

Business Management Challenge

MANAGEMENT REPORT FOR TEAM ASB014

END OF PERIOD 0

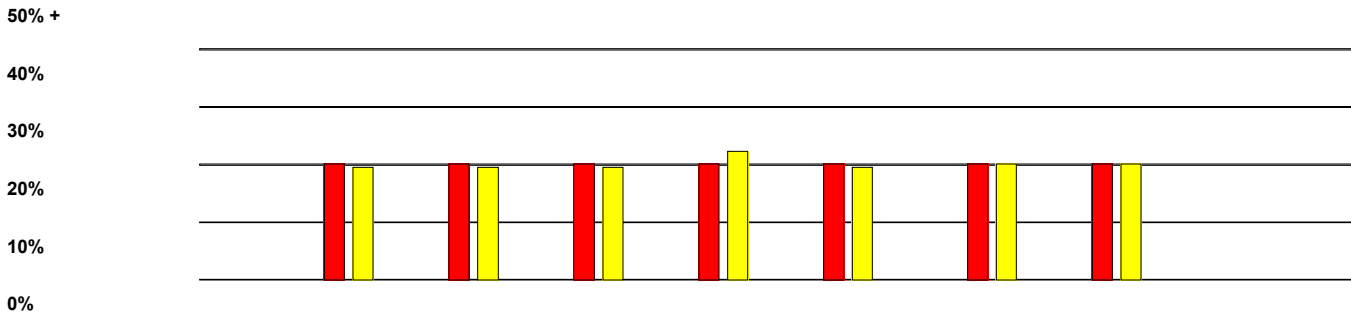
GENERAL MARKET SITUATION

	BZL-1	BZL-2	BZL-3	BZL-4	BZL-5	NZL	USA	Total
Prices, Team 1	60.0	60.0	60.0	60.0	60.0	50.0	45.0	
Prices, Team 2	60.0	60.0	60.0	60.0	60.0	50.0	45.0	
Prices, Team 3	60.0	60.0	60.0	60.0	60.0	50.0	45.0	
Prices, Team 4	60.0	60.0	60.0	60.0	60.0	50.0	45.0	
Prices, Team 5	60.0	60.0	60.0	60.0	60.0	50.0	45.0	
Market Size Last Pd	8000	8000	8000	8000	8000	20000	12000	72000
Market Size This Pd	8480	8480	8480	8480	8480	15400	9240	67040
Deliveries	8477	8477	8477	8477	8477	15400	9240	67025
Back Orders	0	0	0	0	0	0	0	0
Tot Mktg Spend	60000	60000	60000	60000	60000	60000	60000	420000
Tot PR Spend	0	0	0	0	0	0	0	0

SALES REPORT FOR ASB014

Orders	1649	1649	1649	1881	1649	3080	1848	13405
Additional Orders	0	0	0	0	0	0	0	0
Sales Delivered	1649	1649	1649	1881	1649	3080	1848	13405
Bk Orders Delivered	0	0	0	0	0	0	0	0
New Back Orders	0	0	0	0	0	0	0	0
Marketing	12000	12000	12000	12000	12000	12000	12000	84000
Revenue	98940	98940	98940	112860	98940	350000	268258	1126878

COMPARISON : Share of Mktg Spend vs Share of Orders Taken, ASB014



REGULAR CONTRACT REPORT ASB014

	BZL	NZL	USA
Price			
Awarded to....			
Team 1	0	0	0
Team 2	0	0	0
Team 3	0	0	0
Team 4	0	0	0
Team 5	0	0	0
Delivered This Period			
Team 1	0	0	0
Team 2	0	0	0
Team 3	0	0	0
Team 4	0	0	0
Team 5	0	0	0
Contract on offer next pd	3000	3000	3000
Contract on offer next pd+1	3000	3000	3000

INSTANT CONTRACT REPORT ASB014

	BZL	NZL	USA
Price	0.0	0.0	0.0
Awarded to....			
Team 1	0	0	0
Team 2	0	0	0
Team 3	0	0	0
Team 4	0	0	0
Team 5	0	0	0
Contract on offer next pd	2000	2000	2000
Contract on offer next pd+1	2000	2000	2000

