

**KIT**

02/2020

**Question 341, p118: 'One Stop Car Co'**

Some of the figures are missing. The question should say:

	Notes	MSC	OSC Average
Sales revenue (\$)		760,500	890,365
Gross profit (\$)		304,200	328,146
Number of mechanics: senior	1	7	7.8
Number of mechanics: junior	2	5	5.2
Number of new service packs developed	3	3	2
Number of website hits		14,000	18,260
Total number of jobs booked and completed		9,506	11,870
Number of jobs from repeat customers only		1,500	1,660
Total time spent completing jobs (hours)		23,100	24,800
Percentage of customer feedback forms showing score of 9 or 10	4	80%	70%

**Mock exam 1 Q13, p299**

Some of the information has slipped off the page. The question should say:

Category	Budget this year	Actual this year	Actual last year	Market expert notes
Sales volume (units)	500	300	400	The entire market has decreased by 25% compared to last year. The product will be obsolete in four years
Sales revenue	\$50,000	\$28,500	\$40,000	Rivalry in the market saw selling prices fall by 10%
Total material cost	\$10,000	\$6,500	\$8,000	As demand for the raw materials is decreasing, suppliers lowered their prices by 5%