

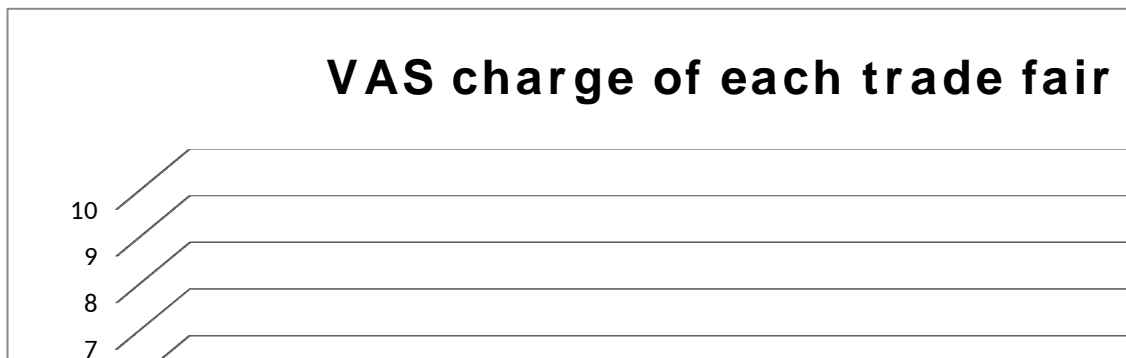
Aa

Sales from VAS collection of each trade fair

<u>Trade Fair</u>	<u>Exhibitor stand organised?</u>	<u>Exhibitor travel organised?</u>	<u>Exhibitor accommodation organised?</u>	<u>Exhibitor marketing material organised?</u>	<u>Exhibitor hospitality organised?</u>	<u>Computing</u>	<u>Food</u>	<u>Sports</u>
Computing	n	250	200	n	n	450		
Computing	1500	250	n	1500	y	3250		
Wine	1500	250	200	n	150			
Food	n	n	n	1500	150		1650	
Sports	1500	250	200	1500	150			3600
Sports	n	250	n	1500	150			1900
Sports	1500	n	n	n	150			1650
Food	1500	250	n	1500	150		3400	
Sports	1500	250	200	1500	150			3600
Food	n	n	200	1500	n		1700	
Vehicles	1500	250	200	n	150			
Vehicles	n	250	200	1500	n			
Government	1500	n	n	n	150			

Vehicles	n	n	n	n	150	
Clothing	1500	250	n	1500	150	
Clothing	1500	n	200	1500	n	
Clothing	n	250	n	1500	150	
Clothing	1500	250	n	1500	150	
Clothing	n	n	200	1500	n	
Clothing	1500	250	n	1500	150	
Clothing	n	n	200	n	150	
Clothing	1500	250	n	n	150	
Clothing	1500	250	n	n	n	
Clothing	n	250	n	n	150	
Clothing	1500	250	n	1500	n	
Computing	1500	n	n	n	150	1650
Computing	1500	250	n	1500	150	3400
Computing	n	250	200	1500	150	2100
Computing	1500	250	200	1500	150	3600
Computing	1500	n	200	1500	n	3200
HRM	1500	n	n	1500	150	
HRM	n	n	200	n	n	
HRM	n	250	200	n	150	
HRM	1500	250	n	1500	150	
HRM	n	250	n	1500	n	
Government	1500	n	200	1500	n	
Government	1500	250	200	1500	150	
Builders	n	250	200	1500	150	
Builders	n	250	200	1500	n	
Builders	n	250	200	n	n	
Builders	n	n	n	n	n	
Manufacturin	n	250	200	n	n	
Manufacturin	1500	250	n	n	n	
Manufacturin	n	250	n	n	n	
Wine	1500	250	200	n	n	
Wine	1500	n	200	1500	150	
Books	1500	n	200	n	150	
Books	n	n	200	n	150	
Books	1500	250	200	n	n	
Books	n	n	200	1500	150	
Food	1500	250	200	1500	150	3600
Food	1500	n	n	1500	150	3150
Food	1500	n	200	n	150	1700
Food	1500	n	200	1500	150	3350
Food	1500	n	200	n	n	1700
Food	1500	250	n	n	n	1750
Furniture	1500	n	n	1500	n	
Furniture	1500	250	n	1500	n	
Furniture	1500	n	n	1500	150	
Furniture	n	250	n	n	n	
Sports	n	n	200	1500	150	1850
Wine	n	250	200	n	n	
Wine	1500	n	n	1500	150	
Wine	1500	250	n	n	150	

Wine	1500	250	200	1500	150			
Furniture	1500	250	200	n	150			
Furniture	1500	n	200	n	150			
Food	n	n	n	n	150			150
Food	1500	n	n	n	n			1500
Wine	1500	250	n	n	n			
Wine	n	250	n	1500	150			
Wine	1500	250	200	1500	150			
Wine	1500	n	200	1500	n			
Wine	1500	n	200	n	150			
Food	n	n	n	n	150			150
Food	1500	n	200	n	150			1850
Food	1500	n	200	n	n			1700
Wine	1500	250	n	n	n			
Computing	1500	250	n	1500	n	3250		
Computing	1500	250	n	1500	n	3250		
Computing	1500	n	200	1500	n	3200		
Wine	n	250	200	n	n			
Wine	1500	n	n	1500	n			
Food	1500	250	200	1500	n			3450
Food	n	n	n	1500	n			1500
Wine	1500	250	200	1500	150			
Wine	1500	250	200	1500	n			
Food	n	250	200	1500	150			2100
Clothing	1500	250	n	1500	n			
Food	n	250	200	n	n			450
Clothing	1500	250	n	1500	150			
Computing	1500	250	200	1500	150	3600		
Wine	n	250	200	n	150			
Computing	1500	n	200	n	n	1700		
Wine	n	250	200	1500	n			
Computing	n	250	n	n	n	250		
HRM	n	250	n	1500	150			
HRM	1500	250	200	1500	150			
Clothing	1500	250	200	n	150			
Clothing	n	n	n	n	n			
Total VAS charge of each trade fair						32900	34850	12600





Vehicles

Government

Clothing

HRM

Builders

Manufacturing

Wine

Books

Furniture

2100
1950

1650

2100

150

3400
3200
1900
3400
1700
3400
350
1900
1750
400
3250

3150
200
600
3400
1750

3200
3600

2100
1950
450

450
1750
250

1950
3350

1850
350
1950
1750

3000
3250
3150
250

450
3150
1900

3600

2100

1850

1750

1900

3600

3200

1850

1750

450

3000

3600

3450

3250

3400

600

1950

1900

3600

2100

4200

8450

33400

14600

4500

2450

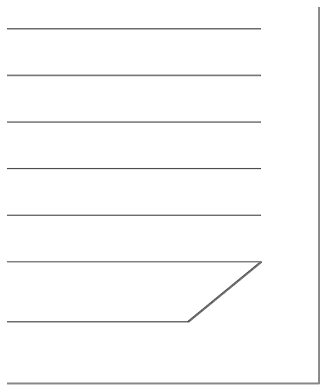
43600

5900

13600

Tota

1



Sales from ticket sold of each trade fair

Visitor tickets sold

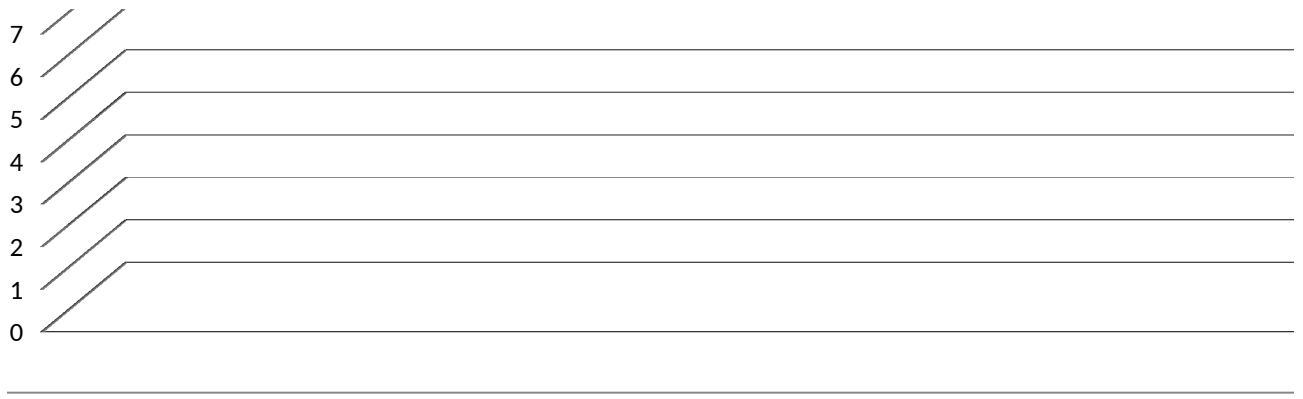
	<u>Computing</u>	<u>Food</u>	<u>Sports</u>	<u>Vehicles</u>	<u>Government</u>	<u>Clothing</u>	<u>HRM</u>
222	1110						
96	480						
252							
186		930					
237			1185				
84			420				
81			405				
231		1155					
93			465				
213		1065					
168				840			
228				1140			
234					1170		

201		1005	
174			870
129			645
138			690
96			480
90			450
69			345
291			1455
207			1035
249			1245
84			420
156			780
117	585		
201	1005		
120	600		
78	390		
138	690		
126			630
273			1365
132			660
102			510
81			405
72		360	
177		885	
231			
201			
72			
96			
57			
264			
243			
60			
285			
276			
111			
102			
246			
285	1425		
96	480		
144	720		
192	960		
237	1185		
204	1020		
96			
294			
63			
225			
264		1320	
162			
252			
54			

234							
249							
96							
228			1140				
273			1365				
81							
102							
204							
63							
195							
90			450				
201			1005				
222			1110				
156							
57	285						
180	900						
216	1080						
87							
111							
75			375				
231			1155				
279							
117							
69			345				
102						510	
195			975				
156						780	
246	1230						
114							
78	390						
108							
186	930						
105							525
276							1380
294							
						1470	
243						1215	
Total charge of visitors tickets	9675	16860	3795	2985	2415	12390	5475

Tickets charge collected from each trade fa

0							
9							
8							



Builders

Manufacturing

Wine

Books

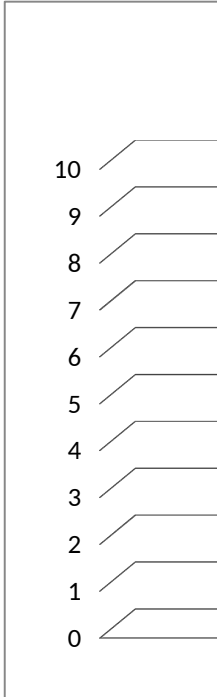
Furniture

1260

TRADE FAIR

Total Sales by VAS charge

Clothing	33400
Furniture	13600
Books	5900
Sports	12600
Food	34850
Wine	43600
Manufactur	2450
Builders	4500
Vehicles	4200
Governmen	8450
HRM	14600
Computing	32900



1155
1005
360
480

285
1320
1215

300
1425

1380
555
510
1230

480
1470
315
1125

810
1260
270

1170

1245
480

405
510
1020
315
975

780

435
555

1395
585

570

540

3000

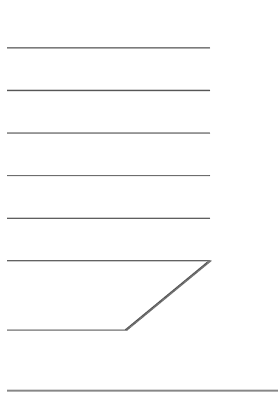
2820

14580

3675

5115

air



Ab

Total Sales by Visitors Tickets sold

	<u>Total Sales of Hope</u>
12390	45790
5115	18715
3675	9575
3795	16395
16860	51710
14580	58180
2820	5270
3000	7500
2985	7185
2415	10865
5475	20075
9675	42575

Sales from VAS collection by each Sales representative

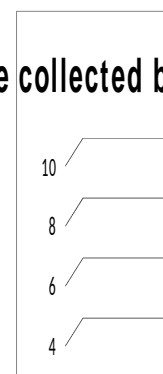
	<u>Trade Fair</u>	<u>Sales Representative</u>	<u>Exhibitor stand organised?</u>	<u>Exhibitor travel organised?</u>
Computing	Olivia	n	250	
Computing	Chloe	1500	250	
Wine	Olivia	1500	250	
Food	Olivia	n	n	
Sports	Emma	1500	250	
Sports	Olivia	n	250	
Sports	Olivia	1500	n	
Food	Olivia	1500	250	
Sports	Jack	1500	250	
Food	Jack	n	n	
Vehicles	Chloe	1500	250	
Vehicles	Chloe	n	250	
Government	Chloe	1500	n	
Vehicles	Chloe	n	n	

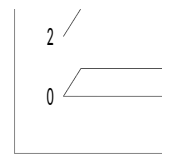
Total Sales

Clothing	Olivia	1500	250
Clothing	Olivia	1500	n
Clothing	Olivia	n	250
Clothing	Olivia	1500	250
Clothing	Jack	n	n
Clothing	Jack	1500	250
Clothing	Emma	n	n
Clothing	Emma	1500	250
Clothing	Emma	1500	250
Clothing	Emma	n	250
Clothing	Emma	1500	250
Computing	Jack	1500	n
Computing	Jack	1500	250
Computing	Jack	n	250
Computing	Chloe	1500	250
Computing	Chloe	1500	n
HRM	Olivia	1500	n
HRM	Jack	n	n
HRM	Jack	n	250
HRM	Emma	1500	250
HRM	Emma	n	250
Government	Olivia	1500	n
Government	Emma	1500	250
Builders	Chloe	n	250
Builders	Chloe	n	250
Builders	Chloe	n	250
Builders	Chloe	n	n
Manufacturin	Chloe	n	250
Manufacturin	Chloe	1500	250
Manufacturin	Olivia	n	250
Wine	Emma	1500	250
Wine	Olivia	1500	n
Books	Olivia	1500	n
Books	Olivia	n	n
Books	Emma	1500	250
Books	Emma	n	n
Food	Olivia	1500	250
Food	Olivia	1500	n
Food	Olivia	1500	n
Food	Emma	1500	n
Food	Jack	1500	n
Food	Chloe	1500	250
Furniture	Emma	1500	n
Furniture	Chloe	1500	250
Furniture	Chloe	1500	n
Furniture	Chloe	n	250
Sports	Chloe	n	n
Wine	Olivia	n	250
Wine	Olivia	1500	n
Wine	Olivia	1500	250
Wine	Emma	1500	250

Furniture	Olivia	1500	250
Furniture	Chloe	1500	n
Food	Olivia	n	n
Food	Jack	1500	n
Wine	Jack	1500	250
Wine	Olivia	n	250
Wine	Emma	1500	250
Wine	Emma	1500	n
Wine	Emma	1500	n
Food	Olivia	n	n
Food	Emma	1500	n
Food	Jack	1500	n
Wine	Jack	1500	250
Computing	Chloe	1500	250
Computing	Chloe	1500	250
Computing	Chloe	1500	n
Wine	Olivia	n	250
Wine	Emma	1500	n
Food	Emma	1500	250
Food	Emma	n	n
Wine	Olivia	1500	250
Wine	Olivia	1500	250
Food	Jack	n	250
Clothing	Jack	1500	250
Food	Jack	n	250
Clothing	Olivia	1500	250
Computing	Olivia	1500	250
Wine	Emma	n	250
Computing	Chloe	1500	n
Wine	Chloe	n	250
Computing	Emma	n	250
HRM	Jack	n	250
HRM	Olivia	1500	250
Clothing	Olivia	1500	250
Clothing	Emma	n	n

VAS charge collected b





Exhibitor accommodation organised?

Exhibitor marketing material organised?

Exhibitor hospitality organised?

Olivia

Chloe

Emma

Jack

Sales by each Sales representative from collection of tickets charge

Visitor tickets sold

200

n

n

450

3250

222

n

1500

y

450

3250

96

200

n

150

2100

252

n

1500

150

1650

186

200

1500

150

3600

237

n

1500

150

1900

84

n

n

150

1650

81

n

1500

150

3400

231

200

1500

150

3600

93

200

1500

n

1700

213

200

n

150

2100

168

200

1500

n

1950

228

n

n

150

1650

234

n

n

150

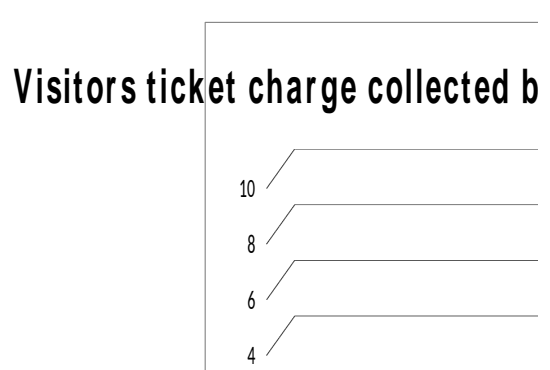
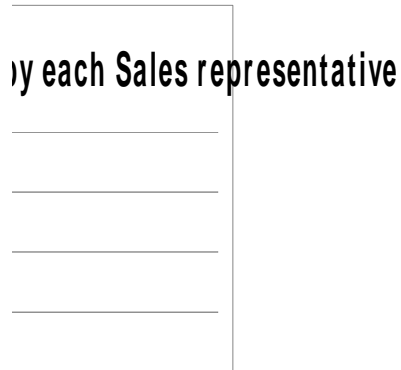
150

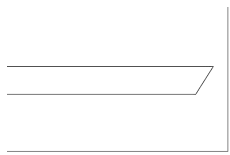
201

n	1500	150	3400			174
200	1500	n	3200			129
n	1500	150	1900			138
n	1500	150	3400			96
200	1500	n			1700	90
n	1500	150			3400	69
200	n	150		350		291
n	n	150		1900		207
n	n	n		1750		249
n	n	150		400		84
n	1500	n		3250		156
n	n	150			1650	117
n	1500	150			2100	201
200	1500	150			3400	120
200	1500	150		3600		78
200	1500	n		3200		138
n	1500	150	3150			126
200	n	n			200	273
200	n	150			600	132
n	1500	150		3400		102
n	1500	n		1750		81
200	1500	n	3200			72
200	1500	150		3600		177
200	1500	150		2100		231
200	1500	n		1950		201
200	n	n		450		72
n	n	n				96
200	n	n		450		57
n	n	n		1750		264
n	n	n	250			243
200	n	n		1950		60
200	1500	150	3350			285
200	n	150	1850			276
200	n	150	350			111
200	n	n		1950		102
200	1500	150		1850		246
200	1500	150	3600			285
n	1500	150	3150			96
200	n	150	1850			144
200	1500	150		3350		192
200	n	n			1700	237
n	n	n		1750		204
n	1500	n		3000		96
n	1500	n		3250		294
n	1500	150		3150		63
n	n	n		250		225
200	1500	150		1850		264
200	n	n	450			162
n	1500	150	3150			252
n	n	150	1900			54
200	1500	150		3600		234

200	n	150	2100				249
200	n	150		1850			96
n	n	150	150				228
n	n	n			1500		273
n	n	n			1750		81
n	1500	150	1900				102
200	1500	150			3600		204
200	1500	n			3200		63
200	n	150			1850		195
n	n	150	150				90
200	n	150			1850		201
200	n	n				1700	222
n	n	n				1750	156
n	1500	n		3250			57
n	1500	n		3250			180
200	1500	n		3200			216
200	n	n	450				87
n	1500	n			3000		111
200	1500	n			3450		75
n	1500	n			1500		231
200	1500	150	3600				279
200	1500	n	3450				117
200	1500	150				2100	69
n	1500	n				3250	102
200	n	n				450	195
n	1500	150	3400				156
200	1500	150	3600				246
200	n	150			600		114
200	n	n		1700			78
200	1500	n		1950			108
n	n	n			250		186
n	1500	150				1900	105
200	1500	150	3600				276
200	n	150	2100				294
n	n	n					243

Total VAS charge by each 73800 48050 55000 34450 **Total ticket charge by each**





Olivia

Chloe

Emma

Jack

1110

480

30

930

420

405

1155

1185

465
1065

840
1140
1170
1005

Sales representative

Total VAS charge

Total charge from tickets sold

Olivia	73800	27885
Chloe	48050	18810
Emma	55000	20685
Jack	34450	13740

TOTAL SALES

10

8

870
645
690
480

450
345

1455
1035
1245
420
780

585
1005
600

390
690

630

1365
660

510
405

360

885

1155
1005
360
480
285
1320

1215

300

1425
1380
555

510
1230

1425
480
720

960

1185

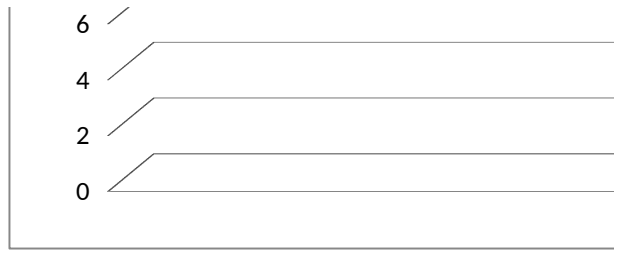
585

480

1470
315
1125
1320

810
1260
270

1170



1245			
	480		
1140			
			1365
			405
510			
		1020	
		315	
		975	
450			
		1005	
			1110
			780
	285		
	900		
	1080		
435			
		555	
		375	
		1155	
1395			
585			
			345
			510
			975
780			
1230			
		570	
	390		
	540		
		930	
			525
1380			
1470			
		1215	
27885	18810	20685	13740

by each Sales Representative

Ac

Total income from the VAS collection

Trade Fair

Sales Representative

Exhibitor stand organised?

