

100 gm wood \rightarrow 2 gm (ash) + 143.79 gm (CO_2) + 58.8 g (water) i.e total 204.5g.

100 gm wood \rightarrow 204.5 g of above materials

It is quite clear that 104.5g other material gets added in the burning process from outside. The other material is nothing but oxygen (O_2) gas.

2) To measure water contain in the substance.

For measuring water content in any substance, first measure total mass of the substance, and then dry it, completely. After drying, take the weight again. The difference between the weight is the weight of water that has gone off.



INTEXT QUESTIONS 7.1

Fill in the blanks:

- i) When a chapatti weighing 70g was put in the pan and roasted, the weight became 60g. The water vapour removed is ____ g.
- ii) $E = m \times$ ____

7.5 EFFICIENCY

Efficiency is a measure of 'how effectively the resources are used?'. Ratio of output to input of any machine is called efficiency. It is usually calculated in percentage therefore

$$\text{Percentage efficiency} = \frac{\text{Output}}{\text{Input}} \times 100$$

Calculate efficiency of some of the daily applications

- 1) A pump set is consuming 5 hp energy while lifting water. It needs 1 lit of diesel in one hour. Calculate efficiency of the pump set. (1 lit diesel contains 42 MJ energy i.e. $42 \times 10^6 \text{ J}$)

Step I: Power input = Input to pump set is 1 lit. diesel = 42×10^6 Joules

Step II:

Output of pump set = 5 hp

Lets convert hp to joule as follows:

1 hp = 746 w

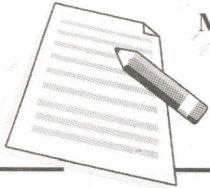
Therefore, 5 hp = $746 \times 5 = 3730 \text{ w}$

Watt is joule / second

This means energy output per second is = 3730 J/s

The pump was running for 1 hour.

Module - 3



Notes

1 hour = 60 min. = 3600 second

$$\begin{aligned}\text{Energy output in one hour} &= 3730 \times 3600 \\ &= 13428000 \text{ Joule} = 13.42 \times 10^6 \text{ J}\end{aligned}$$

Step III:

The efficiency of the pump = (Output / Input) \times 100

$$\begin{aligned}&= \frac{13.42 \times 10^6 \text{ J}}{42 \times 10^6 \text{ J}} \times 100 \\ &= 31.95 \%\end{aligned}$$

This shows efficiency of pump set is 31.95%

- 2) One Lit. milk was heated by 70°C. The weight of milk after heating was 1025g.

The 30g of kerosene was used to heat this milk. Find out the efficiency of the system and how much energy spent in heating the pot and surrounding air.

{Data: Milk lactometer –30, Energy needed to convert 1gm of water into vapour = 540 Cal, kerosene has energy ~ 10000 cal/gm}

Step I: Power Input =

Total 30g kerosene was used.

It is given that Kerosene has energy = 10000 cal/gm.

Energy input from kerosene = 30g \times 10,000 = 300,000 cal.

Step II: Calculation of Energy output

Write down the energy, mass balance

Milk has a lactometer reading of 30. This means density of milk is 1.030 or 1 lit of milk weighs 1.030kg. 1025g of hot milk is obtained. Therefore 5 g of water became vapour.

1lit (1.030 g) of milk \rightarrow heated \rightarrow 1025g of hot milk + 5 g of vapour

The energy supplied by kerosene is used to increase temperature of milk and to convert water into water vapour.

- a) 1 cal of energy is needed for 1°C raise in temperature.

Energy needed to heat the milk = mass in g \times rise in temperature

Here temperature of 1.030Kg or 1030g milk is raised by 70°C.

Therefore calories needed to raise the temperature of milk

= Mass \times temperature of milk

= 1030 \times 70 = 72100 calories

- b) 540cal needed to convert 1gm of water into vapor.