FINANCIAL POSITION (Balance Sheets)

	Team 1	Team 2	Team 3	Team 4	Team 5
Share Capital	1287470	1287470	1287470	1287470	1287470
Retained Profits	1447147	1447147	1447147	1447147	1447146
Loans	246100	246100	246100	246100	246100
Provn for Tax	126118	126118	126118	126118	126118
Provn for GST	8025	8025	8025	8025	8025
Creditors	133190	133190	133190	133190	133190

Total Liabilities	3248050	3248050	3248050	3248050	3248049

Plant	338400	338400	338400	338400	338400
Buildings	197000	197000	197000	197000	197000
Vehicles	291000	291000	291000	291000	291000
Investments	11011	11011	11011	11011	11011
Stock	323117	323117	323117	323117	323117
Debtors	850259	850259	850259	850259	850259
Cash at Bank	1237262	1237262	1237262	1237262	1237261

Total Assets	3248049	3248049	3248049	3248049	3248048

STOCK REPORT

Opening Stock	10000
Produced	18000
Plus bought-in	0
Less Deliv'd	13405
Less Contracts	0
Less Stock W/O	0
Closing Stock	14595
Base Capacity	20000
Extra Hire This Pd	0
Fixed Cost	15000
Variable Costy	29190
Extra Hire This Pd	0
Emergency Hire	0
Total WH Cost	44190

FINANCE REPORT

Exch Rates this Pd		
Expt-1	0.4400	
Expt-2	0.3100	
Interest Rates	This Pd	Next Pd
Term	4.0%	4.0%
On Call	2.0%	2.0%
Loan	7.0%	7.0%
Overdraft	25.0%	25.0%
Borrowing Capacity		
Current Loan	246100	
Loan Limit	1417009	
Extra Loan Available	1170909	
On Call Deposit	11011	
Term Deposit	0	

TRANSPORT REPORT

Vehicles: start of period	20
Capacity at start of period	90000
Qty vehicles bought	0
Qty vehicles sold	0
Vehicles: end of period	20
Standing Charges	40000
Variable costs	22556
Emergency costs	0
Contracted Cost	0
Total Operating Cost	62556

PRODUCTION REPORT

	This Pd	Next Pd
Capacity	15000	13875
Prodn + Bought In	18000	
Fixed Cost	45000	45000
O'Time Premium	13500	
Tot Vbl Cost	306000	235875
Vbl Cost Per Item	17.0000	17.0000
Prodn Cost per item	20.0000	20.0000
Total Prodn Cost	351000	280875
Units of Plant: Changes this period		
Start 10	Bought 0	Sold 0
End 10		

FINANCIAL PERFORMANCE

(P & L)

Sales Revenue	1126878
Contracts Revenue	0
Investment Income	216
Total Income	1127094
Cost Of Goods Sold	265383
Marketing and PR	84000
Consultants	0
Distribution	62556
Storage	44190
Administration	33000
Loss: Sale of Assets	0
Contract Penalties	0
Stock Written Off	0
Interest Paid	16100
Depreciation	48600
Total Expenditure	553829
Profit(Loss)	573265

Loss B Fwd	0
Taxable Profit	573265
Tax	126118
Profit After Tax	447147
Loss C Fwd	0

GST REPORT

Output Tax:	
Home Sales	61035
Home Contracts	0
Asset Sales	0
Total Output Tax	61035

Input Tax:	
Marketing Charges	10080
Connultant Fees	0
Prod'n Vbl Cost	36720
Dist'n Vbl Cost	2707
Storage Vbl Cost	3503
Assets Purchased	0
Total input Tax	53010

Opening Balance	0
Plus Output Tax	61035
Less Input Tax	53010
Less Payment Made	0
Closing Balance	8025

PERCEPTION REPORT

Perception: Start of Pd	60
Your Char: Start of Pd	45
Perception: End of Pd	60
Your Char: End of Pd	45