Exhibitor travel organised?

Exhibitor accommodation organised?

Exhibitor marketing material organised?

Total Sales

Computing Olivia n 250 200 n

Computing Chloe 1500 250 n 1500

101685

66860

75685

48190

Wine Olivia 1500 250 200 n

Food Olivia n n n 1500

Sports Emma 1500 250 200 1500

Sports Olivia n 250 n 1500

Sports Olivia 1500 n n n

Food Olivia 1500 250 n 1500

Sports Jack 1500 250 200 1500

Food Jack n n 200 1500

Vehicles Chloe 1500 250 200 n

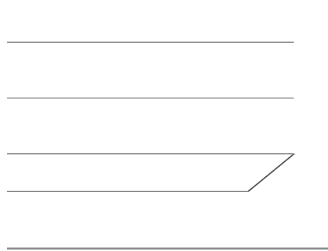
Vehicles Chloe n 250 200 1500

Government Chloe 1500 n n n

Vehicles Chloe n n n n

Clothing Olivia 1500 250 n 1500





<i>Clothing</i>	<i>Olivia</i>	1500	n	200	1500
<i>Clothing</i>	<i>Olivia</i>	n	250	n	1500
<i>Clothing</i>	<i>Olivia</i>	1500	250	n	1500
<i>Clothing</i>	<i>Jack</i>	n	n	200	1500
<i>Clothing</i>	<i>Jack</i>	1500	250	n	1500
<i>Clothing</i>	<i>Emma</i>	n	n	200	n
<i>Clothing</i>	<i>Emma</i>	1500	250	n	n
<i>Clothing</i>	<i>Emma</i>	1500	250	n	n
<i>Clothing</i>	<i>Emma</i>	n	250	n	n
<i>Clothing</i>	<i>Emma</i>	1500	250	n	1500
<i>Computing</i>	<i>Jack</i>	1500	n	n	n
<i>Computing</i>	<i>Jack</i>	1500	250	n	1500
<i>Computing</i>	<i>Jack</i>	n	250	200	1500
<i>Computing</i>	<i>Chloe</i>	1500	250	200	1500
<i>Computing</i>	<i>Chloe</i>	1500	n	200	1500
<i>HRM</i>	<i>Olivia</i>	1500	n	n	1500
<i>HRM</i>	<i>Jack</i>	n	n	200	n
<i>HRM</i>	<i>Jack</i>	n	250	200	n
<i>HRM</i>	<i>Emma</i>	1500	250	n	1500
<i>HRM</i>	<i>Emma</i>	n	250	n	1500
<i>Government</i>	<i>Olivia</i>	1500	n	200	1500
<i>Government</i>	<i>Emma</i>	1500	250	200	1500
<i>Builders</i>	<i>Chloe</i>	n	250	200	1500
<i>Builders</i>	<i>Chloe</i>	n	250	200	1500
<i>Builders</i>	<i>Chloe</i>	n	250	200	n
<i>Builders</i>	<i>Chloe</i>	n	n	n	n
<i>Manufacturin</i>	<i>Chloe</i>	n	250	200	n
<i>Manufacturin</i>	<i>Chloe</i>	1500	250	n	n
<i>Manufacturin</i>	<i>Olivia</i>	n	250	n	n
<i>Wine</i>	<i>Emma</i>	1500	250	200	n
<i>Wine</i>	<i>Olivia</i>	1500	n	200	1500
<i>Books</i>	<i>Olivia</i>	1500	n	200	n
<i>Books</i>	<i>Olivia</i>	n	n	200	n
<i>Books</i>	<i>Emma</i>	1500	250	200	n
<i>Books</i>	<i>Emma</i>	n	n	200	1500
<i>Food</i>	<i>Olivia</i>	1500	250	200	1500
<i>Food</i>	<i>Olivia</i>	1500	n	n	1500
<i>Food</i>	<i>Olivia</i>	1500	n	200	n
<i>Food</i>	<i>Emma</i>	1500	n	200	1500
<i>Food</i>	<i>Jack</i>	1500	n	200	n
<i>Food</i>	<i>Chloe</i>	1500	250	n	n
<i>Furniture</i>	<i>Emma</i>	1500	n	n	1500
<i>Furniture</i>	<i>Chloe</i>	1500	250	n	1500
<i>Furniture</i>	<i>Chloe</i>	1500	n	n	1500
<i>Furniture</i>	<i>Chloe</i>	n	250	n	n
<i>Sports</i>	<i>Chloe</i>	n	n	200	1500
<i>Wine</i>	<i>Olivia</i>	n	250	200	n
<i>Wine</i>	<i>Olivia</i>	1500	n	n	1500
<i>Wine</i>	<i>Olivia</i>	1500	250	n	n
<i>Wine</i>	<i>Emma</i>	1500	250	200	1500
<i>Furniture</i>	<i>Olivia</i>	1500	250	200	n

<i>Furniture</i>	<i>Chloe</i>	1500	n	200	n
<i>Food</i>	<i>Olivia</i>	n	n	n	n
<i>Food</i>	<i>Jack</i>	1500	n	n	n
<i>Wine</i>	<i>Jack</i>	1500	250	n	n
<i>Wine</i>	<i>Olivia</i>	n	250	n	1500
<i>Wine</i>	<i>Emma</i>	1500	250	200	1500
<i>Wine</i>	<i>Emma</i>	1500	n	200	1500
<i>Wine</i>	<i>Emma</i>	1500	n	200	n
<i>Food</i>	<i>Olivia</i>	n	n	n	n
<i>Food</i>	<i>Emma</i>	1500	n	200	n
<i>Food</i>	<i>Jack</i>	1500	n	200	n
<i>Wine</i>	<i>Jack</i>	1500	250	n	n
<i>Computing</i>	<i>Chloe</i>	1500	250	n	1500
<i>Computing</i>	<i>Chloe</i>	1500	250	n	1500
<i>Computing</i>	<i>Chloe</i>	1500	n	200	1500
<i>Wine</i>	<i>Olivia</i>	n	250	200	n
<i>Wine</i>	<i>Emma</i>	1500	n	n	1500
<i>Food</i>	<i>Emma</i>	1500	250	200	1500
<i>Food</i>	<i>Emma</i>	n	n	n	1500
<i>Wine</i>	<i>Olivia</i>	1500	250	200	1500
<i>Wine</i>	<i>Olivia</i>	1500	250	200	1500
<i>Food</i>	<i>Jack</i>	n	250	200	1500
<i>Clothing</i>	<i>Jack</i>	1500	250	n	1500
<i>Food</i>	<i>Jack</i>	n	250	200	n
<i>Clothing</i>	<i>Olivia</i>	1500	250	n	1500
<i>Computing</i>	<i>Olivia</i>	1500	250	200	1500
<i>Wine</i>	<i>Emma</i>	n	250	200	n
<i>Computing</i>	<i>Chloe</i>	1500	n	200	n
<i>Wine</i>	<i>Chloe</i>	n	250	200	1500
<i>Computing</i>	<i>Emma</i>	n	250	n	n
<i>HRM</i>	<i>Jack</i>	n	250	n	1500
<i>HRM</i>	<i>Olivia</i>	1500	250	200	1500
<i>Clothing</i>	<i>Olivia</i>	1500	250	200	n
<i>Clothing</i>	<i>Emma</i>	n	n	n	n

Exhibitor hospitality organised?

Income from VAS charge

Total income from the visitors tickets sold

Visitor tickets sold

Income from visitors tickets charge

n 222

450 1110

y 3250 96

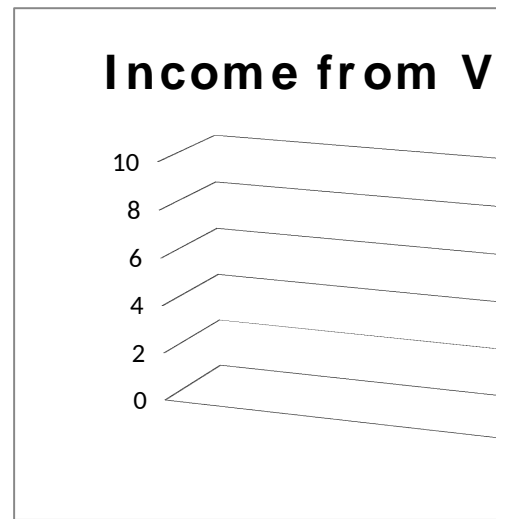
			480
150	2100	252	1260
150	1650	186	930
150	3600	237	1185
150	1900	84	420
150	1650	81	405
150	3400	231	1155
150	3600	93	465
n	1700	213	1065
150	2100	168	840
n	1950	228	1140
150	1650	234	1170
150	150	201	1005
150	3400	174	870

n	3200	129	645
150	1900	138	690
150	3400	96	480
n	1700	90	450
150	3400	69	345
150	350	291	1455
150	1900	207	1035
n	1750	249	1245
150	400	84	420
n	3250	156	780
150	1650	117	585
150	3400	201	1005
150	2100	120	600
150	3600	78	390
n	3200	138	690
150	3150	126	630
n	200	273	1365
150	600	132	660
150	3400	102	510
n	1750	81	405
n	3200	72	360
150	3600	177	885
150	2100	231	1155
n	1950	201	1005
n	450	72	360
n		96	480
n	450	57	285
n	1750	264	1320
n	250	243	1215
n	1950	60	300
150	3350	285	1425
150	1850	276	1380
150	350	111	555
n	1950	102	510
150	1850	246	1230
150	3600	285	1425
150	3150	96	480
150	1850	144	720
150	3350	192	960
n	1700	237	1185
n	1750	204	1020
n	3000	96	480
n	3250	294	1470
150	3150	63	315
n	250	225	1125
150	1850	264	1320
n	450	162	810
150	3150	252	1260
150	1900	54	270
150	3600	234	1170
150	2100	249	1245

150	1850	96	480
150	150	228	1140
n	1500	273	1365
n	1750	81	405
150	1900	102	510
150	3600	204	1020
n	3200	63	315
150	1850	195	975
150	150	90	450
150	1850	201	1005
n	1700	222	1110
n	1750	156	780
n	3250	57	285
n	3250	180	900
n	3200	216	1080
n	450	87	435
n	3000	111	555
n	3450	75	375
n	1500	231	1155
150	3600	279	1395
n	3450	117	585
150	2100	69	345
n	3250	102	510
n	450	195	975
150	3400	156	780
150	3600	246	1230
150	600	114	570
n	1700	78	390
n	1950	108	540
n	250	186	930
150	1900	105	525
150	3600	276	1380
150	2100	294	1470
n		243	1215

TOTAL 211300

TOTAL 82785



Ba

Calculation of commission of space sold

<u>Trade Fair</u>	<u>returning Exhibitor?</u>	<u>space sold (sq.m.)</u>	<u>returning exhibitor charge of space sold</u>	<u>commission % of HOPE</u>
Computing	y	30		
Computing	n	25	5250	10
Wine	y	25	4375	18
Food	y	25	4375	10
Sports	y	20	3500	10
Sports	y	30	5250	10
Sports	y	20	3500	10
Food	y	35	6125	10
Sports	y	15	2625	10
Food	n	25	4375	18
Vehicles	n	25	4375	18
Vehicles	n	15	2625	15
Government	y	15	2625	7
Vehicles	y	15	2625	7

<i>Clothing</i>	y	15	2625	7
<i>Clothing</i>	n	15	2625	15
<i>Clothing</i>	n	30	5250	18
<i>Clothing</i>	y	15	2625	7
<i>Clothing</i>	y	15	2625	7
<i>Clothing</i>	n	35	6125	18
<i>Clothing</i>	y	20	3500	10
<i>Clothing</i>	y	20	3500	10
<i>Clothing</i>	y	20	3500	10
<i>Clothing</i>	n	35	6125	18
<i>Clothing</i>	y	35	6125	10
<i>Computing</i>	n	20	3500	18
<i>Computing</i>	n	25	4375	18
<i>Computing</i>	y	25	4375	10
<i>Computing</i>	n	35	6125	18
<i>Computing</i>	n	35	6125	18
<i>HRM</i>	y	25	4375	10
<i>HRM</i>	n	25	4375	18
<i>HRM</i>	n	30	5250	18
<i>HRM</i>	y	35	6125	10
<i>HRM</i>	n	30	5250	18
<i>Government</i>	y	15	2625	7
<i>Government</i>	y	15	2625	7
<i>Builders</i>	n	35	6125	18
<i>Builders</i>	n	15	2625	15
<i>Builders</i>	n	25	4375	18
<i>Builders</i>	y	25	4375	10
<i>Manufacturin</i>	y	25	4375	10
<i>Manufacturin</i>	y	25	4375	10
<i>Manufacturin</i>	n	25	4375	18
<i>Wine</i>	n	25	4375	18
<i>Wine</i>	n	25	4375	18
<i>Books</i>	n	30	5250	18
<i>Books</i>	n	35	6125	18
<i>Books</i>	n	30	5250	18
<i>Books</i>	y	15	2625	7
<i>Food</i>	y	15	2625	7
<i>Food</i>	n	35	6125	18
<i>Food</i>	y	35	6125	10
<i>Food</i>	y	30	5250	10
<i>Food</i>	n	25	4375	18
<i>Food</i>	y	20	3500	10
<i>Furniture</i>	y	20	3500	10
<i>Furniture</i>	y	15	2625	7
<i>Furniture</i>	y	15	2625	7
<i>Furniture</i>	y	35	6125	10
<i>Sports</i>	n	35	6125	18
<i>Wine</i>	y	20	3500	10
<i>Wine</i>	y	20	3500	10
<i>Wine</i>	n	20	3500	18
<i>Wine</i>	y	10	1750	7

AS and tickets

<i>Furniture</i>	y	20	3500	10
<i>Furniture</i>	n	15	2625	15
<i>Food</i>	y	20	3500	10
<i>Food</i>	y	30	5250	10
<i>Wine</i>	y	30	5250	10
<i>Wine</i>	y	25	4375	10
<i>Wine</i>	y	35	6125	10
<i>Wine</i>	y	20	3500	10
<i>Wine</i>	n	15	2625	15
<i>Food</i>	y	30	5250	10
<i>Food</i>	y	30	5250	10
<i>Food</i>	y	25	4375	10
<i>Wine</i>	y	35	6125	10
<i>Computing</i>	y	35	6125	10
<i>Computing</i>	n	15	2625	15
<i>Computing</i>	y	25	4375	10
<i>Wine</i>	y	25	4375	10
<i>Wine</i>	y	30	5250	10
<i>Food</i>	n	30	5250	18
<i>Food</i>	y	30	5250	10
<i>Wine</i>	y	25	4375	10
<i>Wine</i>	y	15	2625	7
<i>Food</i>	y	25	4375	10
<i>Clothing</i>	n	30	5250	18
<i>Food</i>	y	30	5250	10
<i>Clothing</i>	y	15	2625	7
<i>Computing</i>	y	15	2625	7
<i>Wine</i>	n	15	2625	15
<i>Computing</i>	n	20	3500	18
<i>Wine</i>	y	35	6125	10
<i>Computing</i>	n	35	6125	18
<i>HRM</i>	y	30	5250	10
<i>HRM</i>	y	30	5250	10
<i>Clothing</i>	y	25	4375	10

Clothing y 25

4375 10

TOTAL

Computing

525
787.5

Food

1093.75

612.5

787.5

Sports

350
525
350

262.5

Vehicles

787.5
393.75

183.75

Government

183.75

Clothing

HRM

Builders

Manufacturing

Wine

437.5

183.75
393.75
945
183.75
183.75
1102.5
350
350
350
1102.5
612.5

630
787.5
437.5
1102.5
1102.5

437.5
787.5
945
612.5
945

183.75
183.75

1102.5
393.75
787.5
437.5

437.5
306.25
787.5

787.5
787.5

183.75
1102.5
612.5
525
787.5
350

1102.5

350
350
630
122.5

Books

Furniture

Calculation of Profit by each Trade fair from Ticket charge

TRADE FAIR

TICKET CHARGE BY HOPE

TICKET EXPENSE TO SALE REPRESENTATIVE

PROFIT FROM TICKET CHARGE

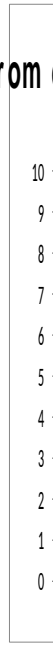
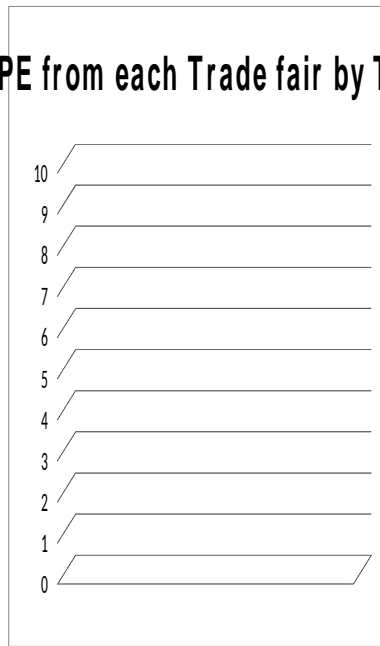
Calculation of profit by each trade fair from the commission of space sold

TRADE FAIR

Clothing	12390	2478	9912	Clothing
Furniture	5115	1023	4092	Furniture
Books	3675	735	2940	Books
Sports	3795	759	3036	Sports
Food	16860	3272	13588	Food
Wine	14580	2916	11664	Wine
Manufactur	2820	564	2256	Manufactur
Builders	3000	600	2400	Builders
Vehicles	2985	597	2388	Vehicles
Government	2415	483	1932	Government
HRM	5475	1095	4380	HRM
Computing	9675	1935	7740	Computing

Profit of HOPE from each Trade fair by Ticket charge

Profit of HOPE from (



945
1102.5
945
183.75

350
183.75
183.75
612.5

350
393.75

3176.25 2073.75

COMMISSION OF SPACE SOLD BY HOPE

EXPENSE OF COMMISSION PAY OF SPACE SOLD

PROFIT FROM SPACE SOLD COMMISSION

TRADE FAIR

Total Sales of Hope

Total Expense of HOPE

Total Profit of Hope

7761	1781	5980	<i>Clothing</i>	45790	32389	13401
2074	332	1742	<i>Furniture</i>	18715	12993	5722
3176	916	2260	<i>Books</i>	9575	7482	2093
2590	554	2036	<i>Sports</i>	16395	11714	4681
10850	2063	8787	<i>Food</i>	51710	37453	14257
8987	1879	7108	<i>Wine</i>	58180	41633	16547
1532	368	1164	<i>Manufactur</i>	5270	4183	1087
2721	731	1990	<i>Builders</i>	7500	5323	2177
1365	353	1012	<i>Vehicles</i>	7185	5378	1807
551	55	496	<i>Governmen</i>	10865	7382	3483
4778	1118	3660	<i>HRM</i>	20075	1479	18596
8733	2261	6472	<i>Computing</i>	42575	31192	11383

each Trade fair by Space sold to exhibitors

12 horizontal lines, each with a diagonal slash on the left side, indicating a list or data entry area.

