

SALES STATISTICS FOR READ-ME LTD

Book Title	Retail Price per book	Commission Earned by Salesperson (as % of Retail Price)	Annual Sales Target for Each Salesperson (in Books)
Pacific Sailing	£15.60	15.0%	1200
Chinese Cuisine	£16.50	14.0%	1200
Comic Verse	£18.48	12.5%	500
Euro Travel	£14.50	16.0%	2000
Science Today	£17.50	14.0%	600

1-4

LUXURY LIMOUSINE COMPANY

Hire Prices*

Total Distance Driven (in miles)	Rate Per Mile Driven	
	Standard Limousine	Executive Limousine
1 – 100	100p	150p
101 – 200	70p	108p
201 – 300	60p	96p
301 +	50p	82p
Flat Rate Hire Charge	£50	£80

*All hirers must pay Flat Rate Hire Charge in addition to the charge for miles driven

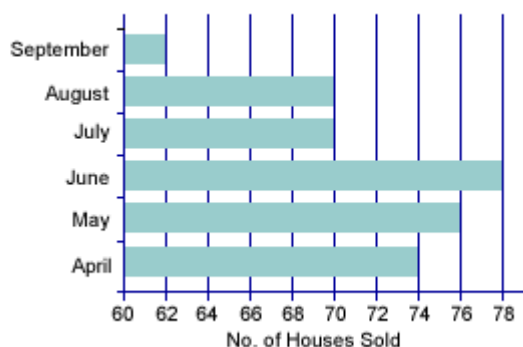
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PURCHASE CREDIT PLAN

Amount Owng	PERIOD OF REPAYMENT	
	6 MONTHS	12 MONTHS
	Monthly Repayments	Monthly Repayments
£250.00	£50.10	£27.50
£400.00	£75.80	£40.95
£600.00	£112.50	£59.60
£1,000.00	£180.65	£95.65

10-12

HOUSE SALES GRAPH

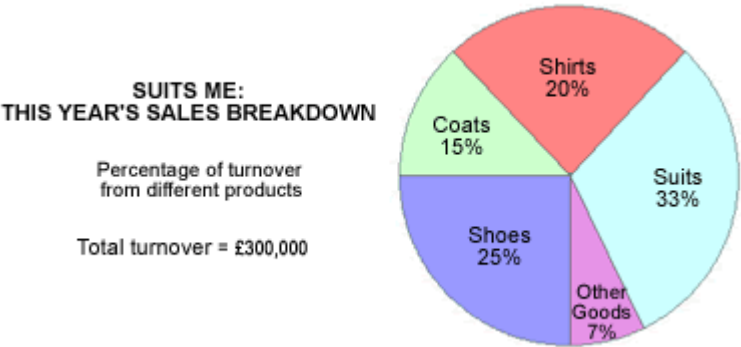


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JANUARY SALES FIGURES

Salesperson	Product W	Product X	Product Y	Product Z
John	£2505	£400	£150	£250
Wesley	£3120	£810	£402	£500
Chantal	£6400	£1300	£214	£740
Paula	£4000	£543	£306	£301
Manoj	£8015	£1202	£590	£505

15-16



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DISTANCE CHART: in Miles

Amberford								
486	Blackbay							
142	370	Claybrook						
308	208	210	Drake					
372	152	276	67	Eastham				
340	178	240	33	37	Fairfield			
530	118	415	224	158	192	Gregstead		
301	229	207	24	78	52	236	Hamilton	

18-19

KPS Retail Outlets: Weekly Sales by Location

Location	Under \$50,000	\$50,000 to \$99,999	\$100,000 to \$149,999	\$150,000 to \$199,999	\$200,000 and over	Totals
Metropolitan (Metros)	3,316	2,843	1,896	948	474	9,475
Shopping Malls (Malls)	158	316	633	949	1,107	3,163
Totals	3,474	3,159	2,528	1,896	1,581	12,638

20-21

**Graduate & Non-Graduate
Employment Profiles for Tartleton District**

Employment Sector	Graduate	Non-graduate
Business Services	735,000	108,000
Public Administration	525,000	108,000
Education	294,000	117,000
Health	315,000	162,000
Self-employed	210,000	198,000
Other	21,000	207,000
Total	2,100,000	900,000

