Contemporary Mathematics for Business and Consumers

BRIEF EDITION



ROBERT BRECHNER AND GEORGE BERGEMAN

SEVENTH EDITION

Contemporary Mathematics for Business and Consumers

BRIEF EDITION



ROBERT A. BRECHNER

Miami-Dade College

GEORGE W. BERGEMAN

Northern Virginia Community College





This is an electronic version of the print textbook. Due to electronic rights restrictions, some third party content may be suppressed. Editorial review has deemed that any suppressed content does not materially affect the overall learning experience. The publisher reserves the right to remove content from this title at any time if subsequent rights restrictions require it. For valuable information on pricing, previous editions, changes to current editions, and alternate formats, please visit www.cengage.com/highered to search by ISBN#, author, title, or keyword for materials in your areas of interest.



Contemporary Mathematics for Business and Consumers, 7e Brief Edition Robert Brechner, George Bergeman

Senior Vice President, Global Product Manager, Higher Education: Jack W. Calhoun

Product Director: Joe Sabatino

Product Manager: Aaron Arnsparger

Content Developer: Conor Allen Product Assistant: Brad Sullender

Marketing Manager: Heather Mooney

Content Project Manager: Darrell E. Frye

Media Developer: Mark Hopkinson

Manufacturing Planner: Ron Montgomery

Marketing Communications Manager:

Eileen Corcoran

Production Service: diacriTech

Sr. Art Director: Stacy Jenkins Shirley

Internal Designer: Lou Ann Thesing

Cover Designer: Kathy Heming

Cover Image: Adrianna Williams/Corbis

Rights Acquisitions Specialist: John Hill

© 2015, 2012 Cengage Learning

WCN: 02-200-203

ALL RIGHTS RESERVED. No part of this work covered by the copyright herein may be reproduced, transmitted, stored, or used in any form or by any means graphic, electronic, or mechanical, including but not limited to photocopying, recording, scanning, digitizing, taping, web distribution, information networks, or information storage and retrieval systems, except as permitted under Section 107 or 108 of the 1976 United States Copyright Act, without the prior written permission of the publisher.

For product information and technology assistance, contact us at **Cengage Learning Customer & Sales Support, 1-800-354-9706**

For permission to use material from this text or product, submit all requests online at www.cengage.com/permissions

Further permissions questions can be emailed to permissionrequest@cengage.com

Library of Congress Control Number: On File

Brief Edition ISBN 13: 978-1-285-44860-2

Brief Edition ISBN 10: 1-285-44860-X

Brief Edition with CD ISBN 13: 978-1-285-44859-6

Brief Edition with CD ISBN 10: 1-285-44859-6

Cengage Learning

200 First Stamford Place, 4th Floor

Stamford, CT 06902

USA

Cengage Learning is a leading provider of customized learning solutions with office locations around the globe, including Singapore, the United Kingdom, Australia, Mexico, Brazil, and Japan. Locate your local office at: www.cengage.com/global

Cengage Learning products are represented in Canada by Nelson Education, Ltd.

To learn more about Cengage Learning Solutions, visit **www.cengage.com**

Purchase any of our products at your local college store or at our preferred online store **www.cengagebrain.com**

Printed in the United States of America
1 2 3 4 5 6 7 17 16 15 14 13

Contemporary Mathematics, 7e Real Business. Real Math. Real Life.

Step into the Real Business World with the Strengths of Contemporary Mathematics, 7e. Each chapter is broken into individual performance objectives. The text guides you to mastery of each objective by way of a carefully designed learning system that includes these components:

An **EXPLANATION** of the topic

DETERMINING RATE OF INCREASE OR DECREASE

In calculating the rate of increase or decrease of something, we use the same percentage formula concepts as before. Rate of change means percent change; therefore, the *rate* is the unknown. Once again we use the formula $R = P \div B$. Rate of change situations contain an original amount of something, which either increases or decreases to a new amount.

In solving these problems, the original amount is always the base. The amount of change is the portion. The unknown, which describes the percent change between the two amounts, is the rate.

$$Rate \ of \ change \ (Rate) = \frac{Amount \ of \ change \ (Portion)}{Original \ amount \ (Base)}$$

A **STEP BOX** clearly describing the solution steps

STEPS FOR DETERMINING THE RATE OF INCREASE OR DECREASE

- **STEP 1.** Identify the original and the new amounts and find the *difference* between them
- **STEP 2.** Using the rate formula $R = P \div B$, substitute the difference from Step 1 for the portion and the original amount for the base.
- **STEP 3.** Solve the equation for *R*. Remember, your answer will be in decimal form, which must be converted to a percent.

FXAMPLF16

FINDING THE RATE

Last year Iberia Furniture had a work force of 360 employees. This year there are 504 employees. What is the rate of change in the number of employees?

SOLUTIONSTRATEGY

The key to solving this problem is to properly identify the variables. The problem asks "what is the rate?"; therefore, the rate is the unknown. The original amount, 360 employees, is the base. The difference between the two amounts, 504 - 360 = 144, is the portion. Now apply the rate formula.

$$R = \frac{P}{B} = \frac{144}{360} = .4 = 40\%$$

40% Increase in employees

TRYITEXERCISE 16

When Mike Veteramo was promoted from supervisor to manager, he received a salary increase from \$450 to \$540 per week. What was the percent change in his salary?

CHECK YOUR ANSWER WITH THE SOLUTION ON PAGE 182.

An **EXAMPLE** with a complete step-by-step solution

A TRY-IT EXERCISE with solution so you can immediately check your understanding and receive targeted help.

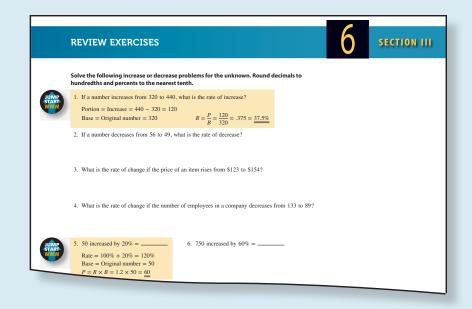
Additional Features Help You Succeed in Class and in the Real World

Answers to Odd-Numbered Review Exercises and Assessment Test Questions

(except Business Decisions) allow you to check your progress on assignments and homework.

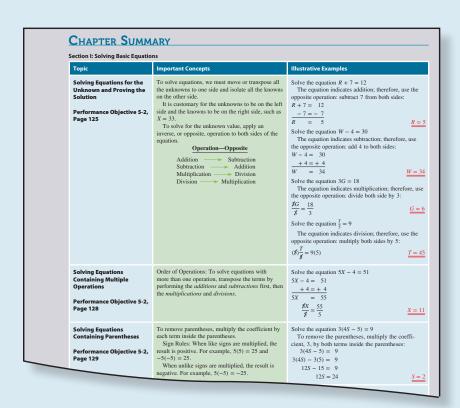
JUMP START SOLUTIONS

Exercises in each Section Review give you the added advantage of seeing the worked-out solution to the first question of each new topic.



Business Decision

Exercises at the end of each section and each Assessment Test provide an opportunity for you to apply your knowledge in a realistic business situation.



CHAPTER SUMMARY CHARTS

Offer a comprehensive, concise review of each performance objective and emphasize important chapter concepts. Page references, solution step, formulas, and examples with worked-out solutions provide an invaluable reference for you when reviewing or studying for an exam.



New Federal Debit Card - The U.S.

Treasury now provides a debit card that people without traditional bank accounts can use to access federal benefits such as Social Security and disability payments.