Total profit



Bb

Commission of space sold for each Sales representative

Trade Fair

returning Exhibitor?

space sold (sq.m.)

returning exhibitor charge of space sold

commission % of HOPE

Commission earned by Olivia for HOPE

Computing y 30

5250 10 525

Computing n 25

4375 18

Wine y 25

			4375	10	437.5
Food	y	25	4375	10	437.5
Sports	y	20	3500	10	
Sports	y	30	5250	10	525
Sports	y	20	3500	10	350
Food	y	35	6125	10	612.5
Sports	y	15	2625	10	
Food	n	25	4375	18	
Vehicles	n	25	4375	18	
Vehicles	n	15	2625	15	
Government	y	15	2625	7	
Vehicles	y	15	2625	7	
Clothing	y	15	2625	7	183.75
Clothing	n	15	2625	15	393.75





Clothing	n	30	5250	18	945
Clothing	y	15	2625	7	183.75
Clothing	y	15	2625	7	
Clothing	n	35	6125	18	
Clothing	y	20	3500	10	
Clothing	y	20	3500	10	
Clothing	y	20	3500	10	
Clothing	n	35	6125	18	
Clothing	y	35	6125	10	
Computing	n	20	3500	18	
Computing	n	25	4375	18	
Computing	y	25	4375	10	
Computing	n	35	6125	18	
Computing	n	35	6125	18	
HRM	y	25	4375	10	437.5
HRM	n	25	4375	18	
HRM	n	30	5250	18	
HRM	y	35	6125	10	
HRM	n	30	5250	18	
Government	y	15	2625	7	183.75
Government	y	15	2625	7	
Builders	n	35	6125	18	
Builders	n	15	2625	15	
Builders	n	25	4375	18	
Builders	y	25	4375	10	
Manufacturin	y	25	4375	10	
Manufacturin	y	25	4375	10	
Manufacturin	n	25	4375	18	787.5
Wine	n	25	4375	18	
Wine	n	25	4375	18	787.5
Books	n	30	5250	18	945
Books	n	35	6125	18	1102.5
Books	n	30	5250	18	
Books	y	15	2625	7	
Food	y	15	2625	7	183.75
Food	n	35	6125	18	1102.5
Food	y	35	6125	10	612.5
Food	y	30	5250	10	
Food	n	25	4375	18	
Food	y	20	3500	10	
Furniture	y	20	3500	10	
Furniture	y	15	2625	7	
Furniture	y	15	2625	7	
Furniture	y	35	6125	10	
Sports	n	35	6125	18	
Wine	y	20	3500	10	350
Wine	y	20	3500	10	350
Wine	n	20	3500	18	630
Wine	y	10	1750	7	
Furniture	y	20	3500	10	350
Furniture	n	15	2625	15	

<i>Food</i>	y	20	3500	10	350
<i>Food</i>	y	30	5250	10	
<i>Wine</i>	y	30	5250	10	
<i>Wine</i>	y	25	4375	10	437.5
<i>Wine</i>	y	35	6125	10	
<i>Wine</i>	y	20	3500	10	
<i>Wine</i>	n	15	2625	15	
<i>Food</i>	y	30	5250	10	525
<i>Food</i>	y	30	5250	10	
<i>Food</i>	y	25	4375	10	
<i>Wine</i>	y	35	6125	10	
<i>Computing</i>	y	35	6125	10	
<i>Computing</i>	n	15	2625	15	
<i>Computing</i>	y	25	4375	10	
<i>Wine</i>	y	25	4375	10	437.5
<i>Wine</i>	y	30	5250	10	
<i>Food</i>	n	30	5250	18	
<i>Food</i>	y	30	5250	10	
<i>Wine</i>	y	25	4375	10	437.5
<i>Wine</i>	y	15	2625	7	183.75
<i>Food</i>	y	25	4375	10	
<i>Clothing</i>	n	30	5250	18	
<i>Food</i>	y	30	5250	10	
<i>Clothing</i>	y	15	2625	7	183.75
<i>Computing</i>	y	15	2625	7	183.75
<i>Wine</i>	n	15	2625	15	
<i>Computing</i>	n	20	3500	18	
<i>Wine</i>	y	35	6125	10	
<i>Computing</i>	n	35	6125	18	
<i>HRM</i>	y	30	5250	10	
<i>HRM</i>	y	30	5250	10	525
<i>Clothing</i>	y	25	4375	10	437.5
<i>Clothing</i>	y	25	4375	10	
			TOTAL		16117.5

Commission earned by Chloe for HOPE

Commission earned by Emma for HOPE

Commission eaned by Jack for HOPE

Calculation of profit by each Sales representative from ticket charges

SALES REPRESENTATIVE

TICKET CHARGE BY HOPE

TICKET EXPENSE TO SALE REPRESENTATIVE

PROFIT FROM TICKET CHARGE

Olivia 27885 5823 22062

787.5

Chloe

18810

3849

14961

350

Emma

20685

4077

16608

Jack

13740

2748

10992

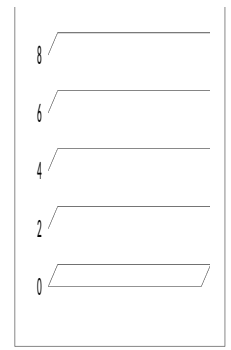
262.5
787.5

787.5
393.75
183.75
183.75

Profit of HOPE from each Sales representative by Vistors tickets



		183.75
		1102.5
	350	
	350	
	350	
	1102.5	
	612.5	
		630
		787.5
		437.5
1102.5		
1102.5		
		787.5
		945
	612.5	
	945	
	183.75	
1102.5		
393.75		
787.5		
437.5		
437.5		
437.5		
	787.5	
	945	
	183.75	
	525	
		787.5
350		
	350	
183.75		
183.75		
612.5		
1102.5		
	122.5	
393.75		



525
525

612.5
350
393.75

525

437.5
612.5

612.5
393.75
437.5

525
945
945

437.5
945
525

393.75
630
612.5

1102.5

525

13650 437.5 14000 11243.75

Calculation of profit of HOPE by each Sales representative from space sold

SALES REPRESENTATIVE

COMMISSION OF SPACE SOLD BY HOPE

EXPENSE OF COMMISSION PAY OF SPACE SOLD

PROFIT FROM SPACE SOLD COMMISSION

Sales Representative

Total sales

Olivia 16118 3338 12780

Olivia 101685

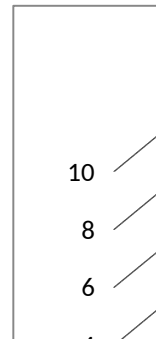
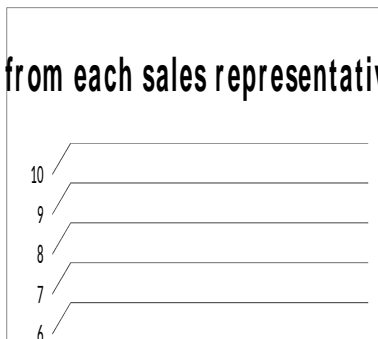
Chloe 13650 3279 10371

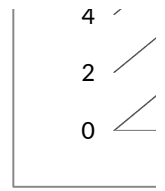
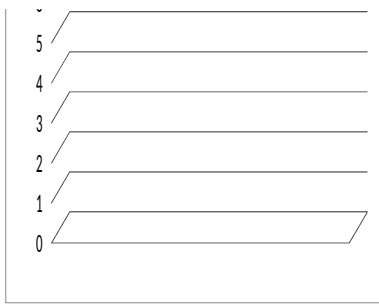
Chloe 66860

Emma 14000 2727 11273
Jack 11244 2693 8551

Emma 75685
Jack 48190

Profit of HOPE from each sales representative by space sold





Total expense

Total profit

Expense of HOPE from tickets charges of each trade fair

€

Trade Fair

Visitor tickets sold

Computing 222

73129 28556

Computing 96

49146 17714

Wine 252

54217 21468
35732 12458

Food 186
Sports 237
Sports 84
Sports 81
Food 231
Sports 93
Food 213
Vehicles 168
Vehicles 228
Government 234
Vehicles 201
Clothing 174
Clothing 129

Total profit



<i>Clothing</i>	138
<i>Clothing</i>	96
<i>Clothing</i>	90
<i>Clothing</i>	69
<i>Clothing</i>	291
<i>Clothing</i>	207
<i>Clothing</i>	249
<i>Clothing</i>	84
<i>Clothing</i>	156
<i>Computing</i>	117
<i>Computing</i>	201
<i>Computing</i>	120
<i>Computing</i>	78
<i>Computing</i>	138
<i>HRM</i>	126
<i>HRM</i>	273
<i>HRM</i>	132
<i>HRM</i>	102
<i>HRM</i>	81
<i>Government</i>	72
<i>Government</i>	177
<i>Builders</i>	231
<i>Builders</i>	201
<i>Builders</i>	72
<i>Builders</i>	96
<i>Manufacturin</i>	57
<i>Manufacturin</i>	264
<i>Manufacturin</i>	243
<i>Wine</i>	60
<i>Wine</i>	285
<i>Books</i>	276
<i>Books</i>	111
<i>Books</i>	102
<i>Books</i>	246
<i>Food</i>	285
<i>Food</i>	96
<i>Food</i>	144
<i>Food</i>	192
<i>Food</i>	237
<i>Food</i>	204
<i>Furniture</i>	96
<i>Furniture</i>	294
<i>Furniture</i>	63
<i>Furniture</i>	225
<i>Sports</i>	264
<i>Wine</i>	162
<i>Wine</i>	252
<i>Wine</i>	54
<i>Wine</i>	234
<i>Furniture</i>	249
<i>Furniture</i>	96

<i>Food</i>	228
<i>Food</i>	273
<i>Wine</i>	81
<i>Wine</i>	102
<i>Wine</i>	204
<i>Wine</i>	63
<i>Wine</i>	195
<i>Food</i>	90
<i>Food</i>	201
<i>Food</i>	222
<i>Wine</i>	156
<i>Computing</i>	57
<i>Computing</i>	180
<i>Computing</i>	216
<i>Wine</i>	87
<i>Wine</i>	111
<i>Food</i>	75
<i>Food</i>	231
<i>Wine</i>	279
<i>Wine</i>	117
<i>Food</i>	69
<i>Clothing</i>	102
<i>Food</i>	195
<i>Clothing</i>	156
<i>Computing</i>	246
<i>Wine</i>	114
<i>Computing</i>	78
<i>Wine</i>	108
<i>Computing</i>	186
<i>HRM</i>	105
<i>HRM</i>	276
<i>Clothing</i>	294
<i>Clothing</i>	243
TOTAL	

Computing

Food

Sports

Vehicles

Government

Clothing

HRM

Builders

Manufacturing

Wine

96

186

237
84
81

231

93

213

168
228

234

201

174
129

252

138
96
90
69
291
207
249
84
156

117
201
120
78
138

126
273
132
102
81

72
177

231
201
72
96

57
264
243

60
285

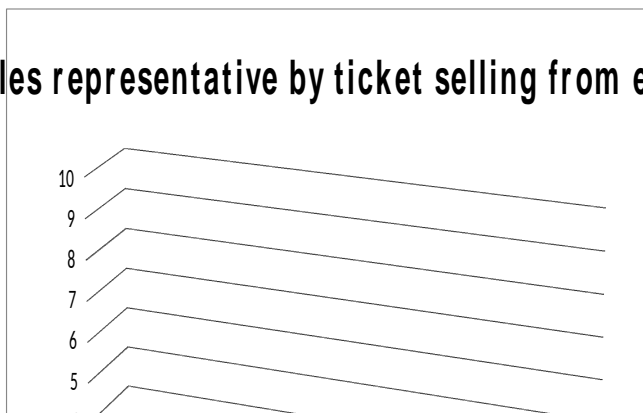
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96
144
192
237
204

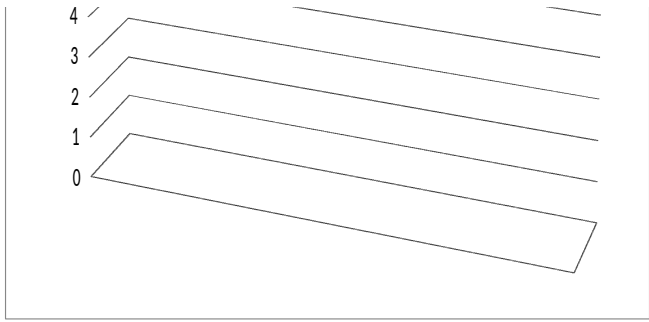
264

162
252
54
234

1935	3272	759	597	483	2478	1095	600	564	2916
228	273	90	201	222	90	201	222	81	102
57	180	216	75	231	69	95	246	78	186
81	102	204	63	195	156	102	156	87	111
156	87	111	279	117	114	108	105	276	294
246	78	186	102	156	105	276	294	243	243

Expense to Sales representative by ticket selling from each Trade fair





Books

Furniture

Expense of HOPE from VAS collection of each Trade fair

Income from VAS charge

Computing

Food

Sports

Vehicles

Government

Clothing

450 67.5

3250

487.5

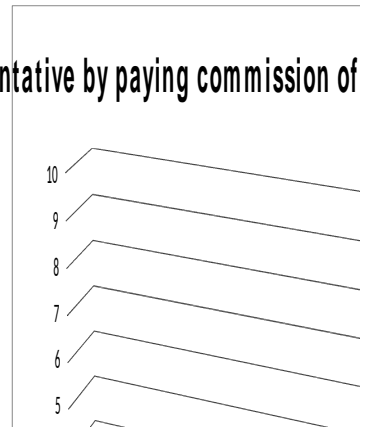
2100

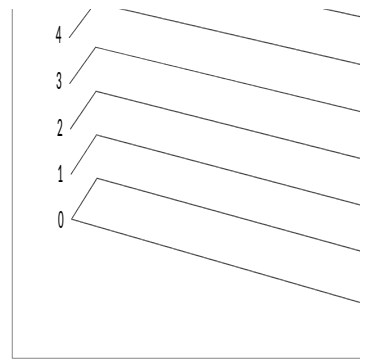
1650	247.5			
3600		540		
1900		285		
1650		247.5		
3400	510			
3600		540		
1700	255			
2100			315	
1950			292.5	
1650				247.5
150			22.5	
3400				510
3200				480

		1900		285
		3400		510
		1700		255
		3400		510
		350		52.5
		1900		285
		1750		262.5
		400		60
		3250		487.5
		1650	247.5	
		3400	510	
		2100	315	
		3600	540	
		3200	480	
		3150		
		200		
		600		
		3400		
		1750		
		3200		480
		3600		540
		2100		
		1950		
		450		
		450		
		1750		
		250		
		1950		
		3350		
276		1850		
111		350		
102		1950		
246		1850		
		3600	540	
		3150	472.5	
		1850	277.5	
		3350	502.5	
		1700	255	
		1750	262.5	
	96	3000		
	294	3250		
	63	3150		
	225	250		
		1850	277.5	
		450		
		3150		
		1900		
		3600		
	249	2100		
	96	1850		

150				22.5				
1500				225				
1750								
1900								
3600								
3200								
1850								
150				22.5				
1850				277.5				
1700				255				
1750								
3250	487.5							
3250	487.5							
3200	480							
450								
3000								
3450				517.5				
1500				225				
3600								
3450								
2100				315				
3250							487.5	
450				67.5				
3400							510	
3600	540							
600								
1700	255							
1950								
250	37.5							
1900								
3600								
2100							315	
							0	
735	1023	TOTAL	4935	5250	1890	630	1267.5	5010

Expense to Sales representative by paying commission of





HRM

Builders

Manufacturing

Wine

Books

Furniture

Expense of HOPE from working hours payment of each Trade fair

Date (of customer order),.

Day

Hours worked by each sales representative

3/7/2015 Sat 4.5

3/8/2015	Sun	6
----------	-----	---

3/9/2015	Mon	1.5
----------	-----	-----

315

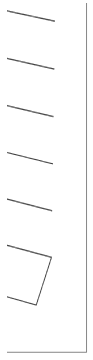
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3/11/2015	Wed	3
3/12/2015	Thu	4.5
3/13/2015	Fri	1.5
3/14/2015	Sat	4.5
3/15/2015	Sun	4.5
3/16/2015	Mon	6
3/17/2015	Tue	4.5
3/18/2015	Wed	6
3/19/2015	Thu	1.5
3/20/2015	Fri	3
3/21/2015	Sat	4.5
3/22/2015	Sun	3

					3/23/2015	Mon	1.5
					3/24/2015	Tue	4.5
					3/25/2015	Wed	1.5
					3/26/2015	Thu	1.5
					3/27/2015	Fri	3
					3/28/2015	Sat	1.5
					3/29/2015	Sun	1.5
					3/30/2015	Mon	1.5
					3/31/2015	Tue	4.5
					4/1/2015	Wed	3
					4/2/2015	Thu	3
					4/3/2015	Fri	4.5
					4/4/2015	Sat	3
					4/5/2015	Sun	3
472.5					4/6/2015	Mon	3
30					4/7/2015	Tue	4.5
90					4/8/2015	Wed	4.5
510					4/9/2015	Thu	3
262.5					4/10/2015	Fri	4.5
					4/11/2015	Sat	4.5
					4/12/2015	Sun	1.5
	315				4/13/2015	Mon	6
	292.5				4/14/2015	Tue	1.5
	67.5				4/15/2015	Wed	4.5
	0				4/16/2015	Thu	3
		67.5			4/17/2015	Fri	4.5
		262.5			4/18/2015	Sat	4.5
		37.5			4/19/2015	Sun	4.5
			292.5		4/20/2015	Mon	6
			502.5		4/21/2015	Tue	3
				277.5	4/22/2015	Wed	1.5
				52.5	4/23/2015	Thu	1.5
				292.5	4/24/2015	Fri	4.5
				277.5	4/25/2015	Sat	1.5
					4/26/2015	Sun	4.5
					4/27/2015	Mon	1.5
					4/28/2015	Tue	4.5
					4/29/2015	Wed	3
					4/30/2015	Thu	6
					5/1/2015	Fri	6
				450	5/2/2015	Sat	1.5
				487.5	5/3/2015	Sun	1.5
				472.5	5/4/2015	Mon	1.5
				37.5	5/5/2015	Tue	3
					5/6/2015	Wed	6
					5/7/2015	Thu	4.5
					5/8/2015	Fri	3
					5/9/2015	Sat	3
					5/10/2015	Sun	1.5
					5/11/2015	Mon	6
				315	5/12/2015	Tue	1.5
				277.5			

							5/13/2015	Wed	1.5
							5/14/2015	Thu	4.5
			262.5				5/15/2015	Fri	4.5
			285				5/16/2015	Sat	1.5
			540				5/17/2015	Sun	4.5
			480				5/18/2015	Mon	6
			277.5				5/19/2015	Tue	3
							5/20/2015	Wed	1.5
							5/21/2015	Thu	4.5
							5/22/2015	Fri	6
			262.5				5/23/2015	Sat	3
							5/24/2015	Sun	1.5
							5/25/2015	Mon	4.5
							5/26/2015	Tue	3
			67.5				5/27/2015	Wed	3
			450				5/28/2015	Thu	4.5
							5/29/2015	Fri	3
							5/30/2015	Sat	3
			540				5/31/2015	Sun	4.5
			517.5				6/1/2015	Mon	6
							6/2/2015	Tue	1.5
							6/3/2015	Wed	1.5
							6/4/2015	Thu	3
							6/5/2015	Fri	1.5
							6/6/2015	Sat	1.5
			90				6/7/2015	Sun	4.5
							6/8/2015	Mon	3
			292.5				6/9/2015	Tue	6
							6/10/2015	Wed	4.5
							6/11/2015	Thu	1.5
			285				6/12/2015	Fri	1.5
			540				6/13/2015	Sat	4.5
							6/14/2015	Sun	3
2190	675	367.5	6540	900	2040				

VAS charge from each trade fair





Payment per hour

Computing

Food

Sports

Vehicles

Government

Clothing

HRM

Builders

Manufacturing

20

90

20

120

15

15
15
15
15
20
20
15
15
15
15
20
20

45

90
90

45
67.5
22.5

90

67.5
90

45

22.5

90
60

15
15
15
15
15
20
20
15
15
15
15
15
15
15
15
20
20
15
15
15
15
15
15
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20
15
15
15
15
15
20
20
15
15
15
15
15
20
20
15
15
15

