

Sales for VINO plc (1991/2)							
(Figures in 000's)						Bonus	15%
	<i>Q1</i>	<i>Q2</i>	<i>Q3</i>	<i>Q4</i>	Actual Sales	Target	Bonus
<i>SALLY</i>	£40.00	£57.00	£52.00	£65.00	£214.00	£250.00	£32
<i>ANN</i>	£50.00	£69.00	£69.00	£90.00	£278.00	£220.00	£42
<i>RAY</i>	£53.00	£75.00	£71.00	£82.00	£281.00	£250.00	£42
<i>JOHN</i>	£44.00	£59.00	£38.00	£70.00	£211.00	£200.00	£32
Average	£46.75	£65.00	£57.50	£76.75			
					984	920	