

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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