45
45
67.5
60
60

30
22.5
67.5
45
90
90

90

22.5
67.5
22.5
22.5
45
30
30
22.5
67.5

90
30

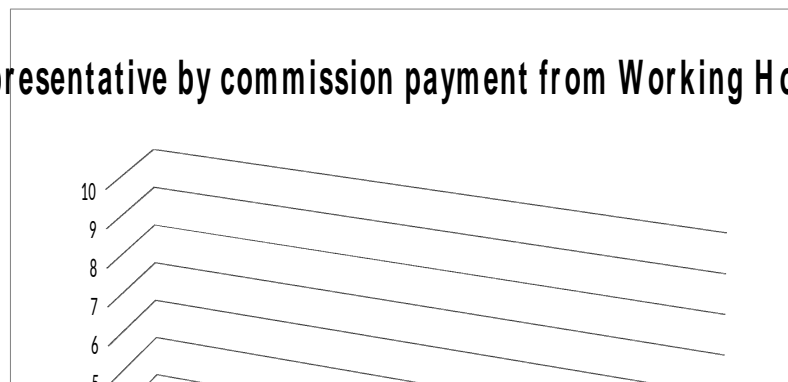
45
67.5
67.5
45
67.5

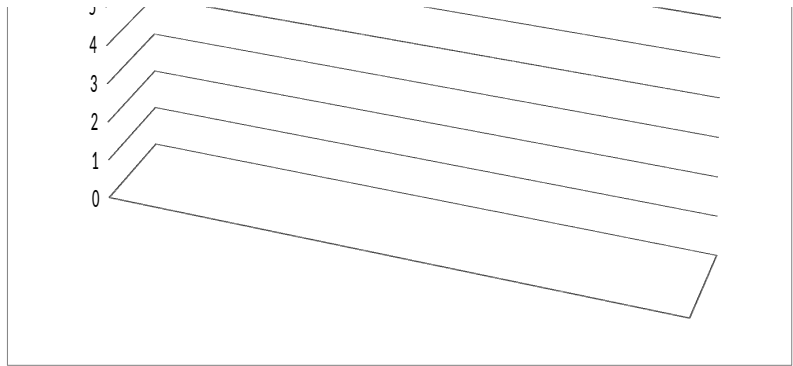
90
22.5
67.5
45

67.5
90
90

15		22.5								
15		67.5								
15										
20										
20										
15										
15										
15		22.5								
15		67.5								
15		90								
20										
20	30									
15	67.5									
15	45									
15										
15										
15		45								
20		60								
20										
15										
15		22.5								
15							22.5			
15		45								
15							22.5			
20	30									
20										
15	45									
15										
15	67.5									
15								22.5		
15								22.5		
20							90			
20							60			
TOTAL	772.5	1012.5	315	202.5	142.5	675	337.5	225	247.5	

Expense to Sales Representative by commission payment from Working Hours of each





Wine

Books

Furniture

Expense of HOPE from space sold of each Trade fair

returning Exhibitor?

space sold (sq.m.)

returning exhibitor charge of space sold

commission % of HOPE

commission received by HOPE

commission % of Sales representative

y 30

5250 10 525 15

n 25

4375 18 787.5 30

y 25

22.5

		4375	10	437.5	15
y	25	4375	10	437.5	15
y	20	3500	10	350	15
y	30	5250	10	525	15
y	20	3500	10	350	15
y	35	6125	10	612.5	15
y	15	2625	10	262.5	15
n	25	4375	18	787.5	30
n	25	4375	18	787.5	30
n	15	2625	15	393.75	25
y	15	2625	7	183.75	10
y	15	2625	7	183.75	10
y	15	2625	7	183.75	10
n	15	2625	15	393.75	25

			n	30	5250	18	945	30
			y	15	2625	7	183.75	10
			y	15	2625	7	183.75	10
			n	35	6125	18	1102.5	30
			y	20	3500	10	350	15
			y	20	3500	10	350	15
			y	20	3500	10	350	15
			n	35	6125	18	1102.5	30
			y	35	6125	10	612.5	15
			n	20	3500	18	630	30
			n	25	4375	18	787.5	30
			y	25	4375	10	437.5	15
			n	35	6125	18	1102.5	30
			n	35	6125	18	1102.5	30
			y	25	4375	10	437.5	15
			n	25	4375	18	787.5	30
			n	30	5250	18	945	30
			y	35	6125	10	612.5	15
			n	30	5250	18	945	30
			y	15	2625	7	183.75	10
			y	15	2625	7	183.75	10
			n	35	6125	18	1102.5	30
			n	15	2625	15	393.75	25
			n	25	4375	18	787.5	30
			y	25	4375	10	437.5	15
			y	25	4375	10	437.5	15
			y	25	4375	10	437.5	15
			n	25	4375	18	787.5	30
90			n	25	4375	18	787.5	30
45			n	25	4375	18	787.5	30
	22.5		n	30	5250	18	945	30
	22.5		n	35	6125	18	1102.5	30
	67.5		n	30	5250	18	945	30
	30		y	15	2625	7	183.75	10
			y	15	2625	7	183.75	10
			n	35	6125	18	1102.5	30
			y	35	6125	10	612.5	15
			y	30	5250	10	525	15
			n	25	4375	18	787.5	30
		30	y	20	3500	10	350	15
		30	y	20	3500	10	350	15
		22.5	y	15	2625	7	183.75	10
		45	y	15	2625	7	183.75	10
			y	35	6125	10	612.5	15
			n	35	6125	18	1102.5	30
60			y	20	3500	10	350	15
45			y	20	3500	10	350	15
60			n	20	3500	18	630	30
30			y	10	1750	7	122.5	10
		90	y	20	3500	10	350	15
		22.5	n	15	2625	15	393.75	25

			y	20	3500	10	350	15
			y	30	5250	10	525	15
67.5			y	30	5250	10	525	15
30			y	25	4375	10	437.5	15
90			y	35	6125	10	612.5	15
90			y	20	3500	10	350	15
45			n	15	2625	15	393.75	25
			y	30	5250	10	525	15
			y	30	5250	10	525	15
			y	25	4375	10	437.5	15
60			y	35	6125	10	612.5	15
			y	35	6125	10	612.5	15
			n	15	2625	15	393.75	25
			y	25	4375	10	437.5	15
45			y	25	4375	10	437.5	15
67.5			y	30	5250	10	525	15
			n	30	5250	18	945	30
			y	30	5250	10	525	15
90			y	25	4375	10	437.5	15
90			y	15	2625	7	183.75	10
			y	25	4375	10	437.5	15
			n	30	5250	18	945	30
			y	30	5250	10	525	15
			y	15	2625	7	183.75	10
			y	15	2625	7	183.75	10
90			n	15	2625	15	393.75	25
			n	20	3500	18	630	30
90			y	35	6125	10	612.5	15
			n	35	6125	18	1102.5	30
			y	30	5250	10	525	15
			y	30	5250	10	525	15
			y	25	4375	10	437.5	15
			y	25	4375	10	437.5	15
1207.5	142.5	240						
							TOTAL	

trade fair

Computing

Food

Sports

Vehicles

Government

Clothing

HRM

Builders

Manufacturing

Wine

78.75

236.25

65.625

52.5
78.75
52.5

91.875

39.375

236.25

236.25
98.4375

18.375

18.375

18.375
98.4375

65.625

283.5
18.375
18.375
330.75
52.5
52.5
52.5
330.75
91.875

189
236.25
65.625
330.75
330.75

65.625
236.25
283.5
91.875
283.5

18.375
18.375

330.75
98.4375
236.25
65.625

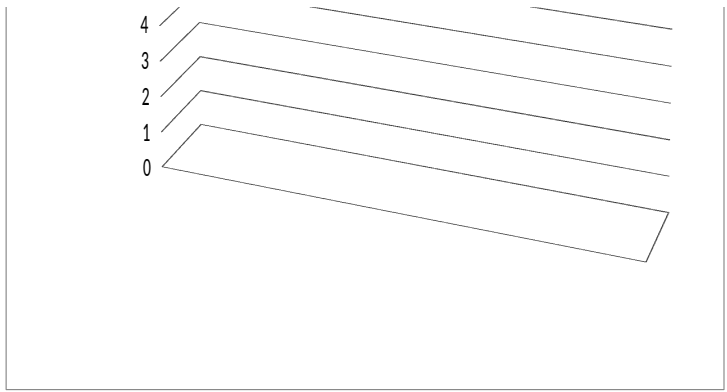
65.625
65.625
236.25

236.25
236.25

18.375
330.75
91.875
78.75
236.25
52.5

330.75

189
52.5
189
12.25



Books

Furniture

TRADE FAIR

Expense from Working Hours

Expense from tickets sold commission

Expense from VAS chargeing commission

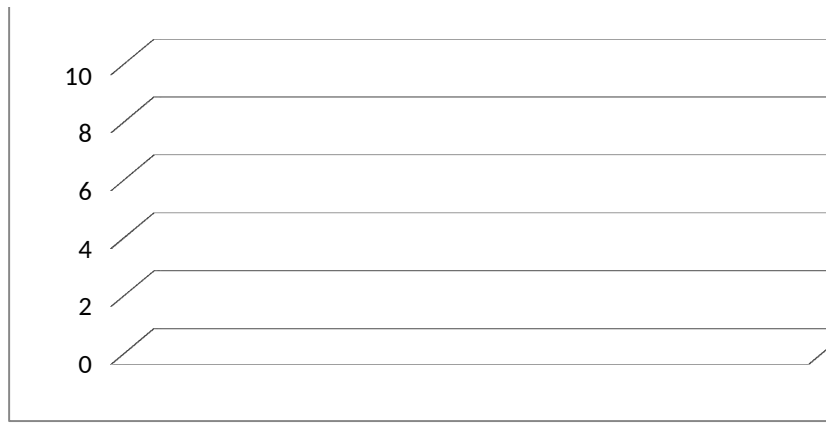
Expense from Space sold commission

Computing 773 1935 4935 2261

<i>Food</i>	1013	3272	5250	2063
-------------	------	------	------	------

<i>Sports</i>	313	759	1890	554
<i>Vehicles</i>	203	597	630	353
<i>Government</i>	143	483	1268	55
<i>Clothing</i>	675	2478	5010	1781
<i>HRM</i>	338	1095	2190	1118
<i>Builders</i>	225	600	675	73
<i>Manufactur</i>	248	564	368	368
<i>Wine</i>	1208	2916	6540	1879
<i>Books</i>	143	735	900	916
<i>Furniture</i>	240	1023	2040	332

Total Expense



283.5
330.75
283.5
18.375

52.5
18.375
18.375
91.875

52.5
98.4375

916.125 332.0625

Total Sales

Overhead is 50% of Sales

Total Expense

Expense of HOPE from visitors tickets sold by Sales Representative **6**

Trade Fair

Visitor tickets sold

Sales Representative

Olivia

Chloe

Computing 222 *Olivia*

42575 21287.5 31191.5

222

Computing 96 Chloe

51710 25855 37453

96

Wine 252 Olivia

16395 8197.5 11713.5
7185 3592.5 5375.5
10865 5432.5 7381.5
45790 22895 32839
20075 10037.5 14778.5
7500 3750 5323
5270 2635 4183
58180 29090 41633
9575 4787.5 7481.5
18715 9357.5 12992.5

252
Food 186 Olivia 186
Sports 237 Emma
Sports 84 Olivia 84
Sports 81 Olivia 81
Food 231 Olivia 231
Sports 93 Jack
Food 213 Jack
Vehicles 168 Chloe 168
Vehicles 228 Chloe 228
Government 234 Chloe 234
Vehicles 201 Chloe 201
Clothing 174 Olivia 174
Clothing 129 Olivia 129

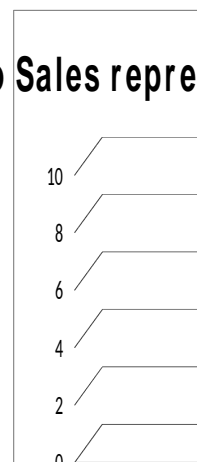




Clothing	138	Olivia	138	
Clothing	96	Olivia	96	
Clothing	90	Jack		
Clothing	69	Jack		
Clothing	291	Emma		
Clothing	207	Emma		
Clothing	249	Emma		
Clothing	84	Emma		
Clothing	156	Emma		
Computing	117	Jack		
Computing	201	Jack		
Computing	120	Jack		
Computing	78	Chloe		78
Computing	138	Chloe		138
HRM	126	Olivia	126	
HRM	273	Jack		
HRM	132	Jack		
HRM	102	Emma		
HRM	81	Emma		
Government	72	Olivia	72	
Government	177	Emma		
Builders	231	Chloe		231
Builders	201	Chloe		201
Builders	72	Chloe		72
Builders	96	Chloe		96
Manufacturin	57	Chloe		57
Manufacturin	264	Chloe		264
Manufacturin	243	Olivia	243	
Wine	60	Emma		
Wine	285	Olivia	285	
Books	276	Olivia	276	
Books	111	Olivia	111	
Books	102	Emma		
Books	246	Emma		
Food	285	Olivia	285	
Food	96	Olivia	96	
Food	144	Olivia	144	
Food	192	Emma		
Food	237	Jack		
Food	204	Chloe		204
Furniture	96	Emma		
Furniture	294	Chloe		294
Furniture	63	Chloe		63
Furniture	225	Chloe		225
Sports	264	Chloe		264
Wine	162	Olivia	162	
Wine	252	Olivia	252	
Wine	54	Olivia	54	
Wine	234	Emma		
Furniture	249	Olivia	249	
Furniture	96	Chloe		96

Food	228	Olivia	228	
Food	273	Jack		
Wine	81	Jack		
Wine	102	Olivia	102	
Wine	204	Emma		
Wine	63	Emma		
Wine	195	Emma		
Food	90	Olivia	90	
Food	201	Emma		
Food	222	Jack		
Wine	156	Jack		
Computing	57	Chloe		57
Computing	180	Chloe		180
Computing	216	Chloe		216
Wine	87	Olivia	87	
Wine	111	Emma		
Food	75	Emma		
Food	231	Emma		
Wine	279	Olivia	279	
Wine	117	Olivia	117	
Food	69	Jack		
Clothing	102	Jack		
Food	195	Jack		
Clothing	156	Olivia	156	
Computing	246	Olivia	246	
Wine	114	Emma		
Computing	78	Chloe		78
Wine	108	Chloe		108
Computing	186	Emma		
HRM	105	Jack		
HRM	276	Olivia	276	
Clothing	294	Olivia	294	
Clothing	243	Emma		
TOTAL			5823	3849

Expense to Sales repre



Emma

Jack

Expense of HOPE from space sold by Sales representative

returning Exhibitor?

space sold (sq.m.)

returning exhibitor charge of space sold

commission % of HOPE

commission received by HOPE

commission % of Sales representative

Olivia

y 30

5250 10 525 15 78.75

n 25

4375 18 787.5 30

y 25

237

93
213

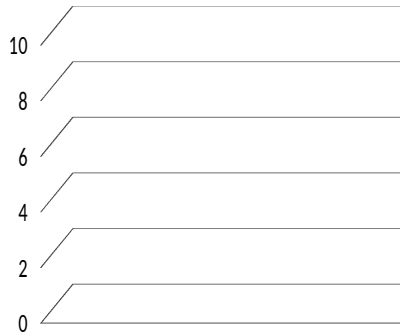
			4375	10	437.5	15	65.625
y	25		4375	10	437.5	15	65.625
y	20		3500	10	350	15	
y	30		5250	10	525	15	78.75
y	20		3500	10	350	15	52.5
y	35		6125	10	612.5	15	91.875
y	15		2625	10	262.5	15	
n	25		4375	18	787.5	30	
n	25		4375	18	787.5	30	
n	15		2625	15	393.75	25	
y	15		2625	7	183.75	10	
y	15		2625	7	183.75	10	
y	15		2625	7	183.75	10	18.375
n	15		2625	15	393.75	25	98.4375

		n	30	5250	18	945	30	283.5
		y	15	2625	7	183.75	10	18.375
	90	y	15	2625	7	183.75	10	
	69	n	35	6125	18	1102.5	30	
291		y	20	3500	10	350	15	
207		y	20	3500	10	350	15	
249		y	20	3500	10	350	15	
84		n	35	6125	18	1102.5	30	
156		y	35	6125	10	612.5	15	
	117	n	20	3500	18	630	30	
	201	n	25	4375	18	787.5	30	
	120	y	25	4375	10	437.5	15	
		n	35	6125	18	1102.5	30	
		n	35	6125	18	1102.5	30	
		y	25	4375	10	437.5	15	65.625
	273	n	25	4375	18	787.5	30	
	132	n	30	5250	18	945	30	
102		y	35	6125	10	612.5	15	
81		n	30	5250	18	945	30	
		y	15	2625	7	183.75	10	18.375
117		y	15	2625	7	183.75	10	
		n	35	6125	18	1102.5	30	
		n	15	2625	15	393.75	25	
		n	25	4375	18	787.5	30	
		y	25	4375	10	437.5	15	
		y	25	4375	10	437.5	15	
		y	25	4375	10	437.5	15	
		n	25	4375	18	787.5	30	236.25
60		n	25	4375	18	787.5	30	
		n	25	4375	18	787.5	30	236.25
		n	30	5250	18	945	30	283.5
		n	35	6125	18	1102.5	30	330.75
102		n	30	5250	18	945	30	
246		y	15	2625	7	183.75	10	
		y	15	2625	7	183.75	10	18.375
		n	35	6125	18	1102.5	30	330.75
		y	35	6125	10	612.5	15	91.875
192		y	30	5250	10	525	15	
	237	n	25	4375	18	787.5	30	
		y	20	3500	10	350	15	
96		y	20	3500	10	350	15	
		y	15	2625	7	183.75	10	
		y	15	2625	7	183.75	10	
		y	35	6125	10	612.5	15	
		n	35	6125	18	1102.5	30	
		y	20	3500	10	350	15	52.5
		y	20	3500	10	350	15	52.5
		n	20	3500	18	630	30	189
234		y	10	1750	7	122.5	10	
		y	20	3500	10	350	15	52.5
		n	15	2625	15	393.75	25	

		y	20	3500	10	350	15	52.5
	273	y	30	5250	10	525	15	
	81	y	30	5250	10	525	15	
		y	25	4375	10	437.5	15	65.625
204		y	35	6125	10	612.5	15	
63		y	20	3500	10	350	15	
195		n	15	2625	15	393.75	25	
		y	30	5250	10	525	15	78.75
201		y	30	5250	10	525	15	
	222	y	25	4375	10	437.5	15	
	156	y	35	6125	10	612.5	15	
		y	35	6125	10	612.5	15	
		n	15	2625	15	393.75	25	
		y	25	4375	10	437.5	15	
		y	25	4375	10	437.5	15	65.625
111		y	30	5250	10	525	15	
75		n	30	5250	18	945	30	
231		y	30	5250	10	525	15	
		y	25	4375	10	437.5	15	65.625
		y	15	2625	7	183.75	10	18.375
	69	y	25	4375	10	437.5	15	
	102	n	30	5250	18	945	30	
	195	y	30	5250	10	525	15	
		y	15	2625	7	183.75	10	18.375
		y	15	2625	7	183.75	10	18.375
114		n	15	2625	15	393.75	25	
		n	20	3500	18	630	30	
		y	35	6125	10	612.5	15	
186		n	35	6125	18	1102.5	30	
	105	y	30	5250	10	525	15	
		y	30	5250	10	525	15	78.75
		y	25	4375	10	437.5	15	65.625
243		y	25	4375	10	437.5	15	
4077	2748					TOTAL		3337.688

sentative from visitors tickets sold

Expense to sales representative





Chloe

Emma

Jack

Expense of HOPE from VAS collection by Sales representative

Income from VAS charge

Olivia

Chloe

Emma

Jack

Expense of HOPE from working hours payment of Sales representative

450 67.5

3250

236.25

487.5

2100

315

1650

247.5

52.5

3600

540

1900

285

1650

247.5

3400

510

39.375

3600

540

236.25

1700

255

236.25

2100

315

98.4375

1950

292.5

18.375

1650

247.5

18.375

150

22.5

3400

510

3200

480

			1900	285		
			3400	510		
		18.375	1700			255
		330.75	3400			510
	52.5		350		52.5	
	52.5		1900		285	
	52.5		1750		262.5	
	91.875		400		60	
	91.875		3250		487.5	
		189	1650			247.5
		236.25	3400			510
		65.625	2100			315
330.75			3600		540	
330.75			3200		480	
			3150	472.5		
		236.25	200			30
		283.5	600			90
	91.875		3400		510	
	283.5		1750		262.5	
			3200	480		
	18.375		3600		540	
330.75			2100		315	
98.4375			1950		292.5	
236.25			450		67.5	
65.625					0	
65.625			450		67.5	
65.625			1750		262.5	
			250	37.5		
	236.25		1950		292.5	
			3350	502.5		
			1850	277.5		
			350	52.5		
	283.5		1950		292.5	
	18.375		1850		277.5	
			3600	540		
			3150	472.5		
			1850	277.5		
	78.75		3350		502.5	
		236.25	1700			255
	52.5		1750		262.5	
		52.5	3000		450	
18.375			3250		487.5	
18.375			3150		472.5	
91.875			250		37.5	
330.75			1850		277.5	
			450	67.5		
			3150	472.5		
			1900	285		
	12.25		3600		540	
			2100	315		
98.4375			1850		277.5	

			150	22.5		
		78.75	1500			225
		78.75	1750			262.5
			1900	285		
	91.875		3600		540	
	52.5		3200		480	
	98.4375		1850		277.5	
			150	22.5		
	78.75		1850		277.5	
		65.625	1700			255
		91.875	1750			262.5
91.875			3250		487.5	
98.4375			3250		487.5	
65.625			3200		480	
			450	67.5		
	78.75		3000		450	
	283.5		3450		517.5	
	78.75		1500		225	
			3600	540		
			3450	517.5		
		65.625	2100			315
		283.5	3250			487.5
		78.75	450			67.5
			3400	510		
			3600	540		
	98.4375		600		90	
189			1700		255	
91.875			1950		292.5	
	330.75		250		37.5	
		78.75	1900			285
			3600	540		
			2100	315		
	65.625				0	
3278.625	2726.5	2693.25	TOTAL	11070	7207.5	8250
						5167.5

from working hours

Expense to sale representative from V/A

10	
9	
8	
7	
6	
5	
4	
3	
2	
1	
0	



Date (of customer order).