Federal payments are credited to the cards each month, enabling users to make free withdrawals from ATMs in the government's Direct Express network.

FORMULA RECAP CHARTS

Lists of all-important formulas provide you with a quick reference for homework and test preparation.

BUSINESS MATH JOURNAL

Appearing every three chapters beginning with Chapter 3, a page of current news items, cartoons, brain teasers, famous business and inspirational quotes, career information, and other interesting facts and figures related to business topics.

IN THE BUSINESS WORLD

Useful and interesting connections to the real business world. Many have useful information to help you manage your own personal finances.



Note that *markdown percent* calculations are an application of *rate of decrease*, covered in Chapter 6.

In the percentage formula, the markdown (portion) represents the amount of the decrease and the original selling price (base) represents the original amount.

LEARNING TIPS

Helpful mathematical hints, shortcuts, and reminders to enhance your understanding of the chapter material.



Opportunity cost is the sacrifice of benefits from the next-best alternative when you make a financial or economic decision. To fully evaluate how much a checking account with a required minimum balance costs, calculate the opportunity cost.

Consider a bank that requires an average monthly balance of \$1,500. If you can earn 3% a year in interest on an investment maintaining this checking account means giving up \$45 in potential interest income.

DOLLARS AND SENSE

This feature stimulates your curiosity with current news items and statistics related to chapter topics. "Dollars and Sense" provides you with numerous personal finance and business money tips.

SUPPLEMENTAL TOOLS FOR STUDENTS

- Jump Start Solutions provide worked-out solutions to the first question in each new topic set in the section exercises.
- **Excel® Templates** corresponding to problems in the text are presented at three levels of difficulty.
- Excel® Guide and Workbook helps you learn spreadsheet basics.
- BizMath Videos focus on core topics in business math. They
 utilize three methods of learning: Define, Demonstrate, and
 Do. Each segment focuses on a core topic to help you master
 the critical skills necessary for achieving success in your
 business math course.
- Financial Calculator Guide and Workbook provides keystroke-by-keystroke instruction on using a business calculator.

Access these tools by going to **www.cengagebrain.com**. Enter "**Brechner**" in the search box and select the appropriate text. Click the "**Free Materials**" tab, and then click "**Access Now**."

Also Available:

CENGAGENOWTM FEATURING MATHCUE. BUSINESS

STEP-BY-STEP HELP WITH EVERY MATHCUE. BUSINESS EXERCISE!



Now, every homework and test assignment can provide assistance to help you succeed!

Every one of the more than 15,000 MathCue homework and test questions is accompanied by a complete step-by-step solution to help you pinpoint and correct areas of weakness. You can perform your own error analysis to help you successfully master business math topics. (The timing and availability of solutions are controlled by your instructor.) Additional exercises without solutions are also included in this package.



Acknowledgments

Contemporary Mathematics for Business and Consumers benefited from the valuable input of instructors throughout the country. We would like to especially thank those who responded to our questions about how they teach business math and those who reviewed various parts of the manuscript and/or allowed this book to be tested by their classes.

Reviewers:

Alton Amidon,

Pamlico Community College

Napa Valley Community College

Sara Barritt,

Northeast Community College

Michael J. Batali, Yakima Valley Community College

Leon G. Bean,

International Business College

El Paso, Texas

Christine F. Belles,

Macomb Community College

Robert Bennett, Delaware County Community College

Ellen A. Benowitz, Mercer Country Community College

George H. Bernard, Professor, Seminole Community College

Tom Bilyeu,

Southwestern Illinois College

Yvonne Block, College of Lake County

Don Boyer, Jefferson College

Cindy Brown, South Plains College

Sylvia Brown, Mountain Empire Community College Steven Bruenjes, Dover Business College

Professor, Business, Valencia

Community College Celestino Caicova, Miami Dade Community College Education

Natalie Card,

Utah Valley State College

Jesse Cecil,

College of the Siskiyou

Janet P. Ciccarelli, Professor, Herkimer County Community College

Milton Cohen,

Fairfax Community Adult

Education Ron Cooley,

South Suburban College

F. Bruce Creech,

Sampson Community College

Sue Courtney,

Business Professor, Kansas City, Kansas Community College

Samantha Cox, Wake Technical Community College

Toby F. Deal,

Patrick Henry Community College, Martinsville, VA

Frank DiFerdinando, **Hudson County** Community College

Mary Jo Dix,

Jamestown Business College

Elizabeth Domenico, Gaston College Gary M. Donnelly J.D. Dulgeroff, San Bernardino Valley Community College Donna N. Dunn,

Beaufort County Community College Michael E. Durkee, San Diego Miramar Community College

Acie B. Earl.

Black Hawk Community College

Susan Emens, Kent State University -Trumbull Campus Gregory G. Fallon, College of St. Joseph in Vermont Marty Franklin, Wilkes Community College

Robert S. Frye, Polk State College

Rene Garcia,

Miami-Dade Community College, Wolfson Campus

Patricia Gardner,

San Bernardino Valley College

Glen Gelderloos,

Grand Rapids Community College

Cecil Green.

Riverside Community College

Stephen W. Griffin,

Tarrant County Junior College, South Campus

James Grigsby,

Lake Sumter Community College

Paul Grutsis, San Bernardino Valley College

Napa Valley Community College

Giselle Halpern,

El Camino Community College

Ronnie R. Hector, Briarcliff College John Heinsius,

Modesto Junior College

Brenda Henry,

McLennan Community College

Jana Hosmer.

Blue Ridge Community College

Jan Ivansek,

Lakeland Community College

Diane Jacobson,

Ridley-Lowell Business &

Technical Institute Marlyce Johnson, Milwaukee Area Technical College

Sherry Jones, Glenville State College

Ed Kavanaugh, Schoolcraft College Deanna R. Knight, Daytona State College

Harry T. Kolendrianos, Danville Community College,

Danville, VA Sky Kong, **PRCC**

Phil C. Kopriva,

San Francisco Community

College District

Jeffrey Kroll, Assistant Professor,

Brazosport College Jeanette Landin, Empire College

Janis Lawrence, Northwestern **Business College**

Rosemarie LeFebvre, Mohave Community College

Darien Leiker,

Coastal Bend College Pleasanton

Campus

Linda C. Lohman, Jefferson Community and Technical College

Diana Lee Lloyd, Hesser College Gwendolyn Loftis, Rose State College

David Loiacono, Benedictine University

Joyellen Lottie,

Glendale Community College

Peter Lotto,

Pikes Peak Community

College

David H. Lydick, Paul D. Camp Community College

Marvin Mai, Empire College Paul H. Martin,

Business, Aim Community College, Greeley, CO



Loretta A. McAdam, Professor Information Systems, Business and Legal Studies, Seminole Community College

Sharon M. Meyer, Pikes Peak Community College

Zo Miller,

Rose State College

Sakeena Mirza,

Benedicine University

Karen Mozingo,

Pitt Community College Linda Mosley,

Coordinator/Instructor of Business Programs, Tarrant County College, Southeast Campus

