

Electrical Wholesalers Market Rank & Profile UK 2008

Sample

Electrical Wholesalers Industry 2004-2012, Electrical Wholesalers Ranking & Profiles, Industry Averages for Sales, Profitability & Key Financials 2004-2012.

September 2008

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Whilst MTW endeavour to ensure that the majority of the major companies active in the market with which this report is concerned are included, it should be noted that the list of companies included in this report is not exhaustive and the inclusion or otherwise of a company in this report does not necessarily indicate, nor should be interpreted as, a company's relevance or otherwise in a particular market. Whilst we endeavour to attain high levels of accuracy, it should be borne in mind that the rankings and other information provided within this report contain an element of estimation, should be regarded as such and treated with a degree of caution.

Estimates Provided

In order to enable benchmarking, competitor analysis and facilitate further market research, MTW have provided estimates for turnover, profit before tax and number of employees for small, medium sized and other companies who are not obliged to submit this information to Companies House. As such, in the interests of clarity, all data relating to turnover, profit and number of employees provided in this report should be regarded as independent estimates by MTW. Whilst we endeavour to attain high levels of accuracy with these estimates, they may not reflect the actual figures of a company and should therefore be treated with caution.

1. Introduction to *Rank & Profile* Reports

MTW Research Rank and Profile reports are designed to provide the reader with an independent, comprehensive overview of the current and recent trading conditions and potential sales leads within their respective markets in an easy to use and easy to disseminate format.

Based on actual company sales returns and researched by market research professionals who have been writing market reports on these sectors since 1999, MTW's Rank and Profile reports represent an excellent tool on which to base further strategic or operational decision making, develop sales, or can simply be used to gain a greater understanding of the current and future performance of the industry.

This report enables the reader to undertake

- **Fast and Effective Company Analysis**

With the report providing an Industry Overview with industry sales totals, sales averages and forecasts to 2012; Ranking section; and a more detailed Profile section, the depth and range of analysis provides a comprehensive overview of the market's performance and estimated ranking for each company included in the report. Each company has a 1 page key financial indicators profile providing crucial company analysis on which to base further research and strategic decision making or develop relevant sales leads.

- **Market Size & Trends for Sales & Industry Value to 2012**

Market size and performance for revenue and industry value is provided from 2004 through to 2012 – based on actual sales returns, enabling a fast and accurate understanding of the key trends in the industry and likely future prospects, facilitating sales and marketing planning.

- **Identify & Target the Most Relevant Sales Leads**

The report identifies the market leaders in the industry, and ranks them by sales, profitability and a number of other key performance indicators, enabling you to quickly identify and target the most relevant companies in the industry. The additional contact name and mailing details for each company provide the key to quickly increasing sales leads in this industry.

- **Benchmark & Monitor a Company's Performance against the Industry.**

4 years of the most recent accounts available, supported by our own estimates, is supplied for each company enabling the reader to understand the position of any company in the market and gauge its performance against competitors in recent years.

- **Turnover & Profit Estimates for Every Company**

MTW reports are unique in that we have provided an estimate for turnover and profit ranking for every company listed, enabling the reader to gauge market share of smaller and medium sized businesses, as well as the larger companies.

- **Monitor The Market Leaders' Performance.**

Key financial data are provided for every company listed for the last 4 years, enabling the reader to quickly and effectively track a company's performance in recent years, providing an excellent foundation on which to base further SWOT analysis to provide a comprehensive review of your competitive environment.

- **A Company Listing More Relevant to Your Market**

MTW Research have been researching and writing market reports since 1999 and as such we are able to develop a company listing which is more relevant to your chosen market, saving you time and money.

- **Save Your Company's Time & Money**

MTW's *Rank & Profile* reports don't bombard you with irrelevant financial data, they are designed to enable you to engage in fast and effective market and competitor analysis. We focus on providing what's important in an easy to reference and use format.

2. UK Electrical Wholesalers Market

2.1 Introduction to this Rank & Profile Report

In order to provide an easy to use tool for the basis of a market and company analysis study, this report provides the following information:-

Electrical Wholesalers Industry Overview 2004-2012

Overview of the industry's performance 2004-2007 and forecasts to 2012, including:-

- Total Industry Sales Turnover 2004-2012 & Key Trends
- Total Industry Profitability & Key Issues
- Combined Industry Assets & Liabilities
- Total Industry Net Worth & Key Trends

Average Electrical Wholesaler Performance 2004-2012

A Profile of the 'Average' Wholesaler, enabling effective and fast comparisons:-

- Average Electrical Wholesaler Revenue 2004-2012
- Average Wholesaler Profit Levels 2004-2012
- Average Assets & Liabilities 2004-2012
- Average Net Worth 2004-2012
- Average Value of Sales per Employee 2004-2012

Electrical Wholesaler Ranking

Provided for the leading companies in tabular format:-

- By Turnover & Individual Sales Revenue Estimates
- By Profit
- By Total, Combined Assets
- By Net Worth
- By Number of Employees

Company Profile & Sales Leads

Financial data and estimates provided for the last 4 years of trading for every company:-