Day

Hours worked by each sales representative

Payment per hour

Olivia

Chloe

Emma

Jack

3/7/2015 Sat 4.5 20

3/8/2015 Sun 6 20

120

3/9/2015 Mon 1.5 15

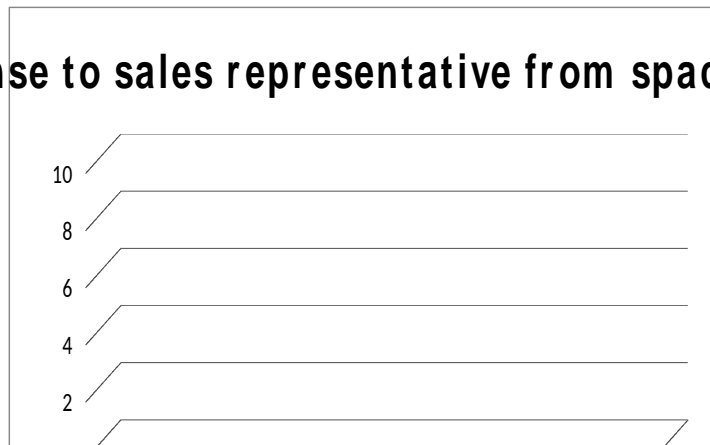
				22.5		
3/10/2015	Tue	3	15	45		
3/11/2015	Wed	3	15		45	
3/12/2015	Thu	4.5	15	67.5		
3/13/2015	Fri	1.5	15	22.5		
3/14/2015	Sat	4.5	20	90		
3/15/2015	Sun	4.5	20			90
3/16/2015	Mon	6	15			90
3/17/2015	Tue	4.5	15	67.5		
3/18/2015	Wed	6	15	90		
3/19/2015	Thu	1.5	15	22.5		
3/20/2015	Fri	3	15	45		
3/21/2015	Sat	4.5	20	90		
3/22/2015	Sun	3	20	60		

3/23/2015	Mon	1.5	15	22.5		
3/24/2015	Tue	4.5	15	67.5		
3/25/2015	Wed	1.5	15			22.5
3/26/2015	Thu	1.5	15			22.5
3/27/2015	Fri	3	15		45	
3/28/2015	Sat	1.5	20		30	
3/29/2015	Sun	1.5	20		30	
3/30/2015	Mon	1.5	15		30	
3/31/2015	Tue	4.5	15		22.5	
4/1/2015	Wed	3	15			67.5
4/2/2015	Thu	3	15			45
4/3/2015	Fri	4.5	15			67.5
4/4/2015	Sat	3	20		60	
4/5/2015	Sun	3	20		60	
4/6/2015	Mon	3	15	45		
4/7/2015	Tue	4.5	15			67.5
4/8/2015	Wed	4.5	15			67.5
4/9/2015	Thu	3	15		45	
4/10/2015	Fri	4.5	15		67.5	
4/11/2015	Sat	4.5	20	90		
4/12/2015	Sun	1.5	20		30	
4/13/2015	Mon	6	15		90	
4/14/2015	Tue	1.5	15		22.5	
4/15/2015	Wed	4.5	15		67.5	
4/16/2015	Thu	3	15		45	
4/17/2015	Fri	4.5	15		67.5	
4/18/2015	Sat	4.5	20		90	
4/19/2015	Sun	4.5	20	400		
4/20/2015	Mon	6	15		90	
4/21/2015	Tue	3	15	90		
4/22/2015	Wed	1.5	15	22.5		
4/23/2015	Thu	1.5	15	22.5		
4/24/2015	Fri	4.5	15		67.5	
4/25/2015	Sat	1.5	20		30	
4/26/2015	Sun	4.5	20	90		
4/27/2015	Mon	1.5	15	22.5		
4/28/2015	Tue	4.5	15	67.5		
4/29/2015	Wed	3	15		45	
4/30/2015	Thu	6	15			90
5/1/2015	Fri	6	15		90	
5/2/2015	Sat	1.5	20		30	
5/3/2015	Sun	1.5	20		30	
5/4/2015	Mon	1.5	15		22.5	
5/5/2015	Tue	3	15		45	
5/6/2015	Wed	6	15		90	
5/7/2015	Thu	4.5	15	67.5		
5/8/2015	Fri	3	15	45		
5/9/2015	Sat	3	20	60		
5/10/2015	Sun	1.5	20		30	
5/11/2015	Mon	6	15	90		
5/12/2015	Tue	1.5	15		22.5	

5/13/2015	Wed	1.5	15	22.5			
5/14/2015	Thu	4.5	15			67.5	
5/15/2015	Fri	4.5	15			67.5	
5/16/2015	Sat	1.5	20	30			
5/17/2015	Sun	4.5	20			90	
5/18/2015	Mon	6	15			90	
5/19/2015	Tue	3	15			45	
5/20/2015	Wed	1.5	15	22.5			
5/21/2015	Thu	4.5	15			67.5	
5/22/2015	Fri	6	15				90
5/23/2015	Sat	3	20				60
5/24/2015	Sun	1.5	20		30		
5/25/2015	Mon	4.5	15		22.5		
5/26/2015	Tue	3	15		45		
5/27/2015	Wed	3	15	45			
5/28/2015	Thu	4.5	15			67.5	
5/29/2015	Fri	3	15			45	
5/30/2015	Sat	3	20			60	
5/31/2015	Sun	4.5	20	90			
6/1/2015	Mon	6	15	90			
6/2/2015	Tue	1.5	15				22.5
6/3/2015	Wed	1.5	15				22.5
6/4/2015	Thu	3	15				45
6/5/2015	Fri	1.5	15	22.5			
6/6/2015	Sat	1.5	20	30			
6/7/2015	Sun	4.5	20			90	
6/8/2015	Mon	3	15		45		
6/9/2015	Tue	6	15		90		
6/10/2015	Wed	4.5	15			67.5	
6/11/2015	Thu	1.5	15				22.5
6/12/2015	Fri	1.5	15	22.5			
6/13/2015	Sat	4.5	20	90			
6/14/2015	Sun	3	20			60	
TOTAL				2155	1380	1320	1027.5

AS charge

Expense to sales representative from space sold



Sales Representative

Expense from Working Hours

Expense from tickets sold commission

Expense from VAS chargeing commission

Expense from Space sold commission

Total Sales

Overheadis 50% of Sales

Total Expense

Olivia	3238	5823	11070	2155	101685	50842.5	73128.5
--------	------	------	-------	------	--------	---------	---------

Chloe	3279	3849	7208	1380	66860	33430	49146
-------	------	------	------	------	-------	-------	-------

Emma	2727	4077	8250	1320	75685	37842.5	54216.5
Jack	2693	2748	5168	1028	48190	24095	35732





Cc

Expenses from commission of Tickets sold

Trade Fair

Sales Representative

Visitor tickets sold

Expense by paying Ticket commission

Expenses by payment of Working Hours

Date (of customer order).

Day

Hours worked by each sales representative

Payment per hour

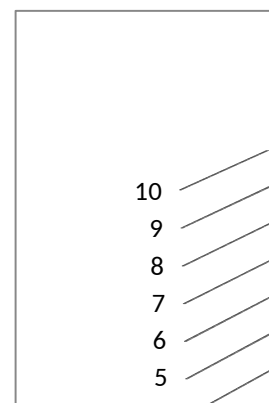
<i>Computing</i>	Olivia	222	222	3/7/2015	Sat	4.5	20
<i>Computing</i>	Chloe	96	96	3/8/2015	Sun	6	20
<i>Wine</i>	Olivia	252	252	3/9/2015	Mon	1.5	15
<i>Food</i>	Olivia	186	186	3/10/2015	Tue	3	15
<i>Sports</i>	Emma	237	237	3/11/2015	Wed	3	15
<i>Sports</i>	Olivia	84	84	3/12/2015	Thu	4.5	15
<i>Sports</i>	Olivia	81	81	3/13/2015	Fri	1.5	15
<i>Food</i>	Olivia	231	231	3/14/2015	Sat	4.5	20
<i>Sports</i>	Jack	93	93	3/15/2015	Sun	4.5	20
<i>Food</i>	Jack	213	213	3/16/2015	Mon	6	15
<i>Vehicles</i>	Chloe	168	168	3/17/2015	Tue	4.5	15
<i>Vehicles</i>	Chloe	228	228	3/18/2015	Wed	6	15
<i>Government</i>	Chloe	234	234	3/19/2015	Thu	1.5	15
<i>Vehicles</i>	Chloe	201	201	3/20/2015	Fri	3	15
<i>Clothing</i>	Olivia	174	174	3/21/2015	Sat	4.5	20

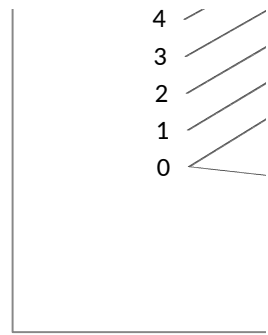
Clothing	Olivia	129	129	3/22/2015	Sun	3	20
Clothing	Olivia	138	138	3/23/2015	Mon	1.5	15
Clothing	Olivia	96	96	3/24/2015	Tue	4.5	15
Clothing	Jack	90	90	3/25/2015	Wed	1.5	15
Clothing	Jack	69	69	3/26/2015	Thu	1.5	15
Clothing	Emma	291	291	3/27/2015	Fri	3	15
Clothing	Emma	207	207	3/28/2015	Sat	1.5	20
Clothing	Emma	249	249	3/29/2015	Sun	1.5	20
Clothing	Emma	84	84	3/30/2015	Mon	1.5	15
Clothing	Emma	156	156	3/31/2015	Tue	4.5	15
Computing	Jack	117	117	4/1/2015	Wed	3	15
Computing	Jack	201	201	4/2/2015	Thu	3	15
Computing	Jack	120	120	4/3/2015	Fri	4.5	15
Computing	Chloe	78	78	4/4/2015	Sat	3	20
Computing	Chloe	138	138	4/5/2015	Sun	3	20
HRM	Olivia	126	126	4/6/2015	Mon	3	15
HRM	Jack	273	273	4/7/2015	Tue	4.5	15
HRM	Jack	132	132	4/8/2015	Wed	4.5	15
HRM	Emma	102	102	4/9/2015	Thu	3	15
HRM	Emma	81	81	4/10/2015	Fri	4.5	15
Government	Olivia	72	72	4/11/2015	Sat	4.5	20
Government	Emma	177	177	4/12/2015	Sun	1.5	20
Builders	Chloe	231	231	4/13/2015	Mon	6	15
Builders	Chloe	201	201	4/14/2015	Tue	1.5	15
Builders	Chloe	72	72	4/15/2015	Wed	4.5	15
Builders	Chloe	96	96	4/16/2015	Thu	3	15
Manufacturin	Chloe	57	57	4/17/2015	Fri	4.5	15
Manufacturin	Chloe	264	264	4/18/2015	Sat	4.5	20
Manufacturin	Olivia	243	243	4/19/2015	Sun	4.5	20
Wine	Emma	60	60	4/20/2015	Mon	6	15
Wine	Olivia	285	285	4/21/2015	Tue	3	15
Books	Olivia	276	276	4/22/2015	Wed	1.5	15
Books	Olivia	111	111	4/23/2015	Thu	1.5	15
Books	Emma	102	102	4/24/2015	Fri	4.5	15
Books	Emma	246	246	4/25/2015	Sat	1.5	20
Food	Olivia	285	285	4/26/2015	Sun	4.5	20
Food	Olivia	96	96	4/27/2015	Mon	1.5	15
Food	Olivia	144	144	4/28/2015	Tue	4.5	15
Food	Emma	192	192	4/29/2015	Wed	3	15
Food	Jack	237	237	4/30/2015	Thu	6	15
Food	Chloe	204	204	5/1/2015	Fri	6	15
Furniture	Emma	96	96	5/2/2015	Sat	1.5	20
Furniture	Chloe	294	294	5/3/2015	Sun	1.5	20
Furniture	Chloe	63	63	5/4/2015	Mon	1.5	15
Furniture	Chloe	225	225	5/5/2015	Tue	3	15
Sports	Chloe	264	264	5/6/2015	Wed	6	15
Wine	Olivia	162	162	5/7/2015	Thu	4.5	15
Wine	Olivia	252	252	5/8/2015	Fri	3	15
Wine	Olivia	54	54	5/9/2015	Sat	3	20
Wine	Emma	234	234	5/10/2015	Sun	1.5	20
Furniture	Olivia	249	249	5/11/2015	Mon	6	15

Furniture	Chloe	96	96	5/12/2015	Tue	1.5	15
Food	Olivia	228	228	5/13/2015	Wed	1.5	15
Food	Jack	273	273	5/14/2015	Thu	4.5	15
Wine	Jack	81	81	5/15/2015	Fri	4.5	15
Wine	Olivia	102	102	5/16/2015	Sat	1.5	20
Wine	Emma	204	204	5/17/2015	Sun	4.5	20
Wine	Emma	63	63	5/18/2015	Mon	6	15
Wine	Emma	195	195	5/19/2015	Tue	3	15
Food	Olivia	90	90	5/20/2015	Wed	1.5	15
Food	Emma	201	201	5/21/2015	Thu	4.5	15
Food	Jack	222	222	5/22/2015	Fri	6	15
Wine	Jack	156	156	5/23/2015	Sat	3	20
Computing	Chloe	57	57	5/24/2015	Sun	1.5	20
Computing	Chloe	180	180	5/25/2015	Mon	4.5	15
Computing	Chloe	216	216	5/26/2015	Tue	3	15
Wine	Olivia	87	87	5/27/2015	Wed	3	15
Wine	Emma	111	111	5/28/2015	Thu	4.5	15
Food	Emma	75	75	5/29/2015	Fri	3	15
Food	Emma	231	231	5/30/2015	Sat	3	20
Wine	Olivia	279	279	5/31/2015	Sun	4.5	20
Wine	Olivia	117	117	6/1/2015	Mon	6	15
Food	Jack	69	69	6/2/2015	Tue	1.5	15
Clothing	Jack	102	102	6/3/2015	Wed	1.5	15
Food	Jack	195	195	6/4/2015	Thu	3	15
Clothing	Olivia	156	156	6/5/2015	Fri	1.5	15
Computing	Olivia	246	246	6/6/2015	Sat	1.5	20
Wine	Emma	114	114	6/7/2015	Sun	4.5	20
Computing	Chloe	78	78	6/8/2015	Mon	3	15
Wine	Chloe	108	108	6/9/2015	Tue	6	15
Computing	Emma	186	186	6/10/2015	Wed	4.5	15
HRM	Jack	105	105	6/11/2015	Thu	1.5	15
HRM	Olivia	276	276	6/12/2015	Fri	1.5	15
Clothing	Olivia	294	294	6/13/2015	Sat	4.5	20
Clothing	Emma	243	243	6/14/2015	Sun	3	20

TOTAL 16557

TOTAL





Expense by payment of working hours

Expenses from commission of VAS collect

Income from VAS charge

Expense by 15% payment from VAS collect

Expense of commission of space sold

returning Exhibitor?

space sold (sq.m.)

returning exhibitor charge of space sold

commission % of HOPE

commission received by HOPE

y 30

90 450 67.5 5250 10 525

3250 n 25

120		487.5			4375	18	787.5
22.5	2100	315	y	25	4375	10	437.5
45	1650	247.5	y	25	4375	10	437.5
45	3600	540	y	20	3500	10	350
67.5	1900	285	y	30	5250	10	525
22.5	1650	247.5	y	20	3500	10	350
90	3400	510	y	35	6125	10	612.5
90	3600	540	y	15	2625	10	262.5
90	1700	255	n	25	4375	18	787.5
67.5	2100	315	n	25	4375	18	787.5
90	1950	292.5	n	15	2625	15	393.75
22.5	1650	247.5	y	15	2625	7	183.75
45	150	22.5	y	15	2625	7	183.75
90	3400	510	y	15	2625	7	183.75

60	3200	480	n	15	2625	15	393.75
22.5	1900	285	n	30	5250	18	945
67.5	3400	510	y	15	2625	7	183.75
22.5	1700	255	y	15	2625	7	183.75
22.5	3400	510	n	35	6125	18	1102.5
45	350	52.5	y	20	3500	10	350
30	1900	285	y	20	3500	10	350
30	1750	262.5	y	20	3500	10	350
22.5	400	60	n	35	6125	18	1102.5
67.5	3250	487.5	y	35	6125	10	612.5
45	1650	247.5	n	20	3500	18	630
45	3400	510	n	25	4375	18	787.5
67.5	2100	315	y	25	4375	10	437.5
60	3600	540	n	35	6125	18	1102.5
60	3200	480	n	35	6125	18	1102.5
45	3150	472.5	y	25	4375	10	437.5
67.5	200	30	n	25	4375	18	787.5
67.5	600	90	n	30	5250	18	945
45	3400	510	y	35	6125	10	612.5
67.5	1750	262.5	n	30	5250	18	945
90	3200	480	y	15	2625	7	183.75
30	3600	540	y	15	2625	7	183.75
90	2100	315	n	35	6125	18	1102.5
22.5	1950	292.5	n	15	2625	15	393.75
67.5	450	67.5	n	25	4375	18	787.5
45		0	y	25	4375	10	437.5
67.5	450	67.5	y	25	4375	10	437.5
90	1750	262.5	y	25	4375	10	437.5
90	250	37.5	n	25	4375	18	787.5
90	1950	292.5	n	25	4375	18	787.5
45	3350	502.5	n	25	4375	18	787.5
22.5	1850	277.5	n	30	5250	18	945
22.5	350	52.5	n	35	6125	18	1102.5
67.5	1950	292.5	n	30	5250	18	945
30	1850	277.5	y	15	2625	7	183.75
90	3600	540	y	15	2625	7	183.75
22.5	3150	472.5	n	35	6125	18	1102.5
67.5	1850	277.5	y	35	6125	10	612.5
45	3350	502.5	y	30	5250	10	525
90	1700	255	n	25	4375	18	787.5
90	1750	262.5	y	20	3500	10	350
30	3000	450	y	20	3500	10	350
30	3250	487.5	y	15	2625	7	183.75
22.5	3150	472.5	y	15	2625	7	183.75
45	250	37.5	y	35	6125	10	612.5
90	1850	277.5	n	35	6125	18	1102.5
67.5	450	67.5	y	20	3500	10	350
45	3150	472.5	y	20	3500	10	350
60	1900	285	n	20	3500	18	630
30	3600	540	y	10	1750	7	122.5
90	2100	315	y	20	3500	10	350