Kathleen A. Murphrey, San Antonio College

Jack L. Nelson, Ferris State University

Angela Nino, Richland College

Wayne A. Paper,

Hawkeye Institute of Technology

Tatyana Pashnyak, Bainbridge College

Richard P. Paur, Milwaukee Area Technical College

Pam Perry,

Hinds Community College

Cynthia Phipps, Lake Land College

Lana L. Powell,

Valencia Community College

Wayne Price,

Napa Valley Community College

Robert Reagan, Western Dakota Tech

David Rice, Ilisagvik College

Barbara Rosenthal,

Miami-Dade Community College,

Wolfson Campus

Ben Sadler,

Miami-Dade Community College,

Wolfson Campus Kim Saunders,

Tarrant County College

Charles R. Shatzer, Solano College Jane C Shatzer,

Solano Community College

Jo-Anne Sheehan, Briarcliffe College Amy Shinoki,

Kapiolani Community College

Versha Shah,

Montgomery County Community

College

Catherine Skura,

Sandhills Community College

Amy Perry Smith, Pearl River Community College

Kent Smith,

Texas State Technical College

West Texas

Natalie E. Smith, Okaloosa Walton Community College

Louise M. Stephens, Volunteer State Community College

Carl J. Sonntag,

Pikes Peak Community College

David D. Stringer, DeAnza College Tyrrell Taplin, El Centro College

Lynette Teal,

Western WI Technical College

Steven Teeter,

Utah Valley State College

Kari L. Toms

Randall Watts, Big Sandy Community and

Technical College

Charles Webb,

Miami-Dade Community College,

Wolfson Campus

Mark A. Wells,

Big Sandy Community & Technical College

Andrea Williams, Shasta College

Gregory J. Worosz, Schoolcraft College

James T. Yamamoto, Hawaii Business College

Mary D. Zajac,

Montgomery County Community College

Phone Survey Respondents:

Jeffrey Abrams, Newport Business Institute

Terry Alexander, Denver Technical College Charles Anderson, TN Technology Center at

Livingston
David Blum,

Moraine Park Technical College

Rita Boetell, Bakersfield College

Barry Brandbold,

Aaker's Business College

Norma Broadway,

Hinds Community College

Howard Bryan,

Santa Rosa Junior College

Bob Bulls,

J.S. Reynolds County College

Roy Bunek, Fugazzi College

Patricia Calloway, East Mississippi County College

Lisa Campenella, ICSI (Allentown, PA)

John H. Carpenter, Polk Community College

Roger D. Chagnon, Jamestown Business College

V. (Cl

Victor Clearsuas, Holyoke Community College

C---1 C------

Carol Coeyman, Yorktown Business Institute

George Converse, Stone Academy

Ron Cooley,

South Suburban College

William S. Dahlman, Premier Career College

Nancy Degnan, Sawyer School Karen Desele,

Gillette
Joe D. DiCostanzo,

Johnson County Community College

Stephen Ernest, Baton Rouge School of

Computers
Carol Ferguson,

Rock Valley College

Mark Finger,

Madison Area Technical

College

Dennis Franklin, Culinary Arts Institute

Rachael Freuche, Indiana Business College Rick Gallardo.

International Business College

Miriam Gateley,

Valencia Community College

Cynthia Gerber,

Indiana Business College

Jeff Gordon,

San Joaquin Valley College

Carolyn Green,

Universal Business & Media

School

Bob Grenier, Vatterott College

Ray Hale,

Rets Medical & Business

Institute

Michael Hlebik, Erie Business School

Bill Holbrook,

Owensboro Junior College of

Business

Brenda Holmes, Northwest Mississippi

Community College

John Hudson, National Business College

T 1 T

Jared Jay, American Commercial College

Joanne Kaufman, Metro Business College

Meno Busine

Patti Koluda, Yakima Valley County College

Takiiia vaiicy C

Janice Lawrence, Northwestern Business College

Suzann Lewison, Southwestern WI Technical College Marvin Mai, Empire College

Jackie Marshall, Ohio Business College

Faye Massey,

Northwest Mississippi Community College

Cheryl McGahee, Guilford Community College

Oumora Commun

Mary Jo McKinney, American School of Business

II I MANT

Hugh McNiece, Lincolnland County College

Rose Miller, Milwaukee Area Technical College Charlene Mulleollan, Dubois Business College



Jim Murray,

Western WI Technical College

Steve O'Rourke,

Newcastle Business School

Peggy Peterson, Rasmussen College Barbara Portzen.

Mid State Technical College

Edward Pratowski, Dorsey Business School

Rose Ramirez,

MTL Business College of

Stockton

Bill Rleodarmer,

Haywood County College

Linda Rockwall,

Ridley Lowell Business & Technical Institute

Steve Shaw, Tidewater Tech

Susan Shaw,

Southwestern Business

College

Chuck Sherryll, Community College of

Aurora

Forrest Simmons,

Portland Community College

Eileen Snyder, Harrisburg Area

Community College

Adina Solomon, Vatterott College

Walter Soroka,

Newcastle School of Trade

Teresa Stephenson,

Indianapolis Business School

Mary Susa,

Mid-State Technical College

Kermit Swanson, Rasmussen College

Paula Terrones,

College of Office Technology

Arthur Walter,

Suffolk Community College

Winston Wrenn,

Draughton Junior College

Gaylon Wright, Angelina College Sandra Young, Business Institute of

Pennsylvania

Many thanks to the academic, business, and other professionals who have provided contributions and support for the development of this text and package over many years:

Nancy Aiello Martha Cavalaris Abdul Hamza Joseph Moutran Santiago Alan Gilbert S. Cohen Lionel Howard Sylvia Ratner Bob Albrecht Patricia Conroy Scott Isenberg Cheryl Robinson John Aldrich Dave Cook Al Kahn Brian Rochlin John Anderson Ralph Covert Joseph Kreutle Michael Rohrer Vince Arenas Kimberly Lipscomb Joyce Samuels Nancy De La Vega Marcie Bader Elliott Denner Jaime Lopez Howard Schoninger Christine Balmori George DiOrio Marvin Mai Steven Steidel Robert Barton John Dunham Bill Taylor Jane Mangrum Charlie Beavin Ivan Figueroa Jim McHugh Richard Waldman Jessica Bergeman Mario Font Noemi McPherson Joseph Walzer Ed Blakemore **Butch Gemin** Sharon Meyer Kathryn Warren Joan Braverman John Godlewski Rolando Montoya Larry Zigler

Also, thanks to the corporate and government organizations that were used as examples and sources of information in preparing and developing this book:

7-Eleven CarMax
Aamco Center
Ace Hardware Chili's
Aetna Circuit City
Amazon.com Citicorp Financial Services

AMR Corporation Dairy Queen
Ann Taylor Darden Restaurants
Apple Dell

Arthur Andersen & Company

Auto Zone Do Bank of America Th

Baskin & Robbins

Best Buy

Board of Governors, Federal Reserve System Brinker International

Bureau of Labor Statistics

Dell
Dominos Pizza
Dow Jones, Inc.,

The Wall Street Journal eBay

Federal Express

Harley-Davidson

General Motors/Saturn Goodrich Google

Hotels.com
Insurance Information Institute

Internal Revenue Service Jiffy Lube Kellogg KFC Kinko's

Home Depot

Kodak Long John Silver

Lowe's Home Improvement Center Macaroni Grill

MasterCard International McDonald's The Miami Herald

Macy's

Microsoft

New York Times

Nike
Nissan
Office Depot
Olive Garden
On the Border
Panasonic
Pizza Hut

Popular Bank of Florida Radio Shack

Red Lobster Reebok, Inc. Ryder

Sea Ray Boats
Sirius Satellite Radio
Smith Barney Shearson



Sony
Sprint/Nextel
Starbucks
State of Florida, Department of
Revenue
Taco Bell

Target
Time, Inc., Fortune Magazine
Town & Country

Toyota Motors Toys "R" Us, Inc.