Therefore, to convert 5 g of water into vapour. = 5 \times 540
= 2700 calories

Total energy output = Energy needed for milk + energy needed to convert water into vapour

$$= 72100 + 2700 = 74800 \text{ calories}$$

Total energy gone heating pots and surrounding air = Energy supplied – energy utilized for heating milk and water vapour.

$$= 300,000 - 74800$$

$$= 225200 \text{ cal}$$

Therefore, 225200 cal. of energy must have been lost in heating the pot, air etc.

$$\% \text{ Efficiency} = (\text{Output} / \text{Input}) \times 100 =$$

$$= (\text{Useful energy} / \text{Total energy supplied}) \times 100$$

$$= 74800 / 225200 \times 100 = 0.33 \times 100$$

$$\% \text{ Efficiency} = 0.33 \times 100 = 33 \%$$

This means only 33% energy supplied got utilized while heating the milk.

7.6 WHAT YOU HAVE LEARNT

In this lesson, We know the Mass & Energy and understand their relationship. We learned that mass contains tremendous energy but it cannot be easily obtained. The conversion of mass to energy can be taken place in nuclear reactors. You also learnt to write mass and energy balance. You also learn to calculate efficiency of daily appliances like diesel engine and stove.



7.7 TERMINAL QUESTIONS

- 1) A diesel engine does 15MJ of work in-1 hour. It consumes diesel 1 lit diesel. (1 lit diesel has 42MJ energy). Calculate efficiency of the pump.
- 2) To prepare a rice, 9000 calories are required. It consumes 40gm of kerosene. Find out the efficiency of the system. (1 gm of kerosene contains 10000 calories)

7.8 ANSWER TO INTEXT QUESTIONS

7.1 (i) 10g

(ii) c^2





QUALITY AND AESTHETICS

8.1 INTRODUCTION

In today's world of competition, 'Quality' is the key word to remain in business. It is closely related to 'Customer Satisfaction'. It is necessary to learn and be cautious about quality for doing well and doing it better everyday.

It is very important to present a product in presentable form. A finished and good looking product gets more prices in the market.

8.2 OBJECTIVES

After reading this lesson, you will be able to:

- understand the meaning of the word 'quality'.
- ensure the quality.
- Do the painting and packing of the product.

8.3 QUALITY

Quality is always defined as meeting customer's expectation. Quality is always seen from the eyes of the customers. There is a quality in everything we do in our life. Commonly used terms with reference to Quality are Quality of manufacturing, Quality of performance, Quality of product, Quality of compliance with dimensions, quality of design, Quality of service, Quality of life.

Quality is not only limited to product manufacturing, it is applied everywhere. For example a good teacher will provide quality teaching to students, a government officer will provide quality service by becoming more sympathetic to the problems of citizens and try to solve their difficulties. A doctor will provide quality service by prescribing appropriate medicine and moral support to patient.



Mahatma Gandhi has famously said "A customer is the most important visitor in our premises. He is not dependent on us. We are dependent on him. He is not an interruption in our work. He is the purpose of it. He is not an outsider in our business. He is part of it. We are not doing him a favour by serving him. He is doing us a favour by giving us an opportunity to do so."

All our actions must be such to achieve customer satisfaction. Remember, no business will grow or survive if proper service is not given to its customers.

Quality Assurance

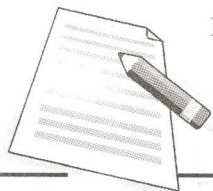
The manufacturing is done broadly in 2 ways to get the quality in our work follow the basic rules:

1) Define the customer need

Discuss with customer and find out his exact requirement. Suggest him alternatives available. Do not hide disadvantages or possible problems.

Prepare a Job card and take customers signature on it. Following things must be incorporated into the job card.

- Product title
 - Sketch with dimension
 - All material specification, dimension
 - Coloring, packaging and forwarding instructions
 - Possible delivery time
 - Payment terms/Advance received etc. on the job card.
- 2) **Draw up an action plan:** This will include what needs to be done, who will do it, how it will be done, and when. Check your specifications from design point of view. If need revision, please do it at this stage. Inform customer about the changes and take his approval.
 - 3) Select proper material, check for warrantee for the bought out parts, and ensure quality for subcontracted material.
 - 4) Implement-Do the work. If you need to make any deviation, inform customer about possible changes.
 - 5) Housekeeping – keep the workplace clean to attract customers.
 - 6) Review-always take review of the work in progress.
 - 7) Quality check – please check the product for the final accuracy, performance etc.
 - 8) Finishing: Aesthetic is very important. Look of the product will create impression about product.



