	55.0	\$8,300.87	44.7	\$9,881.98
					Avg	50.5	Avg	44.9	
<u>SN</u>									
11010	TEST FOR SERIAL NUMBER	0	7	\$80.00	\$100.00	20.0	\$98.40	1.6 <	\$117.14
					Avg	20.0	Avg	1.6	
<u>ST</u>									
11000	PowerServe 2200	0	41	\$3,416.35	\$1,299.00	-163.0	\$4,202.11	-223.5 <	\$5,002.51
30200	Tank Assembly	0	0	\$37.98	\$115.00	67.0	\$46.72	59.4	\$55.61
					Avg	-48.0	Avg	-82.1	
Count	7				Total Avg	18.0		2.4	