Transamerica Life Companies

Transocean Travelocity.com Tribune

TruValue Hardware

Tupperware

U. S. Census Bureau

U.S. Department of Commerce U.S. Department of Housing and W.

U.S. Government Printing Office, Statistical Abstract of the United

States

U.S. Postal Service
U.S. Timber
U-Haul

Urban Development

USA Today Wall Street Journal

Wall Street Journal Online

Wal-Mart, Inc.

Walt Disney Company

Wendy's West Marine XM Satellite Radio Yum Brands

I would like to gratefully acknowledge and thank the editorial, production, and marketing teams at South-Western, a part of Cengage Learning, for their insights and skillful support of the seventh edition. It has been a great pleasure working with them.

Special thanks to Aaron Arnsparger, Product Manager; Conor Allen, Content Developer; Darrell Frye, Content Project Manager; Stacy Shirley, Senior Art Director; and Mark Hopkinson, Media Developer.

Thanks to Mike Gordon and Fernando Rodriquez for their creativity, business acumen, and wonderful research.

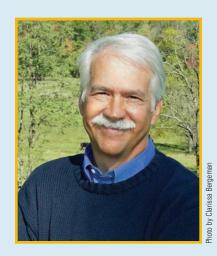
For his vital contributions to the success of the MathCue.Business software over all editions of this book, I thank Michael Rohrer very much.

I also wish to convey my love and thanks to my daughter, Jessy Bergeman, for her assistance with the development of MathCue.Business to accompany each of the past editions as well as her help with various aspects of the current edition of the text itself.

On the following page is a remembrance of Bob Brechner who worked tirelessly to develop this text. He was both a friend and a colleague and is deeply missed. I very much appreciate my good fortune in having had the opportunity to collaborate with him for more than sixteen years. I am also grateful to have the continuing support and friendship of Bob's wife, Shari Brechner, who has positively impacted this text from its very first edition.

Finally, I wish to express my love and gratitude to my wife, Clarissa. She has provided encouragement and support over many years, and I offer her my heartfelt thanks.

George Bergeman October, 2013



George Bergeman

George Bergeman's teaching career of over twenty-five years began at a small college in West Africa as a Peace Corps Volunteer and continued at Northern Virginia Community College, one of the largest multi-campus colleges in the country. Teaching awards included Faculty Member of the Year honors at his campus.

George is the author of numerous packages developed to provide targeted and effective support for instruction. His first package was a statistics software/workbook combination published in 1985, and since then he has developed a variety of software packages to support statistics, calculus, developmental math, and finite math including math of finance. MathCue.Business in conjunction with *Contemporary Mathematics for Business and Consumers* has been a focal point for George for more than sixteen years. During that time, he worked closely with Bob Brechner to develop and refine the package and now serves as coauthor for the seventh edition of the text.

George lives with his wife, Clarissa, near Washington, D.C. Their daughter, Jessy, recently completed grad school in Colorado after previously working in San Francisco, Boston, and Brazil. In his free time, George enjoys accompanying his wife and their young corgi, Simon,

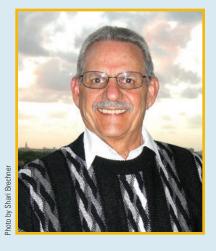
on walks and to training sessions in preparation for dog shows. Other hobbies include photography and videography, and these activities frequently intersect with dog training and dog shows. Along those lines, George and his wife produced a dog-sport training video which has been distributed throughout the United States and several other countries.



Remembering Robert Brechner ...

The textbook you're now reading in its seventh edition is possible due to six editions fueled by the creative energy and hard work of Bob Brechner. From the first, Bob had a clear idea of what students need and an exceedingly strong desire to carefully develop and then rework each and every element in this text until it could meet that need. All of Bob's efforts were directed toward giving students the absolute best chance to succeed, and he wanted to collaborate with instructors to provide a life changing experience for students. In fact, that was a large part of his motivation – to have the experience of learning mathematics and business leveraged to provide skills and confidence to meet the challenges beyond the campus environment.

Bob was Professor Emeritus, School of Business, at Miami-Dade College, the largest multi-campus community college in the country. During his 42 years at the College, he taught Business Math, Principles of Business, Marketing, Advertising, Public Relations, Management, and Personal Finance. Bob also served as Adjunct Professor at Florida Atlantic University, Boca Raton; International Fine Arts College, Miami; and Florida International University School of Journalism and Mass Communications.



Bob received a Bachelor of Science degree in Industrial Management from the Georgia Institute of Technology and a Masters of Business Administration from Emory University. He also consulted widely with industrial companies and published numerous books covering a variety of business topics.

Beginning with the first edition of this text, I was fortunate to have had the opportunity to work with Bob to help in this project. I clearly remember the call from Bob in which he outlined his vision and asked if I would develop software to complement the text. It was evident that Bob was tuned into the needs of both students and instructors, and I readily agreed.

Working with Bob was as fun as it was satisfying, and, with spouses included, we become great friends. As a result, our phone conversations managed to take many detours through photography, sports, family, friends, and the like. As enjoyable as these discussions were, it was a particular treat to share his pleasure in talking about instruction with faculty in person or via online webcasts.

Over the years I learned that Bob's approach to writing and instruction was in many ways a reflection of his approach to life in general. In all cases he had a 100% positive attitude coupled with a go-for-it mentality that made both his writing and the way he lived his life remarkable.

All of those who knew Bob were not the least surprised to discover he faced cancer with strength and a consistently positive outlook. With his wife, Shari Joy, providing support as always, he fought courageously and with exceptionally good humor for far longer than medical personnel had reason to expect.

Just as his approach to life and writing were intertwined, he is remembered with fondness and admiration by overlapping sets of friends and academic associates. In truth, it wasn't possible to be an associate and not also be friend, and that, in itself, is a wonderful part of his legacy.

George Bergeman October, 2013

BRIEF CONTENTS

Chapter 1

Whole Numbers 1

Chapter 2

Fractions 31

Chapter 3

Decimals 64

Chapter 4

Checking Accounts 91

Chapter 5

Using Equations to Solve Business Problems 123

Chapter 6

Percents and Their Applications in Business 154

Chapter 7

Invoices, Trade Discounts, and Cash Discounts 189

Chapter 8

Markup and Markdown 229

Chapter 9

Payroll 262

Chapter 10

Simple Interest and Promissory Notes 304

Chapter 11

Compound Interest and Present Value 341

Chapter 12

Annuities 369

Chapter 13

Consumer and Business Credit 406

Chapter 14

Mortgages 451

Appendix A

Answers to Odd-Numbered Exercises A-2

Index I-1

Chapter 1: Whole Numbers 1

Section I: The Decimal Number System: Whole Numbers 2

- 1-1 Reading and writing whole numbers in numerical and word form 2
- 1-2 Rounding whole numbers to a specified place value 4

Section II: Addition and Subtraction of Whole Numbers 7

- 1-3 Adding whole numbers and verifying your answers 7
- 1-4 Subtracting whole numbers and verifying your answers 9

Section III: Multiplication and Division of Whole Numbers 14

- 1-5 Multiplying whole numbers and verifying your answers 14
- 1-6 Dividing whole numbers and verifying your answers 17

Chapter 2: Fractions 31

Section I: Understanding and Working with Fractions 32

- 2-1 Distinguishing among the various types of fractions 32
- 2-2 Converting improper fractions to whole or mixed numbers 33
- 2-3 Converting mixed numbers to improper fractions 34
- 2-4 Reducing fractions to lowest terms 35
- 2-5 Raising fractions to higher terms 37