- 9) Packaging: Make packaging as attractive as possible. Consider the transportation, handling issues, delicacy of instrument etc before shipping.



INTEXT QUESTIONS 8.1

State True or False:

- i) Quality is defined as meeting customer expectation. ()
- ii) All our action must be to maximize profit and selling goods. ()
- iii) Customer depends on us. He must accept our terms. ()
- iv) If you make any deviation from the specification, keep it secret. ()
- v) Quality also includes quality in your appearance, language and behavior. ()

8.4 PAINTING

Painting is the practice of applying colour to a surface such as paper, canvas, wood, glass, concrete etc. Painting gives the product its appearance. It is also useful to increase durability of product, prevent rusting etc. Some of the paint has water proofing, heat resistant capabilities. Painting is cheapest way to give fresh look to the old things.

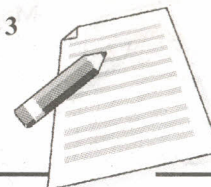
Types of paints

- 1) **Distemper:** Distemper paint has been used primarily in the painting of interiors. It has a wonderful matte finish and a soft feel to it.
- 2) **Oil Paint:** Oil paint is useful for glazing and impasto techniques.
- 3) **Acrylic Paint:** Acrylic emulsion is the binder in acrylic paints. Acrylics are water soluble, but dry to a water insoluble and impenetrable flexible film. They are very fast drying and used for different combination of texture.

8.5 BRUSH

Selection of proper brush is very important for efficient and quality painting. Following are the tips for selection of proper brush:

- 1) The more flags, or split ends, the better the brush and its paint-spreading capabilities.
- 2) A good brush may lose a few bristles while working; a bad brush will lose many bristles.



Notes

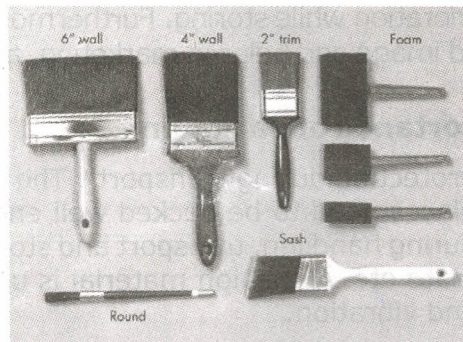
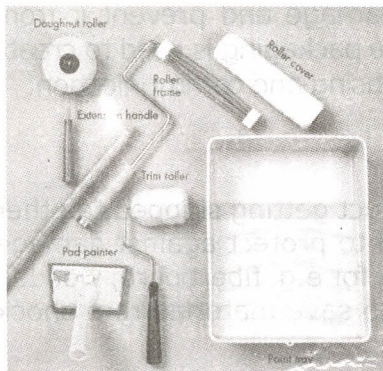


Fig: 8.1 Brushes

- 3) Find a brush with long, tapered bristles, particularly on narrow brushes.
- 4) Bristle length gives you flexibility to paint into corners and around trim.
- 5) Choose smooth, well-shaped handles of wood or plastic that fit in your hand comfortably.

Following are types of brushes as, shown in fig.8.1:

- Wall. This type spreads the most paint over the most surface.
- Trim. A 2-inch-wide trim brush is ideal for woodwork and for "cutting in" around windows, doors, and corners.
- Sash. A sash brush has an angled bristle end. It is useful for painting around windows.
- For flat surfaces, roller is used.