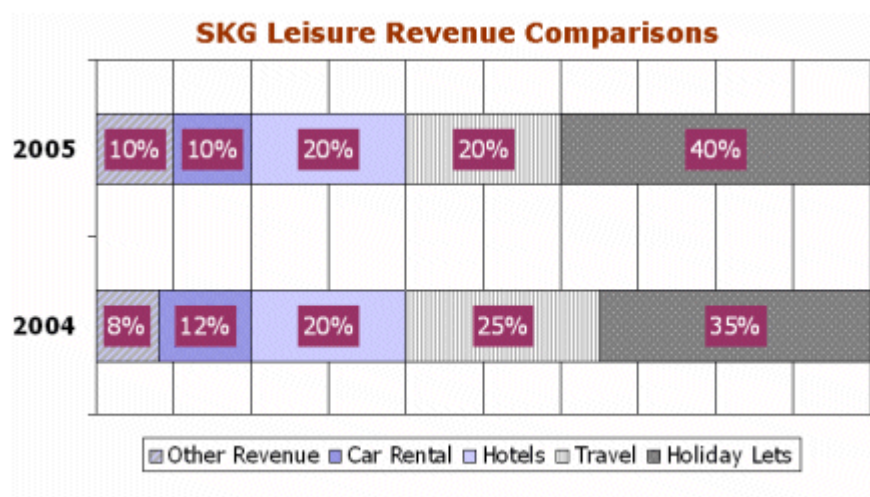
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Production Costs by Product Line and Month

		Jun	Jul	Aug	Sept	Oct	Average cost per unit of production (\$)
Line A	Units Produced*	201	433	505	774	775	\$0.62
	Machines Employed	25	26	37	38	40	
Line B	Units Produced*	308	608	677	722	895	\$0.54
	Machines Employed	35	87	92	93	106	
Line C	Units Produced*	214	336	935	990	1,109	\$0.45
	Machines Employed	50	87	165	184	187	

*In 000's

25-27



28-29

none

30-32

COMPUTER PRINTERS PRODUCT INFORMATION

Model	Recommended Retail Price per Unit (RRP)	Discounted Retail Price per Unit (DRP)	Maintenance Costs (per year)	Ink Cartridge	Pages Printed Per cartridge
Quick Print 1	£995	£795	£75	£14.95	750
Quick Print Extra	£1295	£975	£75	£17.95	900
Clear Print	£1395	£1115	£95	£25.00	1000
Sprint Print	£1595	£1275	£95	£17.95	950
Compact Print	£795	£695	£95	£21.95	600

33-34

MICROWAVE OVEN PRICE CHART

Microwave Oven Model	Recommended Retail Price per Unit (RRP)	Discounted Retail Price per Unit (DRP)	Trade Price for orders of less than 10 (per unit)	Trade Price for orders of 10 or more (per unit)
FM 401	£229.95	£194.95	£130	£115
FM 402	£249.95	£211.95	£140	£129
XA 1000	£274.95	£232.95	£160	£145
XA 1010	£289.95	£245.95	£150	£147
PA 500	£334.95	£284.95	£190	£172
PA 500S	£395.95	£334.95	£215	£205

35-36

CUSTOMER SATISFACTION SURVEY

“Which aspect of the store attracts you the most”?

Percentage Choosing Each Aspect

Aspect of the Store	Store Age (in months)		All stores nationwide
	6-12	13-24	
Location	22%	28%	25%
Efficiency of Service	18%	16%	17%
Decor	1%	2%	2%
Friendly Staff	16%	12%	14%
Prices	32%	26%	26%
Product Quality	10%	13%	13%
Crèche Facilities	1%	3%	3%
TOTAL	100%	100%	100%

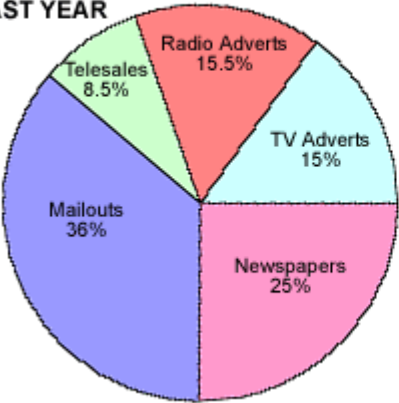
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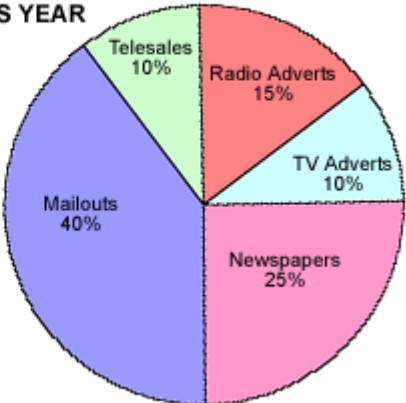
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**REGAL BATHROOMS
SOURCE OF PRODUCT ENQUIRIES**

LAST YEAR



THIS YEAR



42-43

PIZZA WORLD INTERNATIONAL OUTLET SALES

Value of Daily Sales			Number of Franchised Outlets	Number of Managed Outlets
Under	£2,000		60	18
	£2,000 -	£4,999	548	124
	£5,000 -	£9,999	961	315
	£10,000 -	£19,999	1650	412
	£20,000 -	£49,999	2356	562
	£50,000 -	£99,999	3150	470
	£100,000 -	£199,999	2754	220
	£200,000 -	£499,999	1679	75
	£500,000 +		42	4

44-46

none

47-49