

## Comparison of Export & UK sales

Ryan started September 2005 so comparisons should be made from that date

Total Export sales over that period less specials

Turnover has risen from £526K to £960K i.e. 82% ( predicting £795K)

EC sales have risen from £332K to £487K ( predicting £502K Does this include any specials to EU?) Increase of 46%

In the same period UK sales less Vandagraph ( VST should also be removed) £863K to £1,287K I.e 49% ( predicting £1,221K)

Ryan is employed 4 days per week on Viamed , 20% nominally of his salary is paid by Vandagraph. ( A Grey area as Viamed staff are now contributing more time

He also contributes to VST No salary commission only.

Export is also using trade prices 20%- 50% lower than UK retail.

Obviously it is very difficult to compare fairly but the figures do speak for themselves.

We should also compare unit sales which is a much larger undertaking.

UK also employs Keith.

John S Lamb

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