- Turnover & Profit estimates for every company listed
- Working Capital (i.e. Cash Available)
- Sales & Profit Per Employee (where reported)
- Debtors Value (i.e. money owed to company each year over the last 4 years)
- Fixed Assets (e.g value of land, buildings, vehicles, equipment etc)
- Current Assets (i.e cash & other assets to be sold within 1 year)
- Current Liabilities (i.e debts or obligations due in 1 year)
- Long Term Liabilities (i.e debts or obligations which extend beyond 1 year)
- Net Worth (i.e total assets less total liabilities)
- Company's Principal Activities
- Full Registered Address & Postcode
- Incorporation Date
- Ultimate Holding Company & Parent Company (if applicable)
- Number of Employees (estimates given where no data exists from Companies House)
- Senior Decision Maker / Director Contact Name

Also provided as part of the "Ultimate Pack" is a comprehensive multi-use mailing and telemarketing list with comprehensive financial spreadsheet including 4 years key financial data for the industry .

2.2 Electrical Wholesalers Competitor Listing

The following table provides a listing of the companies which are included, and for the purposes of this report, defined as 'the industry'.

Figure 1: Electrical Wholesalers Company Listing

A A Electric UK	Express Logic	Octopus Electrical
A M P Electrical Distributors	Eyre & Elliston Holdings	Oem Automatic
A.I.B Electrical Wholesale (Glasgow)	F C C Electrical Wholesalers	Online Electrical Wholesalers
AA Electrical Wholesalers	First Stop Electrical Wholesale	Park Electrical Services
Accord Electrical Wholesalers	Foyle Electrics Wholesale	Parmley Graham
Alert Electrical Wholesalers	G C G Electrical Wholesalers	Phoenix Contact
Alfred J Hurst	G L S Shemelds	Potter & Sons Swindon
Amble Electrical Distributors	G M W Electrical Distributors	QVS Electrical Wholesale
Anglia Electrical Distributors	Garfield Electrical Distributors	QVS Industrial Controls
Apex Cables	Geneva Industries	R & M Electrical Group
Atco Electrical Distributors	Gil-Lec	Ralco Electrical Supplies
Bew Electrical Distributors	Glyn	Rapid Electronics
Bridgeton Corporation	Hagemeyer UK	Regency Electrical Distributors
Bridisco	Hardman Isherwood	Rexel Senate
C & S Electrical Wholesale	Hedley & Ellis	Rifina Co
C E F	Hewett Electrical Supplies	Riverbank Electrical Wholesale
Cable Management Centre	Holland House Electrical	Routeco
Cable Services	Industrial Contract Supplies	Saft Power Systems
Cable Systems	Inman & Co (Electrical)	Salford Electrical Factors
Cables Fans & Fittings	J S C Electrical Distributors	Scattergood & Johnson
Capital Wholesale Harrow	Jack Hinton Electrical	Scolmore International
Celebration Lighting	Jarel UK	Securlec
City Electrical Factors	John Cribb & Sons	Sellec (Special Cables)
Clanrye Electrical Supplies	John Maclean & Sons Electrical	Sentor Electrical Services
Clearlight Electrical Co	Kent Electrical Supplies	Sicame Electrical Distribution
Cleveland Cable Co	KNK Electrical Wholesalers	SMJ (UK)
Colin Khalid Electrical	L P D Electrical Wholesale	Sparkworld
Countrywide Electrical Distributors	Led Electrical	Specialised Wiring Accessories
Cox Electrical Supplies	Leigh Electrical Supplies	Stearn Electric Co
Cumberland Electrical Wholesalers	Lexibook	T & R Electrical Wholesalers
Cyril Campbell Electrics	Litelm	T N Robinson
Daton Electrical	Lockwell Electrics	Takbro
David Harrison & Sons	Marlowe Holdings	Target Electrical Supplies
Demesne Electrical Sales Ni	Mashco	UK Electrical Supplies
Denmans Electrical Wholesalers	Massgrove Electrical	Underwoods Electrical Distributors
Devondale Electrical	Masterplug	Valmo Electrical Supplies
Dynamic Electric Co.	Medlock Electrical Distributors	W.G.A Industrial Control Equipment
Dyson Products	Mennekes Electric	Wellhead Electrical Supplies
Eckstronics	Mercer's Electrical Distributors	Whinstone Agencies
Edwardes Bros (Dulwich)	Milltown Electrical Wholesale	Wholesale Electrical Supplies
Electric Center	Mitre Electrical Supplies	Wilts Wholesale Electrical Co.
Electric Centre	Ndm Agencies	Worcester Electrical Distributors
Electrical Supplies Bolton	Northampton Electrical Distributors	Wyre Electrical Services
ERF Electrical Wholesalers .	Northern & Central Wigan	
Express Electrical Distributors	Oak Electrical Distributors	

The companies included in the above chart represent a market value of around £x.x billion in 2007, estimated to reflect around 95% of the £x.x billion UK Electrical Wholesalers market in 2007.

In addition to the companies above, it is estimated that there are xx electrical wholesalers with a turnover of up to £x00,000 and a further xxx with a turnover of between £xxx and £x million.

