

	1989	1990	1991	1992	1993	1994
PRICE	7.33	7.33	7.66	8.00	8.36	8.74
VOLUME		5700	8400	12600	16800	18700
G.I.V.		41781	64343	100857	140528	163460
R.C.D.		0	0	0	0	0
VARIABLE COST	4.0	28728	44453	70013	98018	114559
G.CONTRIBUTION		13053	19890	30844	42509	48901
M/M		46486	16929	17268	17613	17965
SELLING INC IN RCD		4178	6434	10086	14053	16346
NNC		-33433	2961	13577	24896	30935

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