Painting practice

- 1) Clean up the surface. Fill up the gaps on the wall / article.
- 2) To save other items from falling of paint drops on them covered the area with old newspaper.
- 3) Never dip a brush more than about one-third the length of the bristles into the paint. Otherwise it will become impossible to clean.
- 4) One of the most important aspects of a successful paint job is keeping things clean as you're working. It's also important to clean equipments as soon as you're finished and to wipe up any drips as soon as they occur.
- 5) When the work is over, clean the brush. Shake out the excess solvent or water, and comb out the bristles.

8.6 PACKAGING

Packaging is enclosing of a physical object, typically a product that will be offered for sale. Packaging is the outer wrapping of a product. The purpose of the packaging is to make a product readily

sellable as well as to protect it against damage and prevent it from deterioration while storing. Furthermore the packaging is used to create brand image and helps in marketing, advertising and communication.

Importance of packaging

1. Protection during transport : The product getting shipped to other places need to be packed well enough to protect against damage during handling, transport and storage, for e.g. fiberboard, wooden crate etc. A cushion material is used to save material from shock and vibration.
2. To protect the product from weather.
3. To protect against dirt, insect etc.
4. Communication: A package must communicate what it sells. It must inform consumer about the product, how to use it and other utility information. It provides information including: quantity; price; lot number; manufacturing place, manufacturing date, colour; and merchandising and premium data.
5. Consumer Packing: It is mainly for marketing and attracting consumers.



INTEXT QUESTIONS 8.2

Fill in the blanks:

- i) _____ is the cheapest way to give fresh look to old things.
- ii) _____ Paint is used to paint interior.
- iii) Roller is used to paint on _____ surface.
- iv) _____ is to protect goods during transportation.

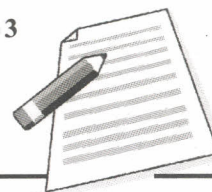
8.7 WHAT YOU HAVE LEARNT

Quality of product is judged from all the processes involved in the manufacturing of product for selling them to customer. A successful business has to remain concerned about customer satisfaction and therefore quality. Quality in design, manufacturing, painting and packaging are important to make customer happy. Most important thing is the quality of service you give to your customer. You also learnt about paints and packaging in this chapter.



8.8 TERMINAL QUESTIONS

1. Write down things that must be incorporated on the job card.
2. Write down steps in carrying out painting job.

*Notes*

3. Why packaging is important?

8.9 ANSWER TO INTEXT QUESTIONS

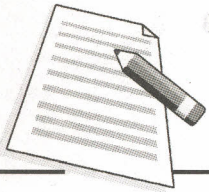
8.1 i) True ii) False iii) False iv) False v) True

8.2 i) Painting ii) Distemper iii) flat iv) Packaging

SUGGESTED ACTIVITY

Observe packaging of following goods available in the market

- Food products
- Furniture
- Glassware
- Clothes
- Grocery items
- A food served in good restaurant



9

ACCOUNTS

9.1 INTRODUCTION

Exchange of goods and services with money are happening in every business. An entrepreneur must be aware, if he is making profit or loss. Maintaining accounts of all transaction is very much important in daily business. It is also required for audit and Govt. taxation purpose. Banks need audited information while evaluating loan proposals. Therefore, it is very much important to learn about accounts to become successful.

9.2 OBJECTIVES

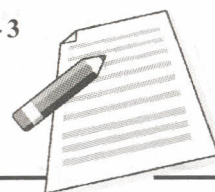
After reading this lesson, you will be able to :

- know good accounting practices;
- learn about estimate, quotation, budget, cash-flow statement, balance sheet and profit and loss account of business.

9.3 TIPS FOR MAINTAINING ACCOUNTS

Following tips are necessary for maintaining accounts:

1. Always keep records of all transactions.
2. Take a bill for all purchases and file them in separate file.
3. Please ensure you have tax paid bill for the purchases. If bill is not tax paid then you may not able to use it as proof of purchase. This means you will not get guarantee or warranty against the purchase.
4. Give receipt of all the money/cheque received.
5. As far as possible use cheque facility for all transactions. This will help in preparing your financial record with the bank. It is very important proof for banks to give you future loans.



