Report for 2006

**Chairman’s Introduction**

One of the central problems associated with the preparation of a corporate plan is that of future sales growth. Expectations of sales volume revenue provide the initial basis for the cost estimation and hence likely trends. Derivation of the best sales volume estimates which both meet corporate profit objectives of the corporate planning process.

However, in considering the level of sales growth mix that can be achieved it is not always possible to compare expected company sales with the trends in the market, nor to examine a variety of assumptions concerning market penetration company sales effort. Time does not always permit the laborious calculations required often when the appropriate data are not available to those preparing the plan.

Despite all these hurdles Fibreglass International Trading has yet again succeeded in maintaining a high turnover and I wish to thank all of you for working so hard to achieve such tremendous results.

# Profit and Loss



|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| Fibreboard International Trading | | | | |  |  |
|  |  |  |  |  |  |
|  | Qtr 1 | Qtr 2 | Qtr 3 | Qtr 4 | **Total** |
| **Sales** | 2000 | 5750 | 5425 | 9500 | 22675 |
| **Rental** | 4000 | 4200 | 4600 | 4400 | 17200 |
| **Other** | 3000 | 3500 | 3000 | 3200 | 12700 |
| **Total Income** | 32000 | 13450 | 13025 | 17100 | 52575 |