


# What per cent. Profit Should You Make on the Goods You Sell?

### Profit Percentage Chart

**HOW TO USE IT** Find the cost of the goods in the left hand column marked "Cost Price." In the top column reading from left to right find the per cent of profit you wish to make upon the selling price of the goods, so that when that per cent of the selling price has been deducted it will leave the net cost. Your selling price is represented by the figure or figures at the junction of the two columns. For example, the cost price of the article is 5c, the desired profit on the selling price 30%. Looking opposite the 5c cost mark in the left hand column and under the fourth or 30% column is found 10c the desired sales price. 30% of 10c is 3c. Subtracting 3 from 10 leaves 7c, the cost value.

COMPLIMENTS OF  
**INTERNATIONAL BUSINESS MACHINES COMPANY LIMITED**  
TORONTO, CANADA  
MAKERS OF  
**Dayton Computing Scales**



No. 108 DAYTON COMPUTING SCALE 10 lbs. Capacity  
"It's a Dayton, It's Right!"  
Over One Million Dayton Computing Scales in Use  
COPY OF THIS CHART FURNISHED FREE TO ANY MERCHANT UPON APPLICATION

Cost Price	1%	2%	3%	4%	5%	6%	7%	8%	9%	10%	11%	12%	13%	14%	15%	16%	17%	18%	19%	20%	21%	22%	23%	24%	25%	26%	27%	28%	29%	30%	31%	32%	33%	34%	35%	36%	37%	38%	39%	40%
1	1.05	1.10	1.15	1.20	1.25	1.30	1.35	1.40	1.45	1.50	1.55	1.60	1.65	1.70	1.75	1.80	1.85	1.90	1.95	2.00	2.05	2.10	2.15	2.20	2.25	2.30	2.35	2.40	2.45	2.50	2.55	2.60	2.65	2.70	2.75	2.80	2.85	2.90	2.95	3.00
2	2.10	2.20	2.30	2.40	2.50	2.60	2.70	2.80	2.90	3.00	3.10	3.20	3.30	3.40	3.50	3.60	3.70	3.80	3.90	4.00	4.10	4.20	4.30	4.40	4.50	4.60	4.70	4.80	4.90	5.00	5.10	5.20	5.30	5.40	5.50	5.60	5.70	5.80	5.90	6.00
3	3.15	3.30	3.45	3.60	3.75	3.90	4.05	4.20	4.35	4.50	4.65	4.80	4.95	5.10	5.25	5.40	5.55	5.70	5.85	6.00	6.15	6.30	6.45	6.60	6.75	6.90	7.05	7.20	7.35	7.50	7.65	7.80	7.95	8.10	8.25	8.40	8.55	8.70	8.85	9.00
4	4.20	4.40	4.60	4.80	5.00	5.20	5.40	5.60	5.80	6.00	6.20	6.40	6.60	6.80	7.00	7.20	7.40	7.60	7.80	8.00	8.20	8.40	8.60	8.80	9.00	9.20	9.40	9.60	9.80	10.00	10.20	10.40	10.60	10.80	11.00	11.20	11.40	11.60	11.80	12.00
5	5.25	5.50	5.75	6.00	6.25	6.50	6.75	7.00	7.25	7.50	7.75	8.00	8.25	8.50	8.75	9.00	9.25	9.50	9.75	10.00	10.25	10.50	10.75	11.00	11.25	11.50	11.75	12.00	12.25	12.50	12.75	13.00	13.25	13.50	13.75	14.00	14.25	14.50	14.75	15.00
6	6.30	6.60	6.90	7.20	7.50	7.80	8.10	8.40	8.70	9.00	9.30	9.60	9.90	10.20	10.50	10.80	11.10	11.40	11.70	12.00	12.30	12.60	12.90	13.20	13.50	13.80	14.10	14.40	14.70	15.00	15.30	15.60	15.90	16.20	16.50	16.80	17.10	17.40	17.70	18.00
7	7.35	7.70	8.05	8.40	8.75	9.10	9.45	9.80	10.15	10.50	10.85	11.20	11.55	11.90	12.25	12.60	12.95	13.30	13.65	14.00	14.35	14.70	15.05	15.40	15.75	16.10	16.45	16.80	17.15	17.50	17.85	18.20	18.55	18.90	19.25	19.60	19.95	20.30	20.65	21.00
8	8.40	8.80	9.20	9.60	10.00	10.40	10.80	11.20	11.60	12.00	12.40	12.80	13.20	13.60	14.00	14.40	14.80	15.20	15.60	16.00	16.40	16.80	17.20	17.60	18.00	18.40	18.80	19.20	19.60	20.00	20.40	20.80	21.20	21.60	22.00	22.40	22.80	23.20	23.60	24.00
9	9.45	9.90	10.35	10.80	11.25	11.70	12.15	12.60	13.05	13.50	13.95	14.40	14.85	15.30	15.75	16.20	16.65	17.10	17.55	18.00	18.45	18.90	19.35	19.80	20.25	20.70	21.15	21.60	22.05	22.50	22.95	23.40	23.85	24.30	24.75	25.20	25.65	26.10	26.55	27.00
10	10.50	11.00	11.50	12.00	12.50	13.00	13.50	14.00	14.50	15.00	15.50	16.00	16.50	17.00	17.50	18.00	18.50	19.00	19.50	20.00	20.50	21.00	21.50	22.00	22.50	23.00	23.50	24.00	24.50	25.00	25.50	26.00	26.50	27.00	27.50	28.00	28.50	29.00	29.50	30.00

**HOW TO FIND THE CORRECT SELLING PRICE TAKING ANY COST VALUE AND ANY PER CENT OF PROFIT DESIRED** From 100 deduct the per cent of profit to be made upon the sales price of the article. Divide the cost price of the article by the remainder the product will be the correct selling price. For example, the article costs \$2.00 and you wish to sell it so as to make a profit of 30%. From 100 deduct 30, which leaves 70, divide \$2.00 first annexing two decimal figures, by 70, which gives \$2.85 as the sales price.

After you have determined that point

this profit percentage chart will enable you to find the correct selling price quickly

To make your business show a profit your selling price must be accurately arrived at. This chart eliminates all chance of error. It was compiled by the manufacturers of

## International Dayton Scales

It shows the price you should fix on any article you sell in order to get the per centage of profit you must make.

The chart will be mailed to you FREE if you write for it.

International Business Machines Co. products hereafter will be known under the following names: International Dayton Scales, International Time Recorders, and International Electric Tabulators

## International Business Machines Co. Limited

F. E. MUTTON, Vice-President and General Manager

Head Office and Factory: 300-350 Campbell Avenue, Toronto

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