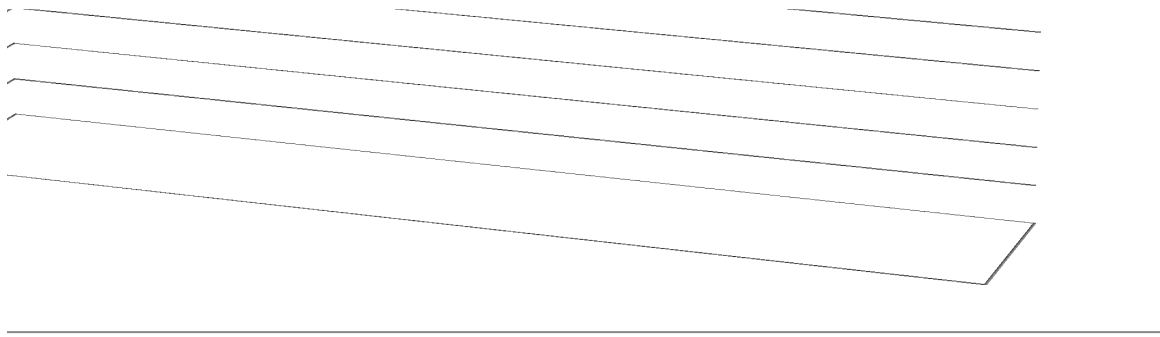
22.5	1850	277.5	n	15	2625	15	393.75
22.5	150	22.5	y	20	3500	10	350
67.5	1500	225	y	30	5250	10	525
67.5	1750	262.5	y	30	5250	10	525
30	1900	285	y	25	4375	10	437.5
90	3600	540	y	35	6125	10	612.5
90	3200	480	y	20	3500	10	350
45	1850	277.5	n	15	2625	15	393.75
22.5	150	22.5	y	30	5250	10	525
67.5	1850	277.5	y	30	5250	10	525
90	1700	255	y	25	4375	10	437.5
60	1750	262.5	y	35	6125	10	612.5
30	3250	487.5	y	35	6125	10	612.5
67.5	3250	487.5	n	15	2625	15	393.75
45	3200	480	y	25	4375	10	437.5
45	450	67.5	y	25	4375	10	437.5
67.5	3000	450	y	30	5250	10	525
45	3450	517.5	n	30	5250	18	945
60	1500	225	y	30	5250	10	525
90	3600	540	y	25	4375	10	437.5
90	3450	517.5	y	15	2625	7	183.75
22.5	2100	315	y	25	4375	10	437.5
22.5	3250	487.5	n	30	5250	18	945
45	450	67.5	y	30	5250	10	525
22.5	3400	510	y	15	2625	7	183.75
30	3600	540	y	15	2625	7	183.75
90	600	90	n	15	2625	15	393.75
45	1700	255	n	20	3500	18	630
90	1950	292.5	y	35	6125	10	612.5
67.5	250	37.5	n	35	6125	18	1102.5
22.5	1900	285	y	30	5250	10	525
22.5	3600	540	y	30	5250	10	525
90	2100	315	y	25	4375	10	437.5
60		0	y	25	4375	10	437.5

5587.5

TOTAL

31695

Total Expenses of HOPE



Da

commission % of Sales representative

Expense by commission payment of space sold

Hours Worked by each Trade Fair

Trade Fair

Sales Representative

Computing

Food

Sports

Computing Olivia

15 78.75

4.5

Computing Chloe

30 236.25

15 65.625

15 65.625

15 52.5

15 78.75

15 52.5

15 91.875

15 39.375

30 236.25

30 236.25

25 98.4375

10 18.375

10 18.375

10 18.375

Wine Olivia
Food Olivia
Sports Emma
Sports Olivia
Sports Olivia
Food Olivia
Sports Jack
Food Jack
Vehicles Chloe
Vehicles Chloe
Government Chloe
Vehicles Chloe
Clothing Olivia

6

3

3

4.5

1.5

4.5

4.5

6

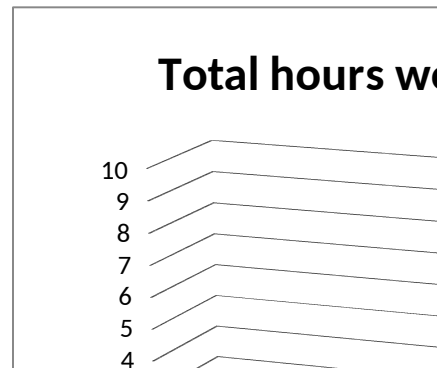
25	98.4375	Clothing	Olivia	
30	283.5	Clothing	Olivia	
10	18.375	Clothing	Olivia	
10	18.375	Clothing	Jack	
30	330.75	Clothing	Jack	
15	52.5	Clothing	Emma	
15	52.5	Clothing	Emma	
15	52.5	Clothing	Emma	
30	330.75	Clothing	Emma	
15	91.875	Clothing	Emma	
30	189	Computing	Jack	3
30	236.25	Computing	Jack	3
15	65.625	Computing	Jack	4.5
30	330.75	Computing	Chloe	3
30	330.75	Computing	Chloe	3
15	65.625	HRM	Olivia	
30	236.25	HRM	Jack	
30	283.5	HRM	Jack	
15	91.875	HRM	Emma	
30	283.5	HRM	Emma	
10	18.375	Government	Olivia	
10	18.375	Government	Emma	
30	330.75	Builders	Chloe	
25	98.4375	Builders	Chloe	
30	236.25	Builders	Chloe	
15	65.625	Builders	Chloe	
15	65.625	Manufacturin	Chloe	
15	65.625	Manufacturin	Chloe	
30	236.25	Manufacturin	Olivia	
30	236.25	Wine	Emma	
30	236.25	Wine	Olivia	
30	283.5	Books	Olivia	
30	330.75	Books	Olivia	
30	283.5	Books	Emma	
10	18.375	Books	Emma	
10	18.375	Food	Olivia	4.5
30	330.75	Food	Olivia	1.5
15	91.875	Food	Olivia	4.5
15	78.75	Food	Emma	3
30	236.25	Food	Jack	6
15	52.5	Food	Chloe	6
15	52.5	Furniture	Emma	
10	18.375	Furniture	Chloe	
10	18.375	Furniture	Chloe	
15	91.875	Furniture	Chloe	
30	330.75	Sports	Chloe	
15	52.5	Wine	Olivia	
15	52.5	Wine	Olivia	
30	189	Wine	Olivia	
10	12.25	Wine	Emma	
15	52.5	Furniture	Olivia	

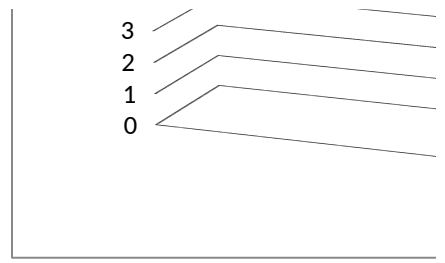
25 98.4375
 15 52.5
 15 78.75
 15 78.75
 15 65.625
 15 91.875
 15 52.5
 25 98.4375
 15 78.75
 15 78.75
 15 65.625
 15 91.875
 15 91.875
 25 98.4375
 15 65.625
 15 65.625
 15 78.75
 30 283.5
 15 78.75
 15 65.625
 10 18.375
 15 65.625
 30 283.5
 15 78.75
 10 18.375
 10 18.375
 25 98.4375
 30 189
 15 91.875
 30 330.75
 15 78.75
 15 78.75
 15 65.625
 15 65.625

Furniture	Chloe	
Food	Olivia	1.5
Food	Jack	4.5
Wine	Jack	
Wine	Olivia	
Wine	Emma	
Wine	Emma	
Wine	Emma	
Food	Olivia	1.5
Food	Emma	4.5
Food	Jack	6
Wine	Jack	
Computing	Chloe	1.5
Computing	Chloe	4.5
Computing	Chloe	3
Wine	Olivia	
Wine	Emma	
Food	Emma	3
Food	Emma	3
Wine	Olivia	
Wine	Olivia	
Food	Jack	1.5
Clothing	Jack	
Food	Jack	3
Clothing	Olivia	
Computing	Olivia	1.5
Wine	Emma	
Computing	Chloe	3
Wine	Chloe	
Computing	Emma	4.5
HRM	Jack	
HRM	Olivia	
Clothing	Olivia	
Clothing	Emma	

TOTAL 12274.94

hours worked in each Tr 45 67.5 19.5





Vehicles

Government

Clothing

HRM

Builders

Manufacturing

Wine

Books

Furniture

1.5

4.5

6

3

1.5

4.5

3
1.5
4.5
1.5
1.5
3
1.5
1.5
1.5
4.5

3
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1.5

6
1.5
4.5
3

4.5
4.5
4.5

6
3

1.5
1.5
4.5
1.5

1.5
1.5
1.5
3

4.5
3
3
1.5

6

1.5

4.5
1.5
4.5
6
3

3

3
4.5

4.5
6

1.5

1.5

4.5

6

1.5
1.5

4.5
3

13.5

7.5

39

22.5

15

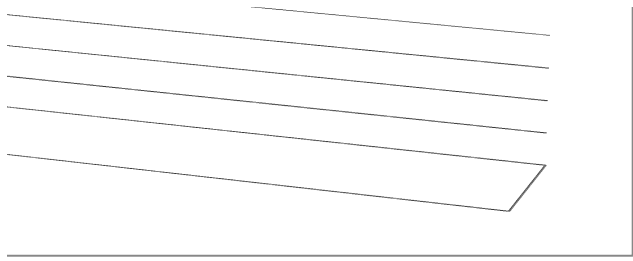
13.5

73.5

9

15

orked by each Trade fair



Hours worked by each Sales Representative

Db

Trade Fair

Sales Representative

Olivia

Chloe

Emma

Jack

Computing Olivia

4.5

Computing Chloe

6

Wine Olivia

		1.5		
Food	Olivia	3		
Sports	Emma		3	
Sports	Olivia	4.5		
Sports	Olivia	1.5		
Food	Olivia	4.5		
Sports	Jack			4.5
Food	Jack			6
Vehicles	Chloe		4.5	
Vehicles	Chloe		6	
Government	Chloe		1.5	
Vehicles	Chloe		3	
Clothing	Olivia	4.5		
Clothing	Olivia	3		

Clothing	Olivia	1.5		
Clothing	Olivia	4.5		
Clothing	Jack			1.5
Clothing	Jack			1.5
Clothing	Emma		3	
Clothing	Emma		1.5	
Clothing	Emma		1.5	
Clothing	Emma		1.5	
Clothing	Emma		4.5	
Computing	Jack			3
Computing	Jack			3
Computing	Jack			4.5
Computing	Chloe		3	
Computing	Chloe		3	
HRM	Olivia	3		
HRM	Jack			4.5
HRM	Jack			4.5
HRM	Emma		3	
HRM	Emma		4.5	
Government	Olivia	4.5		
Government	Emma			1.5
Builders	Chloe		6	
Builders	Chloe		1.5	
Builders	Chloe		4.5	
Builders	Chloe		3	
Manufacturin	Chloe		4.5	
Manufacturin	Chloe		4.5	
Manufacturin	Olivia	4.5		
Wine	Emma			6
Wine	Olivia	3		
Books	Olivia	1.5		
Books	Olivia	1.5		
Books	Emma			4.5
Books	Emma			1.5
Food	Olivia	4.5		
Food	Olivia	1.5		
Food	Olivia	4.5		
Food	Emma			3
Food	Jack			6
Food	Chloe		6	
Furniture	Emma			1.5
Furniture	Chloe		1.5	
Furniture	Chloe		1.5	
Furniture	Chloe		3	
Sports	Chloe		6	
Wine	Olivia	4.5		
Wine	Olivia	3		
Wine	Olivia	3		
Wine	Emma			1.5
Furniture	Olivia	6		
Furniture	Chloe		1.5	

<i>Food</i>	Olivia	1.5			
<i>Food</i>	Jack				4.5
<i>Wine</i>	Jack				4.5
<i>Wine</i>	Olivia	1.5			
<i>Wine</i>	Emma			4.5	
<i>Wine</i>	Emma			6	
<i>Wine</i>	Emma			3	
<i>Food</i>	Olivia	1.5			
<i>Food</i>	Emma			4.5	
<i>Food</i>	Jack				6
<i>Wine</i>	Jack				3
<i>Computing</i>	Chloe		1.5		
<i>Computing</i>	Chloe		4.5		
<i>Computing</i>	Chloe		3		
<i>Wine</i>	Olivia	3			
<i>Wine</i>	Emma			4.5	
<i>Food</i>	Emma			3	
<i>Food</i>	Emma			3	
<i>Wine</i>	Olivia	4.5			
<i>Wine</i>	Olivia	6			
<i>Food</i>	Jack				1.5
<i>Clothing</i>	Jack				1.5
<i>Food</i>	Jack				3
<i>Clothing</i>	Olivia	1.5			
<i>Computing</i>	Olivia	1.5			
<i>Wine</i>	Emma			4.5	
<i>Computing</i>	Chloe		3		
<i>Wine</i>	Chloe		6		
<i>Computing</i>	Emma			4.5	
<i>HRM</i>	Jack				1.5
<i>HRM</i>	Olivia	1.5			
<i>Clothing</i>	Olivia	4.5			
<i>Clothing</i>	Emma			3	
total hours worked by each person		105	88.5	82.5	64.5

Profit calculation of each trade fair in the last decade



TRADE FAIR

TOTAL PROFIT OF HOPE 2004

TOTAL PROFIT OF HOPE 2005

TOTAL PROFIT OF HOPE 2006

TOTAL PROFIT OF HOPE 2007

TOTAL PROFIT OF HOPE 2008

TOTAL PROFIT OF HOPE 2009

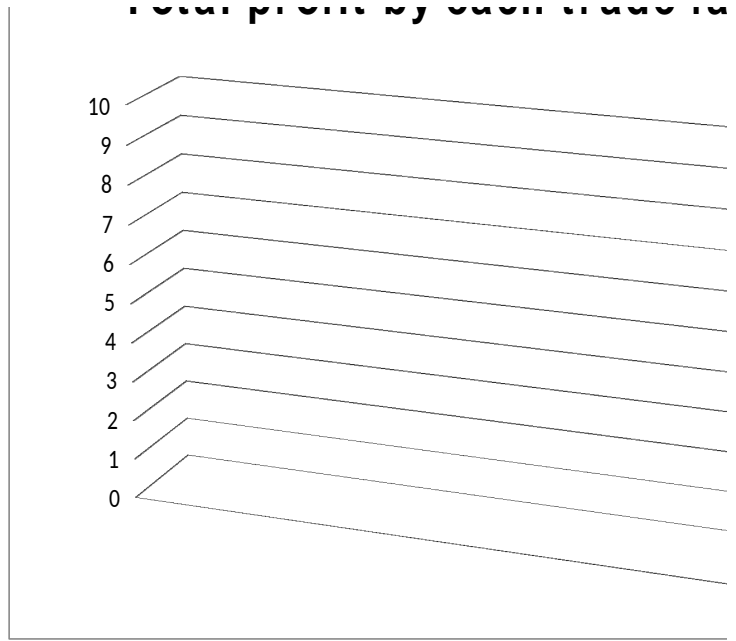
<i>Clothing</i>	2770	2580	2285	2285	2285	2325
-----------------	------	------	------	------	------	------

<i>Furniture</i>	2935	2935	2635	2635	2560	2560
------------------	------	------	------	------	------	------

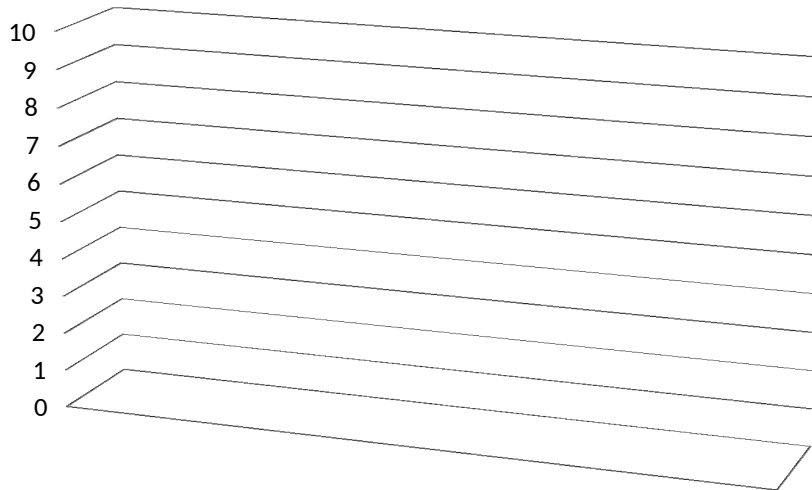
<i>Books</i>	13735	14325	12380	14350	14210	14215
<i>Sports</i>	3965	2200	1195	1455	1730	1735
<i>Food</i>	6950	7700	8250	8250	8250	8550
<i>Wine</i>	19160	20380	19765	19615	19610	20255
<i>Manufactur</i>	325	-140	-12	95	250	255
<i>Builders</i>	1255	0	1255	0	1255	0
<i>Vehicles</i>	5975	6850	7075	5000	5095	4490
<i>Governmen</i>	8760	8750	8760	8760	8760	8760
<i>HRM</i>	6714	5660	5642	5693	5882	5442
<i>Computing</i>	7595	7751	11060	11060	12560	12560

Total profit by each trade fa

Net profit by each trade



Total Working hours by each Sales Representative



TOTAL PROFIT OF HOPE 2010

TOTAL PROFIT OF HOPE 2011

TOTAL PROFIT OF HOPE 2012

TOTAL PROFIT OF HOPE 2013

TOTAL PROFIT OF HOPE 2014

TOTAL PROFIT OF HOPE 2015

TOTAL PROFIT FROM EACH TRADE FAIR IN LAST DECADE



2530 2705 3155 3815 4703 13401 44839

TOTAL SALES FOR HOPE

2785 3060 3065 3065 3752 5722 37709

14315	14645	14660	15230	15543	2093	159701
1795	2205	3535	3340	3948	4681	31784
7550	7550	7050	9600	9830	14257	103787
20060	20215	20265	22730	23101	16547	241703
805	1110	1250	325	432	1087	5782
1255	0	1255	0	853	2177	9305
5095	6975	7035	7710	8270	1807	71377
8760	8760	8760	8760	9460	3483	100533
5667	6714	6664	7435	8198	18596	88307
12595	15310	12222	14551	15382	11383	144029

ir in last decade

TRADE FAIR

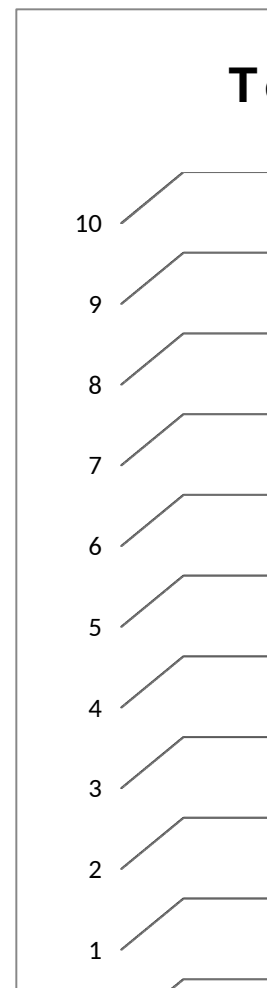
Total Sales by VAS charge

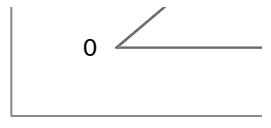
Total Sales by Vistors Tickets sold

Total Sales

Clothing 33400 12390 45790 **3rd Best trade fair**

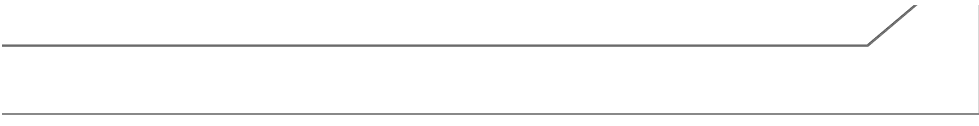
Furniture	13600	5115	18715
Books	5900	3675	9575 4th Worst Trade fair
Sports	12600	3795	16395
Food	34850	16860	51710 2nd best Trade Fair
Wine	43600	14580	58180 1st Best trade fair
Manufactur	2450	2820	5270 1st worst Trade fair
Builders	4500	3000	7500 3rd worst Trade fair
Vehicles	4200	2985	7185 2nd worst tarde fair
Governmenten	8450	2415	10865 5th worst Trade fair
HRM	14600	5475	20075 5th Best Trade Fair
Computing	32900	9675	42575 4th best Trade fair