6. Tally your accounts periodically and any discrepancy must be sorted out immediately.

9.4 BUDGET

Before starting any work, budgeting of the expenses is necessary. It is very useful to us. Its uses are given below –

1. If activity-wise funds required are known, provision for funds can be made.
2. If there is two or more option, best option can be selected.
3. Area's of cost reduction can be found out and worked out.

Budget helps to understand, deficit or surplus in income. Every year finance minister presents budget for the country. If there is deficit then taxes are raised to meet the deficit. Similarly every organization makes budget. It is advisable that every household should have its budget.

Following are commonly used budget types:

- i) **Estimation** - When customer has not yet made up his mind for purchase and studying option. Businessmen give him estimate. It is approximate calculation of raw material, labour and money required for a particular service or task or product manufacturing. The details are likely to change as per the material used, process performed or market situations. Estimate is to help customer to select appropriate option.
- ii) **Quotation** - A time-bound, written surety about the price of certain service or Product, given to the customer based on the estimation of that particular Service or Production process. Sometimes, quotations assure a guaranteed sale for the seller and assure a guaranteed supply to the customer. Quotation helps customer to select best option for him.

For example: Ashish Shinde decided to construct a house. He got two quotations from contractor.

1. Mr Patil contractor :

Material: Rs.50000/-

Labour: Rs.20000/-

Painting: Rs.4000/-

Electrical fitting: Rs.6000/- (standard brand electric fitting)

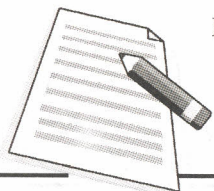
Plumbing: Rs.4000/-

Total: Rs. 84000/-

2. Ms. Shraddha contractor :

Material: Rs.48000/-

Module - 3



Notes

Labour: Rs.20500/-

Painting: Rs.4000/-

Electrical fitting: Rs.4500/- (normal make)

She does not take plumbing work.

Total cost without plumbing: Rs.77,000/-

Ashish Shinde wanted to have standard electric fitting with standard accessories. He asked Ms. Shraddha to provide electric fitting of standard make. This will increase the cost by Rs.1500/-. Similarly, Mr Ashish found there is local plumber, who does the plumbing job on labour rate basis. His labour charges was Rs.500/-. Material cost of plumbing is Rs.2700/-. Therefore, Mr. Ashish gave contractor to Ms. Shraddha with following modification:

Material: Rs.48000/-

Labour: Rs.20500/-

Painting: Rs.4000/-

Electrical fitting: Rs.6000/- (standard make)

Plumbing work from outsider: Rs.2700/- (material) + Rs.500/- (labour) = Rs.3200/-

Total cost: Rs. 81700/-

Thus quotation helps us in taking decisions.

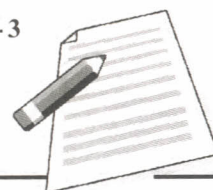
iii) Cash Flow Statement

While executing a job, customer generally pays at the time of delivery. To meet payment of supplier or for labour payment, entre

Month	November	December	January	February
Expenses	Order for Birds- 540.00	Cage purchase- 2000.00 Food-1280.00	Medicine - 200.00 Bird of batch 2 - 540.00 Received batch 1	Food - 1280
Revenue	Initial investment -5000.00			Sold batch 1
Balance	5000.00 - 540.00 = 4460.00	4460.00 - 3280.00 = 1180.00	1180.00 - 740.00 = 440.00	440.00 - 1280.00 = -840.00

Month	March	April	May	June	July
Expenses	Order for batch 3 - 540.00	Food - 1280.00	Received batch 3	Food - 1280.00	
Revenue	Batch 1 - 2128.00	Sold batch 2	Batch 2 - 2128.00	Sold batch 3	Batch 3 - 2128.00
Balance	-840.00 -540.00 + 2128.00 740.00	740.00 - 1280.00 - 532.00	-532.00 +2128.00 ----- 1596.00 - 540.00 ----- 1056.00	1056.00 - 1280.00 ----- - 224.00	-224.00 + 2128.00 ----- + 1904

Table: 1



Entrepreneur has to spend money. A statement showing timetable of requirement of funds and receipt of funds is called as cash flow.