Section II: Addition and Subtraction of Fractions 40

- 2-6 Determining the least common denominator (LCD) of two or more fractions 40
- 2-7 Adding fractions and mixed numbers 41
- 2-8 Subtracting fractions and mixed numbers 43

Section III: Multiplication and Division of Fractions 49

- 2-9 Multiplying fractions and mixed numbers 49
- 2-10 Dividing fractions and mixed numbers 51

Chapter 3: Decimals 64

Section I: Understanding Decimal Numbers 65

- 3-1 Reading and writing decimal numbers in numerical and word form 65
- 3-2 Rounding decimal numbers to a specified place value 67

Section II: Decimal Numbers and the Fundamental Processes 70

- 3-3 Adding and subtracting decimals 70
- 3-4 Multiplying decimals 71
- 3-5 Dividing decimals 72

Section III: Conversion of Decimals to Fractions and Fractions to Decimals 78

- 3-6 Converting decimals to fractions 78
- 3-7 Converting fractions to decimals 79

Chapter 4: Checking Accounts 91

Section I: Understanding and Using Checking Accounts 92

- 4-1 Opening a checking account and understanding how various forms are used 92
- 4-2 Writing checks in proper form 94
- 4-3 Endorsing checks by using blank, restrictive, and full endorsements 95
- 4-4 Preparing deposit slips in proper form 97
- 4-5 Using check stubs or checkbook registers to record account transactions 98

Section II: Bank Statement Reconciliation 105

- 4-6 Understanding the bank statement 105
- 4-7 Preparing a bank statement reconciliation 107

Chapter 5: Using Equations to Solve Business Problems 123

Section I: Solving Basic Equations 124

- 5-1 Understanding the concept, terminology, and rules of equations 124
- 5-2 Solving equations for the unknown and proving the solution 125
- 5-3 Writing expressions and equations from written statements 131

Section II: Using Equations to Solve Business-Related Word Problems 134

- 5-4 Setting up and solving business-related word problems by using equations 134
- 5-5 Understanding and solving ratio and proportion problems 138

Chapter 6: Percents and Their Applications in Business 154

Section I: Understanding and Converting Percents 155

- 6-1 Converting percents to decimals and decimals to percents 155
- 6-2 Converting percents to fractions and fractions to percents 157

XIV CONTENTS

Section II: Using the Percentage Formula to Solve Business Problems 160

- 6-3 Solving for the portion 161
- 6-4 Solving for the rate 163
- 6-5 Solving for the base 165

Section III: Solving Other Business Problems Involving Percents 170

- 6-6 Determining rate of increase or decrease 170
- 6-7 Determining amounts in increase or decrease situations 173
- 6-8 Understanding and solving problems involving percentage points 176

Chapter 7: Invoices, Trade Discounts, and Cash Discounts 189

Section I: The Invoice 190

- 7-1 Reading and understanding the parts of an invoice 190
- 7-2 Extending and totaling an invoice 193

Section II: Trade Discounts—Single 197

- 7-3 Calculating the amount of a single trade discount 197
- 7-4 Calculating net price by using the net price factor, complement method 197
- 7-5 Calculating trade discount rate when list price and net price are known 198

Section III: Trade Discounts—Series 202

- 7-6 Calculating net price and the amount of a trade discount by using a series of trade discounts 202
- 7-7 Calculating the net price of a series of trade discounts by using the net price factor, complement method 203
- 7-8 Calculating the amount of a trade discount by using a single equivalent discount 204

Section IV: Cash Discounts and Terms of Sale 208

- 7-9 Calculating cash discounts and net amount due 209
- 7-10 Calculating net amount due, with credit given for partial payment 211
- 7-11 Determining discount date and net date by using various terms of sale dating methods 212

Chapter 8: Markup and Markdown 229

Section I: Markup Based on Cost 230

- 8-1 Understanding and using the retailing equation to find cost, amount of markup, and selling price of an item 230
- 8-2 Calculating percent markup based on cost 232
- 8-3 Calculating selling price when cost and percent markup based on cost are known 233
- 8-4 Calculating cost when selling price and percent markup based on cost are known 234

Section II: Markup Based on Selling Price 237

- 8-5 Calculating percent markup based on selling price 237
- 8-6 Calculating selling price when cost and percent markup based on selling price are known 238
- 8-7 Calculating cost when selling price and percent markup based on selling price are known 239
- 8-8 Converting percent markup based on cost to percent markup based on selling price, and vice versa 240

Section III: Markdowns, Multiple Operations, and Perishable Goods 244

8-9 Determining the amount of markdown and the markdown percent 244

- 8-10 Determining the sale price after a markdown and the original price before a markdown 245
- 8-11 Computing the final selling price after a series of markups and markdowns 246
- 8-12 Calculating the selling price of perishable goods 248

Chapter 9: Payroll 262

Section I: Employee's Gross Earnings and Incentive Pay Plans 263

- 9-1 Prorating annual salary on the basis of weekly, biweekly, semimonthly, and monthly pay periods 263
- 9-2 Calculating gross pay by hourly wages, including regular and overtime rates 264
- 9-3 Calculating gross pay by straight and differential piecework schedules 265
- 9-4 Calculating gross pay by straight and incremental commission, salary plus commission, and drawing accounts 267

Section II: Employee's Payroll Deductions 273

- 9-5 Computing FICA taxes, both social security and Medicare, withheld from an employee's paycheck 273
- 9-6 Calculating an employee's federal income tax withholding (FIT) by the percentage method 275
- 9-7 Determining an employee's total withholding for federal income tax, social security, and Medicare using the combined wage bracket tables 278

Section III: Employer's Payroll Expenses and Self-Employed Person's Tax Responsibility 283

- 9-8 Computing FICA tax for employers and self-employment tax for self-employed persons 283
- 9-9 Computing the amount of state unemployment tax (SUTA) and federal unemployment tax (FUTA) 285
- 9-10 Calculating employer's fringe benefit expenses 286
- 9-11 Calculating quarterly estimated tax for self-employed persons 287

Chapter 10: Simple Interest and Promissory Notes 304

Section I: Understanding and Computing Simple Interest 305

- 10-1 Computing simple interest for loans with terms of years or months 305
- 10-2 Calculating simple interest for loans with terms of days by using the exact interest and ordinary interest methods 306
- 10-3 Calculating the maturity value of a loan 308
- 10-4 Calculating the number of days of a loan 309
- 10-5 Determining the maturity date of a loan 310

Section II: Using the Simple Interest Formula 313

- 10-6 Solving for the principal 313
- 10-7 Solving for the rate 314
- 10-8 Solving for the time 315
- 10-9 Calculating loans involving partial payments before maturity 316

Section III: Understanding Promissory Notes and Discounting 322

- 10-10 Calculating bank discount and proceeds for a simple discount note 323
- 10-11 Calculating true, or effective, rate of interest for a simple discount note 324
- 10-12 Discounting notes before maturity 324
- 10-13 Purchasing U.S. Treasury bills 326

CONTENTS

Chapter 11: Compound Interest and Present Value 341

Section I: Compound Interest—The Time Value of Money 342

- 11-1 Manually calculating compound amount (future value) and compound interest 343
- 11-2 Computing compound amount (future value) and compound interest by using compound interest tables 344
- 11-3 Creating compound interest table factors for periods beyond the table 347
- 11-4 Calculating annual percentage yield (APY) or effective interest rate 348
- 11-5 Calculating compound amount (future value) by using the compound interest formula 349