TOTAL PROFIT OF HOPE FROM VAS CHARGE

G



TRADE FAIR

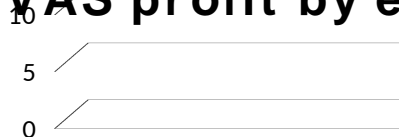
Total profit of HOPE from VAS charge

Clothing 33400

Furniture 13600

Books 5900
Sports 12600
Food 34850
Wine 43600 **Best VAS profit**
Manufactur 2450 **Worst VAS profit**
Builders 4500
Vehicles 4200
Governmen 8450
HRM 14600
Computing 32900

Total VAS profit by e



H

Each trade fair

	<u>Total profit calculation of HOPE</u>			
	<u>TRADE FAIR</u>			
		<u>Profit from ticket sold</u>	<u>Profit from VAS charge</u>	<u>Profit from commission of space sold</u>
				<u>Total profit of HOPE</u>
Clothing	12390	33400	7761	53551
Furniture	5115	13600	2074	20789
Books	3675	5900	3176	12751
Sports	3795	12600	2590	18985
Food	16860	34850	10850	62560
Wine	14580	43600	8987	67167
Manufactur	2820	2450	1532	6802
Builders	3000	4500	2721	10221
Vehicles	2985	4200	1565	8750
Governmen	2415	8450	551	11416
HRM	5475	14600	4778	24853
Computing	9675	32900	8733	51308

Best Trade fair by Profit
Worst Trade Fair by Profit

Payment according to hours worked by each Sales Representative

Trade Fair

Date (of customer order),

Day

Hours worked by each sales representative

Computing 3/7/2015 Sat 4.5

Computing 3/8/2015 Sun 6

Wine 3/9/2015 Mon 1.5
Food 3/10/2015 Tue 3
Sports 3/11/2015 Wed 3
Sports 3/12/2015 Thu 4.5
Sports 3/13/2015 Fri 1.5
Food 3/14/2015 Sat 4.5
Sports 3/15/2015 Sun 4.5
Food 3/16/2015 Mon 6
Vehicles 3/17/2015 Tue 4.5
Vehicles 3/18/2015 Wed 6
Government 3/19/2015 Thu 1.5
Vehicles 3/20/2015 Fri 3
Clothing 3/21/2015 Sat 4.5

Clothing	3/22/2015	Sun	3
Clothing	3/23/2015	Mon	1.5
Clothing	3/24/2015	Tue	4.5
Clothing	3/25/2015	Wed	1.5
Clothing	3/26/2015	Thu	1.5
Clothing	3/27/2015	Fri	3
Clothing	3/28/2015	Sat	1.5
Clothing	3/29/2015	Sun	1.5
Clothing	3/30/2015	Mon	1.5
Clothing	3/31/2015	Tue	4.5
Computing	4/1/2015	Wed	3
Computing	4/2/2015	Thu	3
Computing	4/3/2015	Fri	4.5
Computing	4/4/2015	Sat	3
Computing	4/5/2015	Sun	3
HRM	4/6/2015	Mon	3
HRM	4/7/2015	Tue	4.5
HRM	4/8/2015	Wed	4.5
HRM	4/9/2015	Thu	3
HRM	4/10/2015	Fri	4.5
Government	4/11/2015	Sat	4.5
Government	4/12/2015	Sun	1.5
Builders	4/13/2015	Mon	6
Builders	4/14/2015	Tue	1.5
Builders	4/15/2015	Wed	4.5
Builders	4/16/2015	Thu	3
Manufacturin	4/17/2015	Fri	4.5
Manufacturin	4/18/2015	Sat	4.5
Manufacturin	4/19/2015	Sun	4.5
Wine	4/20/2015	Mon	6
Wine	4/21/2015	Tue	3
Books	4/22/2015	Wed	1.5
Books	4/23/2015	Thu	1.5
Books	4/24/2015	Fri	4.5
Books	4/25/2015	Sat	1.5
Food	4/26/2015	Sun	4.5
Food	4/27/2015	Mon	1.5
Food	4/28/2015	Tue	4.5
Food	4/29/2015	Wed	3
Food	4/30/2015	Thu	6
Food	5/1/2015	Fri	6
Furniture	5/2/2015	Sat	1.5
Furniture	5/3/2015	Sun	1.5
Furniture	5/4/2015	Mon	1.5
Furniture	5/5/2015	Tue	3
Sports	5/6/2015	Wed	6
Wine	5/7/2015	Thu	4.5
Wine	5/8/2015	Fri	3
Wine	5/9/2015	Sat	3
Wine	5/10/2015	Sun	1.5
Furniture	5/11/2015	Mon	6

<i>Furniture</i>	5/12/2015	Tue	1.5
<i>Food</i>	5/13/2015	Wed	1.5
<i>Food</i>	5/14/2015	Thu	4.5
<i>Wine</i>	5/15/2015	Fri	4.5
<i>Wine</i>	5/16/2015	Sat	1.5
<i>Wine</i>	5/17/2015	Sun	4.5
<i>Wine</i>	5/18/2015	Mon	6
<i>Wine</i>	5/19/2015	Tue	3
<i>Food</i>	5/20/2015	Wed	1.5
<i>Food</i>	5/21/2015	Thu	4.5
<i>Food</i>	5/22/2015	Fri	6
<i>Wine</i>	5/23/2015	Sat	3
<i>Computing</i>	5/24/2015	Sun	1.5
<i>Computing</i>	5/25/2015	Mon	4.5
<i>Computing</i>	5/26/2015	Tue	3
<i>Wine</i>	5/27/2015	Wed	3
<i>Wine</i>	5/28/2015	Thu	4.5
<i>Food</i>	5/29/2015	Fri	3
<i>Food</i>	5/30/2015	Sat	3
<i>Wine</i>	5/31/2015	Sun	4.5
<i>Wine</i>	6/1/2015	Mon	6
<i>Food</i>	6/2/2015	Tue	1.5
<i>Clothing</i>	6/3/2015	Wed	1.5
<i>Food</i>	6/4/2015	Thu	3
<i>Clothing</i>	6/5/2015	Fri	1.5
<i>Computing</i>	6/6/2015	Sat	1.5
<i>Wine</i>	6/7/2015	Sun	4.5
<i>Computing</i>	6/8/2015	Mon	3
<i>Wine</i>	6/9/2015	Tue	6
<i>Computing</i>	6/10/2015	Wed	4.5
<i>HRM</i>	6/11/2015	Thu	1.5
<i>HRM</i>	6/12/2015	Fri	1.5
<i>Clothing</i>	6/13/2015	Sat	4.5
<i>Clothing</i>	6/14/2015	Sun	3

Payment per hour

Olivia

Chloe

Emma

Jack

Payment according to hours worked by each Sales Representative if increased by 50%

Trade Fair

Date (of customer order),

Day

20

Computing 3/7/2015 Sat

90

20

Computing 3/8/2015 Sun

120

15 22.5

15 45

15 45

15 67.5

15 22.5

20 90

20 90

15 90

15 67.5

15 90

15 22.5

15 45

20 90

Wine 3/9/2015 Mon

Food 3/10/2015 Tue

Sports 3/11/2015 Wed

Sports 3/12/2015 Thu

Sports 3/13/2015 Fri

Food 3/14/2015 Sat

Sports 3/15/2015 Sun

Food 3/16/2015 Mon

Vehicles 3/17/2015 Tue

Vehicles 3/18/2015 Wed

Government 3/19/2015 Thu

Vehicles 3/20/2015 Fri

Clothing 3/21/2015 Sat

20	60			Clothing	3/22/2015	Sun
15	22.5			Clothing	3/23/2015	Mon
15	67.5			Clothing	3/24/2015	Tue
15			22.5	Clothing	3/25/2015	Wed
15			22.5	Clothing	3/26/2015	Thu
15			45	Clothing	3/27/2015	Fri
20			30	Clothing	3/28/2015	Sat
20			30	Clothing	3/29/2015	Sun
15			30	Clothing	3/30/2015	Mon
15			22.5	Clothing	3/31/2015	Tue
15			67.5	Computing	4/1/2015	Wed
15			45	Computing	4/2/2015	Thu
15			67.5	Computing	4/3/2015	Fri
20		60		Computing	4/4/2015	Sat
20		60		Computing	4/5/2015	Sun
15	45			HRM	4/6/2015	Mon
15			67.5	HRM	4/7/2015	Tue
15			67.5	HRM	4/8/2015	Wed
15			45	HRM	4/9/2015	Thu
15			67.5	HRM	4/10/2015	Fri
20	90			Government	4/11/2015	Sat
20			30	Government	4/12/2015	Sun
15		90		Builders	4/13/2015	Mon
15		22.5		Builders	4/14/2015	Tue
15		67.5		Builders	4/15/2015	Wed
15		45		Builders	4/16/2015	Thu
15		67.5		Manufacturin	4/17/2015	Fri
20		90		Manufacturin	4/18/2015	Sat
20	400			Manufacturin	4/19/2015	Sun
15			90	Wine	4/20/2015	Mon
15	90			Wine	4/21/2015	Tue
15	22.5			Books	4/22/2015	Wed
15	22.5			Books	4/23/2015	Thu
15			67.5	Books	4/24/2015	Fri
20			30	Books	4/25/2015	Sat
20	90			Food	4/26/2015	Sun
15	22.5			Food	4/27/2015	Mon
15	67.5			Food	4/28/2015	Tue
15			45	Food	4/29/2015	Wed
15			90	Food	4/30/2015	Thu
15		90		Food	5/1/2015	Fri
20			30	Furniture	5/2/2015	Sat
20		30		Furniture	5/3/2015	Sun
15		22.5		Furniture	5/4/2015	Mon
15		45		Furniture	5/5/2015	Tue
15		90		Sports	5/6/2015	Wed
15	67.5			Wine	5/7/2015	Thu
15	45			Wine	5/8/2015	Fri
20	60			Wine	5/9/2015	Sat
20			30	Wine	5/10/2015	Sun
15	90			Furniture	5/11/2015	Mon

15		22.5			Furniture	5/12/2015	Tue
15	22.5				Food	5/13/2015	Wed
15				67.5	Food	5/14/2015	Thu
15				67.5	Wine	5/15/2015	Fri
20	30				Wine	5/16/2015	Sat
20			90		Wine	5/17/2015	Sun
15			90		Wine	5/18/2015	Mon
15			45		Wine	5/19/2015	Tue
15	22.5				Food	5/20/2015	Wed
15			67.5		Food	5/21/2015	Thu
15				90	Food	5/22/2015	Fri
20				60	Wine	5/23/2015	Sat
20		30			Computing	5/24/2015	Sun
15		67.5			Computing	5/25/2015	Mon
15		45			Computing	5/26/2015	Tue
15	45				Wine	5/27/2015	Wed
15			67.5		Wine	5/28/2015	Thu
15			45		Food	5/29/2015	Fri
20			60		Food	5/30/2015	Sat
20	90				Wine	5/31/2015	Sun
15	90				Wine	6/1/2015	Mon
15				22.5	Food	6/2/2015	Tue
15				22.5	Clothing	6/3/2015	Wed
15				45	Food	6/4/2015	Thu
15	22.5				Clothing	6/5/2015	Fri
20	30				Computing	6/6/2015	Sat
20			90		Wine	6/7/2015	Sun
15		45			Computing	6/8/2015	Mon
15		90			Wine	6/9/2015	Tue
15			67.5		Computing	6/10/2015	Wed
15				22.5	HRM	6/11/2015	Thu
15	22.5				HRM	6/12/2015	Fri
20	90				Clothing	6/13/2015	Sat
20			60		Clothing	6/14/2015	Sun

TOTAL	2155	1425	1320	1027.5
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Hours worked by each sales representative

Payment per hour

Payment increased by 50%

Olivia

Chloe

Emma

Jack

EXPENSE VARIATION BETWEEN BOTH THE PAYMENT CASES

SALES REPRESENTATIVE

4.5 20 30

135

Olivia

6 20 30

180

Chloe
Emma
Jack

1.5 15 22.5 33.75
3 15 22.5 67.5
3 15 22.5
4.5 15 22.5 101.25
1.5 15 22.5 33.75
4.5 20 30 135
4.5 20 30
6 15 22.5
4.5 15 22.5 101.25
6 15 22.5 135
1.5 15 22.5 33.75
3 15 22.5 67.5
4.5 20 30 135

67.5

135
135

101.25
135
33.75
67.5

3	20	30	90		
1.5	15	22.5	33.75		
4.5	15	22.5	101.25		
1.5	15	22.5			33.75
1.5	15	22.5			33.75
3	15	22.5		67.5	
1.5	20	30		45	
1.5	20	30		45	
1.5	15	22.5		45	
4.5	15	22.5		33.75	
3	15	22.5			101.25
3	15	22.5			67.5
4.5	15	22.5			101.25
3	20	30		90	
3	20	30		90	
3	15	22.5	67.5		
4.5	15	22.5			101.25
4.5	15	22.5			101.25
3	15	22.5		67.5	
4.5	15	22.5		101.25	
4.5	20	30	135		
1.5	20	30		45	
6	15	22.5		135	
1.5	15	22.5		33.75	
4.5	15	22.5		101.25	
3	15	22.5		67.5	
4.5	15	22.5		101.25	
4.5	20	30		135	
4.5	20	30	600		
6	15	22.5		135	
3	15	22.5	135		
1.5	15	22.5	33.75		
1.5	15	22.5	33.75		
4.5	15	22.5		101.25	
1.5	20	30		45	
4.5	20	30	135		
1.5	15	22.5	33.75		
4.5	15	22.5	101.25		
3	15	22.5		67.5	
6	15	22.5			135
6	15	22.5		135	
1.5	20	30		45	
1.5	20	30		45	
1.5	15	22.5		33.75	
3	15	22.5		67.5	
6	15	22.5		135	
4.5	15	22.5	101.25		
3	15	22.5	67.5		
3	20	30	90		
1.5	20	30		45	
6	15	22.5	135		

]

Total profit earned for Hope by each Sales Representative

EXPENSE PAYMENT BY HOPE FOR HOURS WORKED BY SALES REPRESENTATIVE

EXPENSE INCREASED BY 50% OF HOURS WORKED BY SALE REPRESENTATIVE

2155 3233

1425 2128
1320 1980
1028 1541

SALES REPRESENTATIVE

TICKET CHARGE BY HOPE

COMMISSION OF SPACE SOLD BY HOPE

TOTAL PROFIT EARNED FOR HOPE BY EACH

VAS collected by Sales Representative Olivia

Trade Fair

VAS charged by Olivia in each

Computing

Computing

Olivia 27885 16118 44003 **Best sales representative** 450 450

Computing

Chloe 18810 13650 32460

Wine

Emma 20685 14000 34685
Jack 13740 11244 24984

2100
Food 1650
Sports
Sports 1900
Sports 1650
Food 3400
Sports
Food
Vehicles
Vehicles
Government
Vehicles
Clothing 3400
Clothing 3200

Clothing	1900
Clothing	3400
Clothing	
Clothing	
Clothing	
Clothing	
Clothing	
Clothing	
Clothing	
Computing	
Computing	
Computing	
Computing	
Computing	
HRM	3150
HRM	
HRM	
HRM	
HRM	
Government	3200
Government	
Builders	
Builders	
Builders	
Builders	
Manufacturing	
Manufacturing	
Manufacturin	250
Wine	
Wine	3350
Books	1850
Books	350
Books	
Books	
Food	3600
Food	3150
Food	1850
Food	
Food	
Furniture	
Furniture	
Furniture	
Furniture	
Sports	
Wine	450
Wine	3150
Wine	1900
Wine	
Furniture	2100
Furniture	

<i>Food</i>	150	
<i>Food</i>		
<i>Wine</i>		
<i>Wine</i>	1900	
<i>Wine</i>		
<i>Wine</i>		
<i>Wine</i>		
<i>Food</i>	150	
<i>Food</i>		
<i>Food</i>		
<i>Wine</i>		
<i>Computing</i>		
<i>Computing</i>		
<i>Computing</i>		
<i>Wine</i>	450	
<i>Wine</i>		
<i>Food</i>		
<i>Food</i>		
<i>Wine</i>	3600	
<i>Wine</i>	3450	
<i>Food</i>		
<i>Clothing</i>		
<i>Food</i>		
<i>Clothing</i>	3400	
<i>Computing</i>	3600	3600
<i>Wine</i>		
<i>Computing</i>		
<i>Wine</i>		
<i>Computing</i>		
<i>HRM</i>		
<i>HRM</i>	3600	
<i>Clothing</i>	2100	
<i>Clothing</i>		
Total VAS charge by Olivia in each Trade Fair		4050

Food

Sports

Vehicles

Government

Clothing

HRM

Builders

Manufacturing

Wine

Books

1650

3400

1900
1650

3400
3200

2100

1900
3400

3150

3200

250

3350

1850
350

3600
3150
1850

450
3150
1900

150

1900

150

450

3600

3450

3400

3600

2100

13950

3550

0

3200

17400

6750

0

250

20350

2200

Furniture

Profit earned by Sales representative Olivia

TRADE FAIR

Best Performance By Olivia

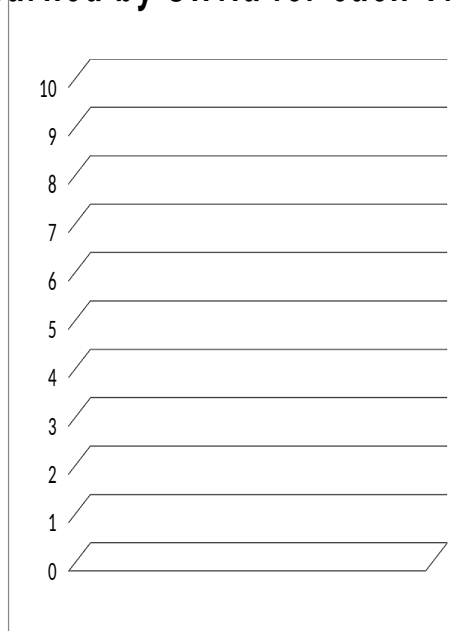
Clothing 17400

Furniture 2100

Books	2200
Sports	3550
Food	13950
Wine	20350 Best profit
Manufactur	250
Builders	0
Vehicles	0 Worst Proj
Government	3200
HRM	6750
Computing	4050

Profit earned by Olivia for each Trade fair

Profit earned by Olivia for each trade fair



2100

Space Sold commission from 20sq.m

Trade Fair

returning Exhibitor?

space sold (sq.m.)

returning exhibitor charge of space sold

commission % of HOPE

Computing

Food

Sports

Vehicles

Computing y 30

5250 10 525

Computing n 25

4375 18 787.5

Wine y 25

			4375	10		
Food	y	25	4375	10	1093.75	
Sports	y	20	3500	7		245
Sports	y	30	5250	10		525
Sports	y	20	3500	7		245
Food	y	35	6125	10	612.5	
Sports	y	15	2625	7		183.75
Food	n	25	4375	18	787.5	
Vehicles	n	25	4375	18		787.5
Vehicles	n	15	2625	15		393.75
Government	y	15	2625	7		
Vehicles	y	15	2625	7		183.75
Clothing	y	15	2625	7		
Clothing	n	15	2625	15		