It is a schedule showing cash received and paid over a certain period. We will study cash-flow statement using an example.

For example: A Poultry Farm owner needs to prepare a Cash Flow Statement, based on the following information -

If an order of a batch of Broiler birds is given 2 months in advance then only the fulfillment is assured and full payment needs to be done at the time of booking.

The sale amount is received within 15 days from the day of sale.

The order for the Poultry food is to be given 15 days in advance.

Medicines and cages are available immediately.

Since, the owner prepared a Cash Flow Statement as follows Table 1.

The conclusions based over this Cash Flow Statement are:

Even though the transactions begin in January, he has to invest 2 months in advance, i.e. in November.

Even though at the end of a session the business seems to be in profit, there are times of deficiency (at the end of months February, April, June). So if some financial provision is not made for meeting these deficiencies, the progress is bound to halt.

If this deficiency is recovered from the initial investment, in small installments, then slowly this deficiency will be ceased.

If the advance payments of food and birds is done in small installments, say, 25 % or so, and the remainder is paid at the time of receiving the food or birds, then this periodic deficiency can be avoided.

Or if all transactions are done through Bank account, due to assurance of repayment, this deficiency can be demanded from the bank on interest basis.

Thus, the Cash Flow Statement helps to support the business and explore various means to smoothen the ups-and-downs of the business.

Budgeting

Budget is a list of all planned expenses and revenues. This is necessarily related to the monetary matters. This is liable to deviate + / - 5%. e.g. the budget of a Yuvak Mandal is shown in Table 2 as follows -

This Budget reveals some options viz. arrange another program within the Savings amount, or reduce expenses over other two



items, increase the Savings and arrange a bigger program or keep the Savings in the Bank account and get some interest etc. This way the Budget helps to plan the financial matters.

Expected Revenue		Expected Expenses	
Contribution from members	5000.00	Sports	3500.00
Donations	10000.00	Entertainment Programs	6000.00
Bank interest	2000.00	Savings	7500.00
Total Revenue	17000.00	Total Expenses	17000.00

Table: 2

9.5 COSTING

Costing is calculation of actual production expenses and revenues of a certain task. A **Cost-Benefit Ratio** is calculated to study whether the benefit is sufficient with respect to the Cost of the product or service. The overall costing includes:

1. Pre-production expenses (Marketing Survey, advertisement etc.),
2. The production expenses (from raw material purchase to packing of finished product, depreciation of assets, running expenses etc.) ,
3. Expenditure for Sale of the product (including VAT or other taxes, advertisement, commissions, transportation etc.),
4. Profit (Manufacturer - 10%, Distributor - 1% -5%, Wholesaler - 10% -15%, Retailer - 10% -20%)

9.6 BALANCE SHEET

A balance sheet summarizes an organization or individual's assets, equity and liabilities at a specific point in time. It gives complete picture of health of business at given point of time. It is used to understand financial health of the organization or individual.

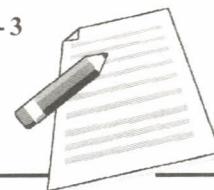
If liabilities and payment payable are less than the assets and payment receivable at given point of time then the business is in profit.

Similarly liabilities or payment payable are more than the assets and payment receivable then the business in making loss.

The sample balance sheet is shown in table 3.

Balance Sheet (As on)

If business is growing then Capital + reserve fund/deposit will grow. It should increase at 10-15% every year. If capital + reserve funds are not increasing, this means you are not progressing much. If it decreasing, this means you are spending from your capital and using it to meet recurring expenses.


Notes

Liabilities	Amount	Assets	Amount
Capital		Fixed assets	
Reserve fund/Deposit		Investment (Bank, Cash..)	
Loan payable		Loan receivable	
Amount payable		Amount receivable	
Total		Total	

Table: 3 Balance Sheet

Example:

Balance Sheet - A Production Company's Balance Sheet is shown in table 4.