Section II: Present Value 354

- 11-6 Calculating the present value of a future amount by using present value tables 354
- 11-7 Creating present value table factors for periods beyond the table 356
- 11-8 Calculating present value of a future amount by using the present value formula 357

Chapter 12: Annuities 369

Section I: Future Value of an Annuity: Ordinary and Annuity Due 370

- 12-1 Calculating the future value of an ordinary annuity by using tables 370
- 12-2 Calculating the future value of an annuity due by using tables 372
- 12-3 Calculating the future value of an ordinary annuity and an annuity due by formula 375

Section II: Present Value of an Annuity: Ordinary and Annuity Due 379

- 12-4 Calculating the present value of an ordinary annuity by using tables 380
- 12-5 Calculating the present value of an annuity due by using tables 381
- 12-6 Calculating the present value of an ordinary annuity and an annuity due by formula 382

Section III: Sinking Funds and Amortization 387

- 12-7 Calculating the amount of a sinking fund payment by table 387
- 12-8 Calculating the amount of an amortization payment by table 389
- 12-9 Calculating sinking fund payments by formula 389
- 12-10 Calculating amortization payments by formula 390

Chapter 13: Consumer and Business Credit 406

Section I: Open-End Credit—Charge Accounts, Credit Cards, and Lines of Credit 407

- 13-1 Calculating the finance charge and new balance by using the unpaid or previous month's balance method 408
- 13-2 Calculating the finance charge and new balance by using the average daily balance method 412
- 13-3 Calculating the finance charge and new balance of business and personal lines of credit 414

Section II: Closed-End Credit—Installment Loans 421

13-4 Calculating the total deferred payment price and the amount of the finance charge of an installment loan 421

13-5 Calculating of the regular monthly payments of an installment loan by the add-on interest method 423

χv

- 13-6 Calculating the annual percentage rate of an installment loan by APR tables and by formula 424
- 13-7 Calculating the finance charge and monthly payment of an installment loan by using the APR tables 429
- 13-8 Calculating the finance charge rebate and the payoff for loans paid off early by using the sum-of-the-digits method 430

Chapter 14: Mortgages 451

Section I: Mortgages—Fixed-Rate and Adjustable-Rate 452

- 14-1 Calculating the monthly payment and total interest paid on a fixed-rate mortgage 453
- 14-2 Preparing a partial amortization schedule of a mortgage 455
- 14-3 Calculating the monthly PITI of a mortgage loan 457
- 14-4 Understanding closing costs and calculating the amount due at closing 458
- 14-5 Calculating the interest rate of an adjustable-rate mortgage (ARM) 461

Section II: Second Mortgages—Home Equity Loans and Lines of Credit 467

- 14-6 Calculating the potential amount of credit available to a borrower 467
- 14-7 Calculating the housing expense ratio and the total obligations ratio of a borrower 468

Appendix A: Answers to Odd-Numbered Exercises A-2

Index I-1

CHAPTER

Whole Numbers



Performance Objectives

SECTION I: The Decimal Number System: Whole Numbers

- 1-1: Reading and writing whole numbers in numerical and word form (p. 2)
- 1-2: Rounding whole numbers to a specified place value (p. 4)

SECTION II: Addition and Subtraction of Whole Numbers

1-3: Adding whole numbers and verifying your answers (p. 7)

1-4: Subtracting whole numbers and verifying your answers (p. 9)

SECTION III: Multiplication and Division of Whole Numbers

- 1-5: Multiplying whole numbers and verifying your answers (p. 14)
- 1-6: Dividing whole numbers and verifying your answers (p. 17)

2 CHAPTER 1 • WHOLE NUMBERS

SECTION I

1

THE DECIMAL NUMBER SYSTEM: WHOLE NUMBERS

Numbers are one of the primary tools used in business. The ability to read, comprehend, and manipulate numbers is an essential part of the everyday activity in today's complex business world. To be successful, business students should become competent and confident in dealing with numbers.

We will begin our study of business mathematics with whole numbers and their basic operations—addition, subtraction, multiplication, and division. The material in this chapter is based on the assumption that you have a basic working knowledge of these operations. Our goal is to review these fundamentals and build accuracy and speed. This arithmetic review will set the groundwork for our study of fractions, decimals, and percentages. Most business math applications involve calculations using these components.

1-1

READING AND WRITING WHOLE NUMBERS IN NUMERICAL AND WORD FORM

decimal number system A system using the 10 Hindu-Arabic symbols 0 through 9. In this place value system, the position of a digit to the left or right of the decimal point affects its value.

decimal point A dot written in a decimal number to indicate where the place values change from whole numbers to decimals.

whole numbers Any numbers 0 or greater that do not contain a decimal or fraction. Whole numbers are found to the left of the decimal point. Also known as an integer. For example, 6, 25, and 300 are whole numbers.

The number system most widely used in the world today is known as the Hindu-Arabic numeral system, or **decimal number system**. This system is far superior to any other for today's complex business calculations. It derives its name from the Latin words *decimus*, meaning 10th, and *decem*, meaning 10. The decimal system is based on 10s, with the starting point marked by a dot known as the **decimal point**. The decimal system uses the 10 familiar Hindu-Arabic symbols or digits:

0, 1, 2, 3, 4, 5, 6, 7, 8, 9

The major advantage of our decimal system over previous systems is that the position of a digit to the left or right of the decimal point affects its value. This enables us to write any number with only the 10 single-digit numbers, 0 through 9. For this reason, we have given names to the places or positions. In this chapter, we work with places to the left of the decimal point, **whole numbers**. The next two chapters are concerned with the places to the right of the decimal point, fractions, and decimals.

When whole numbers are written, a decimal point is understood to be located on the right of the number. For example, the number 27 is actually

27.

The decimal point is not displayed until we write a decimal number or dollars and cents, such as 27.25 inches or \$27.25.



Skills you acquire in this course will be applied frequently in your roles as a consumer and a businessperson.

Exhibit 1-1 illustrates the first 15 places, and five groups, of the decimal number system. Note that our system is made up of groups of three places, separated by commas, each with its own name. Whole numbers start at the understood decimal point and increase in value from right to left. Each group contains the same three places: ones, tens, and hundreds. Note that each place increases by a factor of "times 10." The group names are units, thousands, millions, billions, and trillions.

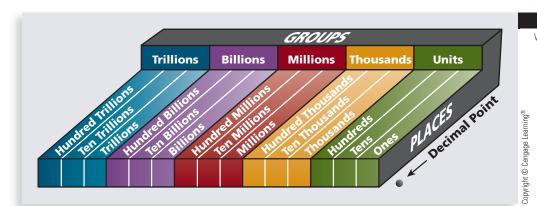


EXHIBIT 1-1

Whole Number Place Value Chart

STEPS FOR READING AND WRITING WHOLE NUMBERS

- **STEP 1.** Beginning at the right side of the number, insert a comma after every three digits to mark the groups.
- **STEP 2.** Beginning from left to right, name the digits and the groups. The units group and groups that have all zeros are not named.
- **STEP 3.** When writing whole numbers in word form, the numbers from 21 to 99 are hyphenated, except for the decades (e.g., thirty). For example, 83 would be written as eighty-three.

Note: The word *and* should *not* be used in reading or writing whole numbers. It represents the decimal point and will be covered in Chapter 3.

Learning Tip

Whole numbers with four digits may be written with or without a comma. For example, 3,400 or 3400 are both correct.