Clothing	n	30	5250	18	
Clothing	y	15	2625	7	
Clothing	y	15	2625	7	
Clothing	n	35	6125	18	
Clothing	y	20	3500	7	
Clothing	y	20	3500	7	
Clothing	y	20	3500	7	
Clothing	n	35	6125	18	
Clothing	y	35	6125	10	
Computing	n	20	3500	15	525
Computing	n	25	4375	18	787.5
Computing	y	25	4375	10	437.5
Computing	n	35	6125	18	1102.5
Computing	n	35	6125	18	1102.5
HRM	y	25	4375	10	
HRM	n	25	4375	18	
HRM	n	30	5250	18	
HRM	y	35	6125	10	
HRM	n	30	5250	18	
Government	y	15	2625	7	
Government	y	15	2625	7	
Builders	n	35	6125	18	
Builders	n	15	2625	15	
Builders	n	25	4375	18	
Builders	y	25	4375	10	
Manufacturin	y	25	4375	10	
Manufacturin	y	25	4375	10	
Manufacturin	n	25	4375	18	
Wine	n	25	4375	18	
Wine	n	25	4375	18	
Books	n	30	5250	18	
Books	n	35	6125	18	
Books	n	30	5250	18	
Books	y	15	2625	7	
Food	y	15	2625	7	183.75
Food	n	35	6125	18	1102.5
Food	y	35	6125	10	612.5
Food	y	30	5250	10	525
Food	n	25	4375	18	787.5
Food	y	20	3500	7	245
Furniture	y	20	3500	7	
Furniture	y	15	2625	7	
Furniture	y	15	2625	7	
Furniture	y	35	6125	10	
Sports	n	35	6125	18	1102.5
Wine	y	20	3500	7	
Wine	y	20	3500	7	
Wine	n	20	3500	15	
Wine	y	10	1750	7	
Furniture	y	20	3500	7	
Furniture	n	15	2625	15	

Food	y	20	3500	7		245			
Food	y	30	5250	10		525			
Wine	y	30	5250	10					
Wine	y	25	4375	10					
Wine	y	35	6125	10					
Wine	y	20	3500	10					
Wine	n	15	2625	15					
Food	y	30	5250	10		525			
Food	y	30	5250	10		525			
Food	y	25	4375	10		437.5			
Wine	y	35	6125	10					
Computing	y	35	6125	10	612.5				
Computing	n	15	2625	15	393.75				
Computing	y	25	4375	10	437.5				
Wine	y	25	4375	10					
Wine	y	30	5250	10					
Food	n	30	5250	18		945			
Food	y	30	5250	10		525			
Wine	y	25	4375	10					
Wine	y	15	2625	7					
Food	y	25	4375	10		437.5			
Clothing	n	30	5250	18					
Food	y	30	5250	10		525			
Clothing	y	15	2625	7					
Computing	y	15	2625	7	183.75				
Wine	n	15	2625	15					
Computing	n	20	3500	15	525				
Wine	y	35	6125	10					
Computing	n	35	6125	18	1102.5				
HRM	y	30	5250	10					
HRM	y	30	5250	10					
Clothing	y	25	4375	10					
Clothing	y	25	4375	10					
				TOTAL		8522.5	10640	2301.25	1365

Government

Clothing

HRM

Builders

Manufacturing

Wine

Books

Furniture

Space Sold commission from 25sq.m

returning Exhibitor?

n

y

437.5

y
y
y
y
y
y
n
n
n
y
y
y
n

183.75

183.75
393.75

space sold (sq.m.)

returning exhibitor charge of space sold

commission % of HOPE

commission received by HOPE

commission % of Sales representative

Computing

Food

Sports

Vehicles

Government

30

5250 10 525 15 78.75

25

4375	18	787.5	30	236.25
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25

	4375	10	437.5	15				
25	4375	10	437.5	15	65.625			
20	3500	7	245	10		24.5		
30	5250	10	525	15		78.75		
20	3500	7	245	10		24.5		
35	6125	10	612.5	15	91.875			
15	2625	7	183.75	10		18.375		
25	4375	18	787.5	30	236.25			
25	4375	18	787.5	30			236.25	
15	2625	15	393.75	25			98.4375	
15	2625	7	183.75	10				18.375
15	2625	7	183.75	10			18.375	
15	2625	7	183.75	10				
15	2625	15	393.75	25				

30	5250	18	945	30	
15	2625	7	183.75	10	
15	2625	7	183.75	10	
35	6125	18	1102.5	30	
20	3500	7	245	10	
20	3500	7	245	10	
20	3500	7	245	10	
35	6125	18	1102.5	30	
35	6125	10	612.5	15	
20	3500	15	525	25	131.25
25	4375	18	787.5	30	236.25
25	4375	10	437.5	15	65.625
35	6125	18	1102.5	30	330.75
35	6125	18	1102.5	30	330.75
25	4375	10	437.5	15	
25	4375	18	787.5	30	
30	5250	18	945	30	
35	6125	10	612.5	15	
30	5250	18	945	30	
15	2625	7	183.75	10	18.375
15	2625	7	183.75	10	18.375
35	6125	18	1102.5	30	
15	2625	15	393.75	25	
25	4375	18	787.5	30	
25	4375	10	437.5	15	
25	4375	10	437.5	15	
25	4375	10	437.5	15	
25	4375	18	787.5	30	
25	4375	18	787.5	30	
25	4375	18	787.5	30	
30	5250	18	945	30	
35	6125	18	1102.5	30	
30	5250	18	945	30	
15	2625	7	183.75	10	
15	2625	7	183.75	10	18.375
35	6125	18	1102.5	30	330.75
35	6125	10	612.5	15	91.875
30	5250	10	525	15	78.75
25	4375	18	787.5	30	236.25
20	3500	7	245	10	24.5
20	3500	7	245	10	
15	2625	7	183.75	10	
15	2625	7	183.75	10	
35	6125	10	612.5	15	
35	6125	18	1102.5	30	330.75
20	3500	7	245	10	
20	3500	7	245	10	
20	3500	15	525	25	
10	1750	7	122.5	10	
20	3500	7	245	10	
15	2625	15	393.75	25	

20	3500	7	245	10		24.5					
30	5250	10	525	15		78.75					
30	5250	10	525	15							
25	4375	10	437.5	15							
35	6125	10	612.5	15							
20	3500	10	350	15							
15	2625	15	393.75	25							
30	5250	10	525	15		78.75					
30	5250	10	525	15		78.75					
25	4375	10	437.5	15		65.625					
35	6125	10	612.5	15							
35	6125	10	612.5	15	91.875						
15	2625	15	393.75	25	98.4375						
25	4375	10	437.5	15	65.625						
25	4375	10	437.5	15							
30	5250	10	525	15							
30	5250	18	945	30		283.5					
30	5250	10	525	15		78.75					
25	4375	10	437.5	15							
15	2625	7	183.75	10							
25	4375	10	437.5	15		65.625					
30	5250	18	945	30							
30	5250	10	525	15		78.75					
15	2625	7	183.75	10							
15	2625	7	183.75	10	18.375						
15	2625	15	393.75	25							
20	3500	15	525	25	131.25						
35	6125	10	612.5	15							
35	6125	18	1102.5	30	330.75						
30	5250	10	525	15							
30	5250	10	525	15							
25	4375	10	437.5	15							
25	4375	10	437.5	15							
TOTAL					2145.938	2007.25	476.875	353.0625	55.125		

Clothing

HRM

Builders

Manufacturing

Wine

Books

Furniture

Profit of Space sold paid as commission

TRADE FAIR

Clothing

Furniture

65.625

*Books
Sports
Food
Wine
Manufactur
Builders
Vehicles
Governmen
HRM
Computing*

18.375
98.4375

283.5
18.375
18.375
330.75
24.5
24.5
24.5
330.75
91.875

65.625
236.25
283.5
91.875
283.5

330.75
98.4375
236.25
65.625

65.625
65.625
236.25

236.25
236.25

283.5
330.75
283.5
18.375

24.5
18.375
18.375
91.875

131.25
24.5
131.25
12.25

24.5
98.4375

78.75
65.625
91.875
52.5
98.4375

91.875

65.625
78.75

65.625
18.375

283.5

18.375

98.4375

91.875

78.75
78.75

65.625
65.625

1697.063 1118.25 731.0625 367.5 1735.125 916.125 276.0625

COMMISSION OF SPACE SOLD BY HOPE of 20sq.m

EXPENSE OF COMMISSION PAY OF SPACE SOLD of 20sq.m

PROFIT FROM SPACE SOLD COMMISSION

TRADE FAIR

COMMISSION OF SPACE SOLD BY HOPE of 25sq.m

EXPENSE OF COMMISSION PAY OF SPACE SOLD of 25sq.m

PROFIT FROM SPACE SOLD COMMISSION

7761 1781 5980 Clothing 7446 1697 5749

2074	332	1742	<i>Furniture</i>	1864	276	1588
------	-----	------	------------------	------	-----	------

3176	916	2260	<i>Books</i>	3176	916	2260
2590	554	2036	<i>Sports</i>	2302	476	1826
10850	2063	8787	<i>Food</i>	10640	2007	8633
8987	1879	7108	<i>Wine</i>	8671	1735	6936
1532	368	1164	<i>Manufactur</i>	1531	368	1163
2721	731	1990	<i>Builders</i>	2721	731	1990
1365	353	1012	<i>Vehicles</i>	1365	353	1012
551	55	496	<i>Government</i>	551	55	496
4778	1118	3660	<i>HRM</i>	4778	1118	3660
8733	2261	6472	<i>Computing</i>	8523	2145	6378

Change of profit of HOPE
Space sold 26sq.m--> 25sq.m

10	
11	
12	
13	
14	
15	
16	
17	
18	
19	
20	

Space Sold commission from 20sq.m

Trade Fair

returning Exhibitor?

space sold (sq.m.)

returning exhibitor charge of space sold

commission % of HOPE

Computing

Food

Sports

Computing y 30

5250 10 525

Computing n 25

4375 15 656.25

Wine y 25

			4375	7		
Food	y	25	4375	7	1093.75	
Sports	y	20	3500	7		245
Sports	y	30	5250	10		525
Sports	y	20	3500	7		245
Food	y	35	6125	10	612.5	
Sports	y	15	2625	7		183.75
Food	n	25	4375	15	656.25	
Vehicles	n	25	4375	15		
Vehicles	n	15	2625	15		
Government	y	15	2625	7		
Vehicles	y	15	2625	7		
Clothing	y	15	2625	7		
Clothing	n	15	2625	15		

Clothing	n	30	5250	18	
Clothing	y	15	2625	7	
Clothing	y	15	2625	7	
Clothing	n	35	6125	18	
Clothing	y	20	3500	7	
Clothing	y	20	3500	7	
Clothing	y	20	3500	7	
Clothing	n	35	6125	18	
Clothing	y	35	6125	10	
Computing	n	20	3500	15	525
Computing	n	25	4375	15	656.25
Computing	y	25	4375	7	306.25
Computing	n	35	6125	18	1102.5
Computing	n	35	6125	18	1102.5
HRM	y	25	4375	7	
HRM	n	25	4375	15	
HRM	n	30	5250	18	
HRM	y	35	6125	10	
HRM	n	30	5250	18	
Government	y	15	2625	7	
Government	y	15	2625	7	
Builders	n	35	6125	18	
Builders	n	15	2625	15	
Builders	n	25	4375	15	
Builders	y	25	4375	7	
Manufacturin	y	25	4375	7	
Manufacturin	y	25	4375	7	
Manufacturin	n	25	4375	15	
Wine	n	25	4375	15	
Wine	n	25	4375	15	
Books	n	30	5250	18	
Books	n	35	6125	18	
Books	n	30	5250	18	
Books	y	15	2625	7	
Food	y	15	2625	7	183.75
Food	n	35	6125	18	1102.5
Food	y	35	6125	10	612.5
Food	y	30	5250	10	525
Food	n	25	4375	15	656.25
Food	y	20	3500	7	245
Furniture	y	20	3500	7	
Furniture	y	15	2625	7	
Furniture	y	15	2625	7	
Furniture	y	35	6125	10	
Sports	n	35	6125	18	1102.5
Wine	y	20	3500	7	
Wine	y	20	3500	7	
Wine	n	20	3500	15	
Wine	y	10	1750	7	
Furniture	y	20	3500	7	
Furniture	n	15	2625	15	

Food	y	20	3500	7		245		
Food	y	30	5250	10		525		
Wine	y	30	5250	10				
Wine	y	25	4375	7				
Wine	y	35	6125	10				
Wine	y	20	3500	10				
Wine	n	15	2625	15				
Food	y	30	5250	10			525	
Food	y	30	5250	10			525	
Food	y	25	4375	7			306.25	
Wine	y	35	6125	10				
Computing	y	35	6125	10	612.5			
Computing	n	15	2625	15	393.75			
Computing	y	25	4375	7	306.25			
Wine	y	25	4375	7				
Wine	y	30	5250	10				
Food	n	30	5250	18			945	
Food	y	30	5250	10			525	
Wine	y	25	4375	7				
Wine	y	15	2625	7				
Food	y	25	4375	7			306.25	
Clothing	n	30	5250	18				
Food	y	30	5250	10			525	
Clothing	y	15	2625	7				
Computing	y	15	2625	7	183.75			
Wine	n	15	2625	15				
Computing	n	20	3500	15	525			
Wine	y	35	6125	10				
Computing	n	35	6125	18	1102.5			
HRM	y	30	5250	10				
HRM	y	30	5250	10				
Clothing	y	25	4375	7				
Clothing	y	25	4375	7				
				TOTAL		7997.5	10115	2301.25

Vehicles

Government

Clothing

HRM

Builders

Manufacturing

Wine

Books

Furniture

Space Sold commission from 30sq.m

306.25

656.25
393.75

183.75

183.75

183.75
393.75

945
183.75
183.75
1102.5
245
245
245
1102.5
612.5

306.25
656.25
945
612.5
945

183.75
183.75

1102.5
393.75
656.25
306.25

306.25
306.25
656.25

656.25
656.25

945
1102.5
945
183.75

245
183.75
183.75
612.5

245
245
525
122.5

245
393.75

525
306.25
612.5
350
393.75

612.5

306.25
525

306.25
183.75

945

183.75

393.75

612.5

525
525

306.25
306.25

1233.75 551.25 7183.75 4515 2458.75 1268.75 7883.75 3176.25 1863.75

returning Exhibitor?

space sold (sq.m.)

returning exhibitor charge of space sold

commission % of HOPE

commision received by HOPE

commission % of Sales representative

Computing

Food

Sports

Vehicles

y 30

5250 10 525 15 78.75

n 25

4375 15 656.25 25 164.0625

y 25

		4375	7	306.25	10		
y	25	4375	7	306.25	10	30.625	
y	20	3500	7	245	10		24.5
y	30	5250	10	525	15		78.75
y	20	3500	7	245	10		24.5
y	35	6125	10	612.5	15	91.875	
y	15	2625	7	183.75	10		18.375
n	25	4375	15	656.25	25	164.0625	
n	25	4375	15	656.25	25		164.0625
n	15	2625	15	393.75	25		98.4375
y	15	2625	7	183.75	10		
y	15	2625	7	183.75	10		18.375
y	15	2625	7	183.75	10		
n	15	2625	15	393.75	25		

n	30	5250	18	945	30	
y	15	2625	7	183.75	10	
y	15	2625	7	183.75	10	
n	35	6125	18	1102.5	30	
y	20	3500	7	245	10	
y	20	3500	7	245	10	
y	20	3500	7	245	10	
n	35	6125	18	1102.5	30	
y	35	6125	10	612.5	15	
n	20	3500	15	525	25	131.25
n	25	4375	15	656.25	25	164.0625
y	25	4375	7	306.25	10	30.625
n	35	6125	18	1102.5	30	330.75
n	35	6125	18	1102.5	30	330.75
y	25	4375	7	306.25	10	
n	25	4375	15	656.25	25	
n	30	5250	18	945	30	
y	35	6125	10	612.5	15	
n	30	5250	18	945	30	
y	15	2625	7	183.75	10	
y	15	2625	7	183.75	10	
n	35	6125	18	1102.5	30	
n	15	2625	15	393.75	25	
n	25	4375	15	656.25	25	
y	25	4375	7	306.25	10	
y	25	4375	7	306.25	10	
y	25	4375	7	306.25	10	
n	25	4375	15	656.25	25	
n	25	4375	15	656.25	25	
n	25	4375	15	656.25	25	
n	30	5250	18	945	30	
n	35	6125	18	1102.5	30	
n	30	5250	18	945	30	
y	15	2625	7	183.75	10	
y	15	2625	7	183.75	10	18.375
n	35	6125	18	1102.5	30	330.75
y	35	6125	10	612.5	15	91.875
y	30	5250	10	525	15	78.75
n	25	4375	15	656.25	25	164.0625
y	20	3500	7	245	10	24.5
y	20	3500	7	245	10	
y	15	2625	7	183.75	10	
y	15	2625	7	183.75	10	
y	35	6125	10	612.5	15	
n	35	6125	18	1102.5	30	330.75
y	20	3500	7	245	10	
y	20	3500	7	245	10	
n	20	3500	15	525	25	
y	10	1750	7	122.5	10	
y	20	3500	7	245	10	
n	15	2625	15	393.75	25	

y	20	3500	7	245	10		24.5			
y	30	5250	10	525	15		78.75			
y	30	5250	10	525	15					
y	25	4375	7	306.25	10					
y	35	6125	10	612.5	15					
y	20	3500	10	350	15					
n	15	2625	15	393.75	25					
y	30	5250	10	525	15		78.75			
y	30	5250	10	525	15		78.75			
y	25	4375	7	306.25	10		30.625			
y	35	6125	10	612.5	15					
y	35	6125	10	612.5	15	91.875				
n	15	2625	15	393.75	25	98.4375				
y	25	4375	7	306.25	10	30.625				
y	25	4375	7	306.25	10					
y	30	5250	10	525	15					
n	30	5250	18	945	30		283.5			
y	30	5250	10	525	15		78.75			
y	25	4375	7	306.25	10					
y	15	2625	7	183.75	10					
y	25	4375	7	306.25	10		30.625			
n	30	5250	18	945	30					
y	30	5250	10	525	15		78.75			
y	15	2625	7	183.75	10					
y	15	2625	7	183.75	10	18.375				
n	15	2625	15	393.75	25					
n	20	3500	15	525	25	131.25				
y	35	6125	10	612.5	15					
n	35	6125	18	1102.5	30	330.75				
y	30	5250	10	525	15					
y	30	5250	10	525	15					
y	25	4375	7	306.25	10					
y	25	4375	7	306.25	10					
TOTAL							1931.563	1757.875	476.875	280.875

Government

Clothing

HRM

Builders

Manufacturing

Wine

Books

Furniture

Profit of Space sold paid as commission

30.625

18.375

18.375
98.4375

283.5
18.375
18.375
330.75
24.5
24.5
24.5
330.75
91.875

30.625
164.0625
283.5
91.875
283.5

18.375
18.375

330.75
98.4375
164.0625
30.625

30.625
30.625
164.0625

164.0625
164.0625

283.5
330.75
283.5
18.375

24.5
18.375
18.375
91.875

131.25
24.5
131.25
12.25

24.5
98.4375

78.75
30.625
91.875
52.5
98.4375

91.875

30.625
78.75

30.625
18.375

283.5

18.375

98.4375

91.875

78.75
78.75

30.625
30.625

55.125 1627.063 1011.063 623.875 225.3125 1450.75 916.125 276.0625

TRADE FAIR

COMMISSION OF SPACE SOLD BY HOPE OF 20sq.m

EXPENSE OF COMMISSION PAY OF SPACE SOLD OF 20sq.m

PROFIT FROM SPACE SOLD COMMISSION

TRADE FAIR

COMMISSION OF SPACE SOLD BY HOPE OF 30sq.m

EXPENSE OF COMMISSION PAY OF SPACE SOLD OF 30sq.m

PROFIT FROM SPACE SOLD COMMISSION

Clothing 7761 1781 5980

Clothing 7184 1627 5557

Furniture 2074 332 1742

Furniture 1864 276 1588

Books 3176 916 2260
Sports 2590 554 2036
Food 10850 2063 8787
Wine 8987 1879 7108
Manufactur 1532 368 1164
Builders 2721 731 1990
Vehicles 1365 353 1012
Governmen 551 55 496
HRM 4778 1118 3660
Computing 8733 2261 6472

Books 3176 916 2260
Sports 2301 477 1824
Food 7884 1758 6126
Wine 8987 1451 7536
Manufactur 1269 225 1044
Builders 2459 624 1835
Vehicles 1234 281 953
Governmen 551 55 496
HRM 4515 1011 3504
Computing 7998 1932 6066

Change of profit of HOPE
Space sold 20sq.m-->30sq.m

	20sq.m	30sq.m
Revenue		
Cost of sales		
Operating expenses		
Finance costs		
Income tax		
Profit before tax		
Income tax		
Profit after tax		

