

SECTION A

Answer **one** question from this section.

1. Informatic

Informatic manufactures computers and is based in Sri Lanka. *Informatic* uses a method of batch production and manufactures batches of computers according to customer specifications such as computer speed and screen size. Production workers are paid by the hour but receive a lower than average wage for Sri Lanka. To compensate they are offered long-term job security and other non-financial rewards.

Informatic exports 4000 computers a year to Pakistan using local independent distributors who have knowledge of the local market as well as experience in delivering and installing computers. 90% of *Informatic*'s sales are organized through such distribution channels. Because using local independent distributors increases the final price of the computer to the customer, senior managers have decided to offer customers in Pakistan the opportunity to purchase computers directly from *Informatic*. Customers have to telephone orders to *Informatic* in Sri Lanka from Pakistan because e-commerce sales are not available.

The following are *Informatic*'s expense and sales price figures:

- fixed costs of \$100 000 per year
- variable costs of 80% of the sales price
- sales price of \$1000 per computer

- (a)
 - (i) Define the term *batch production*. [2 marks]
 - (ii) Identify **two** fixed costs for *Informatic*. [2 marks]
- (b) For *Informatic*:
 - (i) calculate the break-even quantity in units (*show all your working*). [2 marks]
 - (ii) calculate the margin of safety in units (*show all your working*). [2 marks]
 - (iii) calculate the net profit if 4000 computers are sold (*show all your working*). [2 marks]
 - (iv) prepare a fully labelled break-even chart. [5 marks]
- (c) Examine the effectiveness of the new distribution channel for *Informatic*. [5 marks]

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Wolfgang Guggemos

A red circular graphic with a gradient, appearing as a semi-circle or a partial circle, located to the right of the name bar.

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