EXAMPLE 1 READING AND WRITING WHOLE NUMBERS

Read and write the following whole numbers in numerical and word form.

a. 14296
b. 560
c. 2294857
d. 184910
e. 3004959001
f. 24000064

SOLUTIONSTRATEGY

Following the steps above, we insert the commas to mark the groups, then read and write the numbers from left to right.

	Number	Numerical Form	Word Form
a.	14296	14,296	fourteen thousand, two hundred ninety-six
b.	560	560	five hundred sixty
c.	2294857	2,294,857	two million, two hundred ninety-four
			thousand, eight hundred fifty-seven
d.	184910	184,910	one hundred eighty-four thousand, nine
			hundred ten
e.	3004959001	3,004,959,001	three billion, four million, nine hundred
			fifty-nine thousand, one
f.	24000064	24,000,064	twenty-four million, sixty-four



In text, large numbers, in the millions and greater, may be easier to read by writing the "zeros portion" in words. For example, 44,000,000,000,000 may be written as 44 trillion.

TRYITEXERCISE 1

Read and write the following whole numbers in numerical and word form.

- a. 49588
- b. 804
- c. 1928837

- d. 900015
- e. 6847365911
- f. 2000300007

CHECK YOUR ANSWERS WITH THE SOLUTIONS ON PAGE 24.

1-2

ROUNDING WHOLE NUMBERS TO A SPECIFIED PLACE VALUE

rounded numbers Numbers that are approximations or estimates of exact numbers. For example, 50 is the rounded number of the exact number 49.

estimate To calculate approximately the amount or value of something. The number 50 is an estimate of 49.

rounding all the way A process of rounding numbers to the first (i.e., the leftmost) digit. Used to prework a problem to an estimated answer. For example, 2,865 rounded all the way is 3,000.



Pricey Diplomas

In the past three decades, college costs¹ have increased more than sevenfold at private schools and sixfold at public ones.

- Private four-year

 Public four-year
- 1978–79
- \$4,610
- \$2,145

2008-09

- 1988–89
- \$11,660
- \$4,455
- 1998–99 \$20,462 \$7,769

\$14,333 2012–13

\$39,518

\$34,132

1. Figures include tuition, fees, and room and board and are not adjusted for inflation.

Source: The College Board

In many business applications, the use of an approximation of an exact number may be more desirable than using the number itself. Approximations, or **rounded numbers**, are easier to refer to and remember. For example, if a grocery store carries 9,858 items on its shelves, you would probably say that it carries 10,000 items. If you drive 1,593 miles, you would say that the trip is 1,600 miles. Another rounding application in business involves money. If your company has profits of \$1,302,201, you might refer to this exact amount by the rounded number \$1,300,000. Money amounts are usually rounded to the nearest cent, although they could also be rounded to the nearest dollar.

Rounded numbers are frequently used to **estimate** an answer to a problem before that problem is worked. Estimation approximates the exact answer. By knowing an estimate of an answer in advance, you will be able to catch many math errors. When using estimation to prework a problem, you can generally round off to the first (i.e., the leftmost) digit, which is called **rounding all the way**.

Once you have rounded to the first digit, perform the indicated math procedure. This can often be done quickly and will give you a ballpark or general idea of the actual answer. In the example below, the estimated answer of 26,000 is a good indicator of the "reasonableness" of the actual answer.

Estimated Solution			
Original Calculation	(rounding all the way)	Actual Solution	
19,549	20,000	19,549	
+ 6,489	+ 6,000	+ 6,489	
	26 000	26.038	

If, for example, you had mistakenly added for a total of 23,038 instead of 26,038, your estimate would have immediately indicated that something was wrong.

STEPS FOR ROUNDING WHOLE NUMBERS TO A SPECIFIED PLACE VALUE

- **TEP 1.** Determine the place to which the number is to be rounded.
- **STEP 2a.** If the digit to the right of the place being rounded is 5 or more, increase the digit in that place by 1.
- **STEP 2b.** If the digit to the right of the place being rounded is 4 or less, do not change the digit in the place being rounded.
- **STEP 3.** Change all digits to the right of the place being rounded to zeros.

ROUNDING WHOLE NUMBERS

Round the following numbers to the indicated place.

- a. 1,867 to tens
- b. 760 to hundreds
- c. 129,338 to thousands
- d. 293,847 to hundred thousands
- e. 97,078,838,576 to billions
- f. 85,600,061 all the way

SOLUTIONSTRATEGY

Following the steps on page 4, locate the place to be rounded, use the digit to the right of that place to determine whether to round up or leave it as is, and change all digits to the right of the place being rounded to zeros.

		Place	Rounded
		Indicated	Number
a.	1,867 to tens	1,867	1,870
b.	760 to hundreds	760 =	800
c.	129,338 to thousands	129,338	129,000
d.	293,847 to hundred thousands	293,847	300,000
e.	97,078,838,576 to billions	97,078,838,576	97,000,000,000
f.	85,600,061 all the way	85,600,061 =	90,000,000

TRYITEXERCISE 2

Round the following numbers to the indicated place.

- a. 51,667 to hundreds
- b. 23,441 to tens
- c. 175,445,980 to ten thousands

- d. 59,561 all the way
- e. 14,657,000,138 to billions f. 8,009,070,436 to ten millions

CHECK YOUR ANSWERS WITH THE SOLUTIONS ON PAGE 24.

REVIEW EXERCISES

SECTION I

Read and write the following whole numbers in numerical and word form.



	Number	Numerical Form	Word Form
1.	22938	22,938	Twenty-two thousand, nine hundred thirty-eight
2.	1573		
3.	184		
4.	984773		
5.	2433590		
6.	49081472		

CHAPTER 1 • WHOLE NUMBERS



Write the following whole numbers in numerical form.

7.	One hundred eighty-three thousand, six hundred twenty-two	183,622
8.	Two million, forty-three thousand, twelve	
9.	According to Globo's G1 website, expenses in preparation for the 2014	
	World Cup in Brazil reached forty billion dollars. Write this number in	
	numerical form	



Match the following numbers in word form with the numbers in numerical form.

10.	One hundred two thousand, four hundred seventyb_	a.	12,743
11.	One hundred twelve thousand, seven hundred forty-three	b.	102,470
12.	Twelve thousand, seven hundred forty-three	c.	11,270
13.	Eleven thousand, two hundred seventy	d.	112,743
14.	According to NCR Corporation, retailers in America generate 228,700,000 pounds of paper receipts per year. Write this number in word form.		



Round the following numbers to the indicated place.

15.	1,757 to tens	1,760
16.	32,475 to thousands	
17.	235,376 to hundreds	
18.	559,443 to ten thousands	
19.	8,488,710 to millions	
20.	45,699 all the way	
21.	1,325,669,226 to hundred millions	
22.	23,755 all the way	

- 23. According to the American Wind Energy Association, Texas has the highest operating wind capacity, 8,797 megawatts. Iowa is second with 3,053 megawatts capacity.
 - a. Write each of these numbers in word form.
 - b. Round each of these numbers to the nearest hundred.
- 24. According to the *Financial Times*, in a recent recession, outstanding consumer credit in the United States fell to \$2,460,000,000,000— the seventh straight monthly decline. Most of the drop came as a result of consumers paying down revolving debt such as credit cards.
 - a. Write this number in word form.
 - b. Round this number to the nearest hundred billion.

BUSINESS DECISION: UP OR DOWN?

