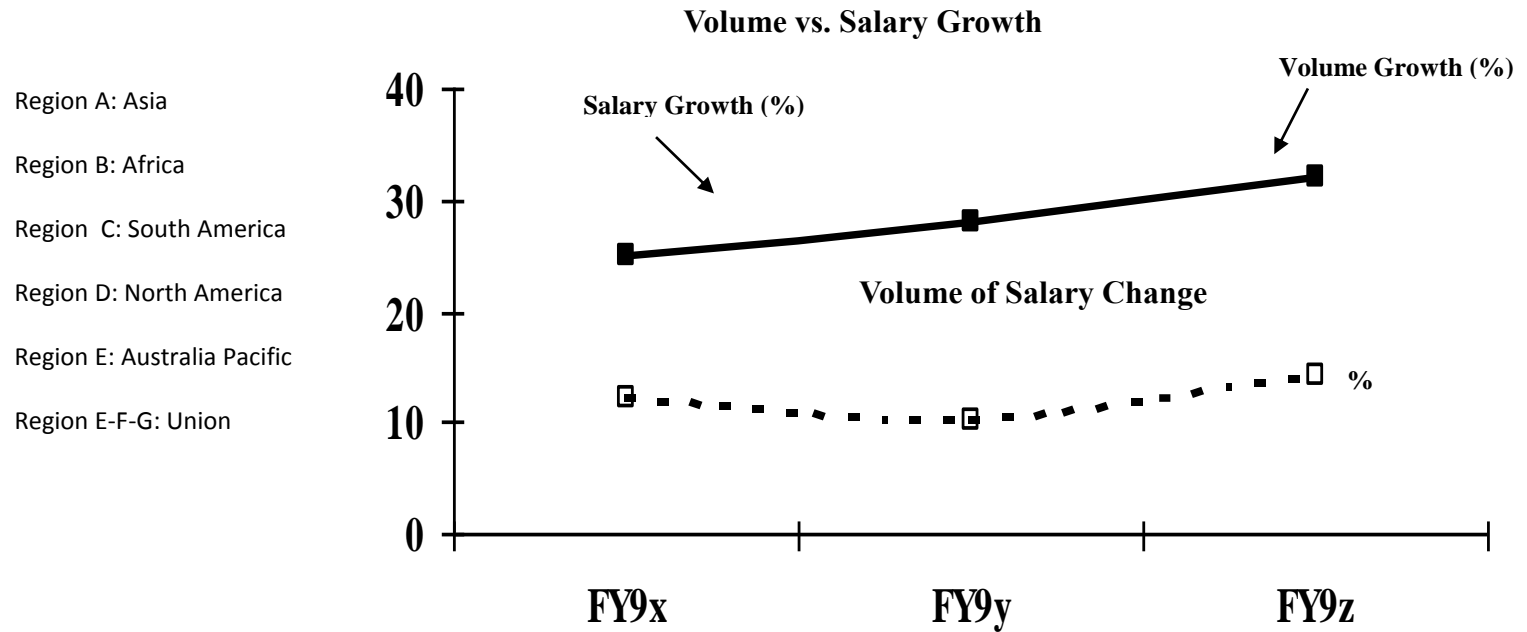


BONUSES AND SYSTEMS REGIONAL PAYMENT

Volume of Salary change vs..... Bonus Union revenue growth by bonus line

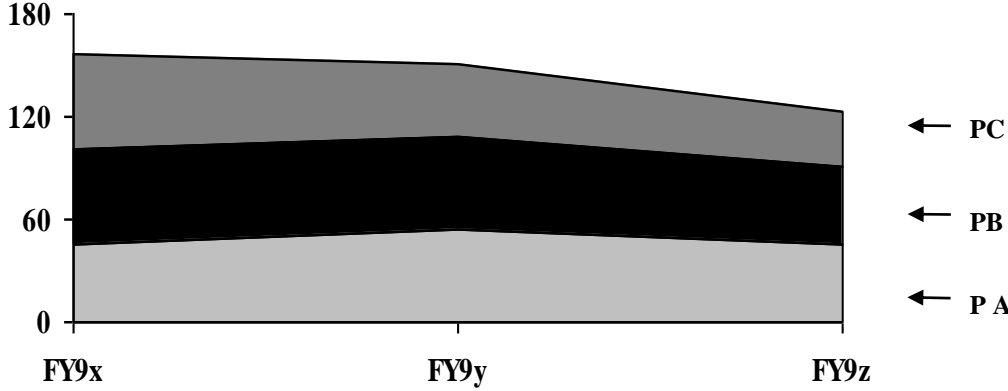
- Describe the key business implication
- Obtain volume detail by major bonus by categories
- Analyze business implications arising from the review of volume
 - Consider how volume movements relate to regional bonuses



Gross Margin by union bonuses

- Discuss the overall trends in bonus profitability
- Analyze and comment upon trends in the major bonus categories
- Which bonus are driving growth?
- Which appear to be dragging earnings by unions?

Gross Margin Analysis



Gross Margins %