All figures are in Lakh Rs.

The Balance sheets are prepared as on 31st December of each year.

Liabilities	2007	2006	Assets	2007	2006
Share Capital	5365.00	4666.00	Immovable property	10000.00	9434.00
Reserve Fund	11856.00	9815.00	Investments	830.00	217.00
Loan	21407.00	21203.00	Loan	27798.00	26033.00
Total	38628.00	35684.00	Total	38628.00	35684.00

Table: 4

The Balance Sheet reveals that, the Reserve Fund is 2.5 times than the Share Capital and the sum total of Share Capital and Reserve Fund is increasing by 15% every year. This proves that the company is prospering and is able to face difficult times.

Profit and loss statement

Balance sheet shows health of the organization. Income statement also called as profit and loss statement (P&L) gives company's financial statement for particular period. This shows if the organization has made profit or loss during particular period.

Amount spend on fixed assets is not shown in the P & L statement. But interest on the capital invested is shown in the P & L statement.

Example

Mr.Sunder Patil started poultry as a side business with 100 birds. He started business with his own saving of Rs.5000/-.

In the first batch of 100 birds, he incurred following expenses -

Birds (102 nos)	=	Rs.520/-
Transportation	=	Rs.20/-
Feed 380Kg.	=	Rs.1216/- (Rs.3.2 /Kg)
Medicine / electricity	=	Rs.90/-

Module - 3



Notes

Birds mortality	=	7
Transportation cost to sale birds	=	Rs.30/-
Labour charge	=	Rs.100/-
Interest on capital	=	Rs.100/-
Total expenses	=	Rs. 2076/-

Sales Amount of birds =

Number of Birds \times (average weight Rate)

$$= 95 \times (1.6 \times \text{Rs.14/Kg})$$

$$= \text{Rs. 2128 /-}$$

$$\text{Profit} = \text{Rs.2128} - \text{Rs.2076} = \text{Rs.52/-}$$

Profit & Loss statement is shown as

Sales

+ Interest on deposits in the bank

+ other income

Total income (A)

Expenditure

Variable expenditure -

Materials+

+Consumables

+Utility viz. Electricity

+Communication

Variable cost (B)

Fixed cost -

Rent

+Interest on loan

+Salary of fixed staff

Fixed cost (C)

$$\text{Total profit/Loss} = (A) - (B) - (C)$$

**INTEXT QUESTIONS 9.1**

Match the following:

A

Estimate

Quotation

Cash-flow statement

Costing

Balance sheet

Profit and loss statement

B

Health of the organization

Approx. estimate of price of product

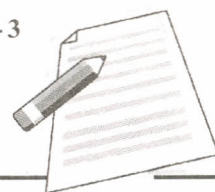
exact estimate of price of product

financial statement for particular period

Actual expenses incurred

Schedule of cash received and paid

Notes

**9.7 WHAT YOU HAVE LEARNT**

In this lesson, you learnt about various types of budget, estimate, quotations, cash-flow statement etc. You also learnt about balance sheet, profit and loss statement. You studied uses of account. Quotation and Costing which helps us to assess health of the transaction. Balance sheet, profit and loss account and cash-flow statement helps to bring financial discipline to the business. This helps to make the payment of supplier, labour etc with time. It also helps in regular repayment of loan etc.

**9.8 TERMINAL QUESTIONS**

1. Prepare a budget for making a Coconut Peeler, as per the contemporary rates -

No.	Item	Qty.	Rate	Price
1	MS Angle - 30 x 30 x 30	5.5'		
2	MS Flat 40 x 5	3'		
3	MS q. Pipe 1.5"	2'		
4	MS Round Bar 12mm	2.5'		
5	Welding Rod	15 no.		
6	Oil Paint	50 ml		
7	Nut Bolt set	2 no.s		
			Total Material Cost	
	Labour & Depreciation		25% of Total Material cost	

9.9 ANSWER TO INTEXT QUESTIONS**A**

Estimate

B

Approx. estimate of price of product