25. You are responsible for writing a monthly stockholders' report about your company. Your boss has given you the flexibility to round the numbers to tens, hundreds, thousands, and so on, or not at all, depending on which is most beneficial for the company's image. For each of the following monthly figures, make a rounding choice and explain your reasoning.

_	74.460	1	C '4	C 4
a.	/4,409—	-number	or nems	manufactured

- b. \$244,833—your department's net sales for the month
- c. 5,648—defective items manufactured
- d. \$649,341—total company profit
- e. 149 new customers



SECTION II

Addition and Subtraction of Whole Numbers

Addition and subtraction are the most basic mathematical operations. They are used in almost all business calculations. In business, amounts of things or dollars are often combined or added to determine the total. Likewise, subtraction is frequently used to determine an amount of something after it has been reduced in quantity.

ADDING WHOLE NUMBERS AND VERIFYING YOUR ANSWERS

Addition is the mathematical process of computing sets of numbers to find their sum, or total. The numbers being added are known as **addends**, and the result or answer of the addition is known as the sum, total, or amount. The "+" symbol represents addition and is called the plus sign.

> 1,932 addend 2,928 addend + 6,857 addend 11,717 total

1-3

addition The mathematical process of computing sets of numbers to find their sum, or total.

addends Any of a set of numbers being added in an addition problem. For example, 4 and 1 are the addends of the addition problem 4 + 1 = 5.

sum, total, or amount The result or answer of an addition problem. The number 5 is the sum, or total, of 4 + 1 = 5.

plus sign The symbol "+" representing addition.

STEPS FOR ADDING WHOLE NUMBERS

- **STEP 1.** Write the whole numbers in columns so that you line up the place values units, tens, hundreds, thousands, and so on.
- **STEP 2.** Add the digits in each column, starting on the right with the units column.
- **STEP 3.** When the total in a column is greater than nine, write the units digit and carry the tens digit to the top of the next column to the left.

VERIFYING ADDITION

Generally, when adding the digits in each column, we add from top to bottom. An easy and commonly used method of verifying your addition is to add the numbers again, but this time from bottom to top. By adding the digits in the reverse order, you will reduce the chance of making the same error twice.

For illustrative purposes, addition verification will be rewritten in reverse. In actuality, you do not have to rewrite the numbers; just add them from bottom to top. As mentioned earlier, you will achieve speed and accuracy with practice.

Learning Tip

Once you become proficient at verifying addition, you can speed up your addition by recognizing and combining two numbers that add up to 10, such as 1 + 9, 2 + 8, 6 + 4, and 5 + 5. After you have mastered combining two numbers, try combining three numbers that add up to 10, such as 3 + 3 + 4, 2 + 5 + 3, and 4 + 4 + 2.

Verification	
6	
3	
$\frac{+8}{17}$	

A WORD ABOUT WORD PROBLEMS

In business math, calculations are only a part of the story! Most importantly, business math requires the ability to (1) understand and analyze the facts of business situations, (2) determine what information is given and what is missing, (3) decide what strategy and procedure is required to solve for an answer, and (4) verify your answer. Business application word problems are an important part of each chapter's subject matter. As you progress through the course, your ability to analyze and solve these business situations will improve. Now start slowly and relax!

ADDING WHOLE NUMBERS

Add the following sets of whole numbers. Verify your answers by adding in reverse.

40.562 29,381

+60,095

b. 2,293 + 121 + 7,706 + 20 + 57,293 + 4

c. Galaxy Industries, a furniture manufacturing company, has 229 employees in the design and cutting department, 439 employees in the assembly department, and 360 employees in the finishing department. There are 57 warehouse workers, 23 salespeople, 4 bookkeepers, 12 secretaries, and 5 executives. How many people work for this company?

SOLUTIONSTRATEGY

Step 1. Write the numbers in columns so that the place values line up. In this example, they are already lined up.

29,381 + 60,095 130,038

40,562 **Step 2.** Add the digits in each column, starting with the units column. *Units column:* 2 + 1 + 5 = 8Enter the 8 under the units column. *Tens column:* 6 + 8 + 9 = 23Enter the 3 under the tens column and carry the 2 to the hundreds column.

Verification: 60,095 29,381 +40,562

130,038

Hundreds column: 2 + 5 + 3 + 0 = 10Enter the 0 under the hundreds column and carry the 1 to the thousands column.

Thousands column: 1 + 0 + 9 + 0 = 10Enter the 0 under the thousands column and carry the 1 to the ten thousands column.

Ten thousands column: 1 + 4 + 2 + 6 = 13Enter the 3 under the ten thousands column and the 1 under the hundred thousands column.

IN THE Business World

Basic math proficiency without calculators is important. Calculators are not permitted on most employment tests and Civil Service exams.

b.	Addition	Verification	c. Addition	Verification
	2,293	4	229	5
	121	57,293	439	12
	7,706	20	360	4
	20	7,706	57	23
	57,293	121	23	57
	+ 4	+ 2,293	4	360
	67,437	67,437	12	439
			+ 5	+ 229
			1,129	1,129

TRYITEXERCISE 3

Add the following sets of whole numbers and verify your answers.

- b. 6.948 + 330 + 7.946 + 89 + 5.583.991 + 7 + 18.60639.481 5,594 +11,029
- c. Anthony's Italian Restaurant served 183 meals on Monday, 228 meals on Tuesday, 281 meals on Wednesday, 545 meals on Thursday, and 438 meals on Friday. On the weekend, it served 1,157 meals. How many total meals were served that week?

CHECK YOUR ANSWERS WITH THE SOLUTIONS ON PAGE 24.

SUBTRACTING WHOLE NUMBERS AND VERIFYING YOUR ANSWERS

Subtraction is the mathematical computation of taking away, or deducting, an amount from a given number. Subtraction is the opposite of addition. The original or top number is the minuend; the amount we are subtracting from the original number is the subtrahend; and the answer is the **remainder**, or **difference**. The "-" symbol represents subtraction and is called the minus sign.

STEPS FOR SUBTRACTING WHOLE NUMBERS

- **STEP 1.** Write the whole numbers in columns so that the place values line up.
- **STEP 2.** Starting with the units column, subtract the digits.
- STEP 3. When a column cannot be subtracted, you must "borrow" a digit from the column to the left of the one you are working in.

VERIFYING SUBTRACTION

An easy and well-known method of verifying subtraction is to add the difference and the subtrahend. If you subtracted correctly, this total will equal the minuend.

	Subtraction		Verification		
	200	minuend	150	difference	
-	- 50	subtrahend	+ 50	subtrahend	
	150	difference	200	minuend	

EXAMPLE4 SUBTRACTING WHOLE NUMBERS

Subtract the following whole numbers and verify your answers.

- a. 4,968 - 192
- b. 189,440 1,347
- c. On Monday morning, Appliance Depot had 165 microwave ovens in inventory. During the week, the store had a clearance sale and sold 71 of the ovens. How many ovens remain in stock for next week?

1-4

subtraction The mathematical process of taking away, or deducting, an amount from a

minuend In subtraction, the original number. The amount from which another number, the subtrahend, is subtracted. For example, 5 is the minuend of the subtraction problem 5 - 1 = 4.

subtrahend The amount being taken or subtracted from the minuend. For example, 1 is the subtrahend of 5 - 1 = 4

difference or remainder The number obtained when one number is subtracted from another. The answer or result of subtraction. For example, 4 is the difference or remainder of 5 - 1 = 4.

minus sign The symbol "-" representing subtraction.