Further information on these companies is also available from MTW Research as additional mailing lists. The high level of industry consolidation remains evident in 2008 with the top 10 companies estimated to account for more around x% of the total market by value in 2008.

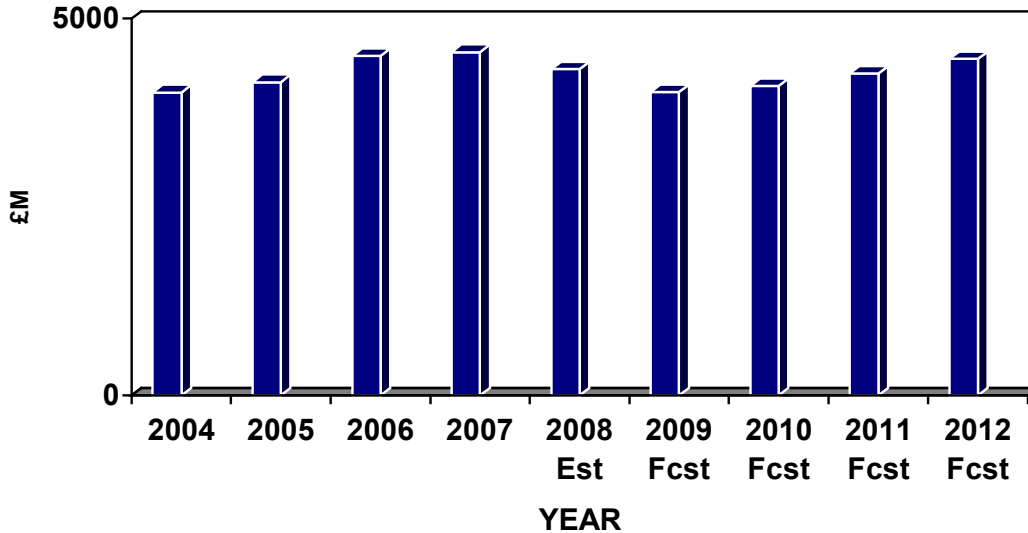
2.3 Electrical Wholesalers Market Performance 2004-2012

The following section illustrates the overall, combined performance of the leading Electrical Wholesalers in terms of sales revenue, profit, assets, liabilities and net worth since 2004 and provides forecasts to 2012.

2.3.1 Electrical Wholesalers Sales Revenue 2004-2012

The following table illustrates the performance of the selected Electrical Wholesalers in terms of combined sales revenues between 2004 and 2007 and forecasts to 2012:-

Figure 2: Electrical Wholesalers Market Sales 2004-2012 £M (Figures Censored in Sample)



Source: MTW Research / Company Financials

In 2007, the combined sales of the Electrical Wholesalers identified reached around £x billion, reflecting growth of just over x% since 2004. As illustrated, the UK electrical wholesalers have experienced xxxxxx xxxxxx xxxxxx performance in recent years, the market performing xxxxxx xxxx in xxxx with sales xxxxxx by more than x%.

The xxxxxx in the UK xxxxxx and the ongoing impact xxxxxx and xxxxxx confidence is now xxxxxx to be xxxxxx the electrical wholesale sector, as xxxxxx and xxxxxx xxxxxx projects in particular are postponed. Whilst there remains xxxxxx xxxxxx xxxxxx xxxxxx from xxxxxx xxxxxx xxxxxx, our forecasts are for market revenues to xxxxxx in xxxxxx to around £ xxbillion, reflecting a xxxxxx

Given the recent xxxxxx xxxxxx by the Bank of England, our forecasts xxxxxx xxxxxx xxxxxx xxxxxx 2009 to levels of xxxxxx xxxxxx. By 2010, xxxxxx, given an xxxxxx and xxxxxx resulting xxxxxx xxxxxx xxxxxx, sales through electrical wholesalers are forecast to xxxxxx xxxxxx xxxxxx, with the sector xxxxxx xxxxxx xxxxxx by 2012.

The annual change in sales revenue by the selected Electrical Wholesalers is illustrated in the following chart:-

Figure 3: Electrical Wholesalers Total Sales % Change 2004-2012

Censored in Sample

Source: MTW Research / Company Financials

As illustrated, sales xxxxxx xx xxxx

The sharp xxxxxx xx xxxx for the Electrical Wholesalers xxxxxx xx xxxx in 2006, following xxxxxx xx xxxx in 2005 xxxxxx xx xxxx xxxxxx xx xxxx xxxxxx xx xxxx. Given the likelihood of a xxxxxx xx xxxx xxxxxx xx xxxx, likely leading to a xxxxxx xx xxxx in late 2008 / early 2009 coupled with xxxxxx xx xxxx, it is unlikely that the industry will xxxxxx xx xxxx.

In addition, xxxxxx xx xxxx

2.3.2 Electrical Wholesalers Profit 2004-2012

The following table illustrates the performance of the selected Electrical Wholesalers in terms of combined profit between 2004 and 2007 and provides forecasts to 2012:-

Figure 4: Electrical Wholesaler Market Total Profit 2004-2012

Censored in Sample

Source: MTW Research / Company Financials

Whilst xxxxxx xx xxxx during 2007 experienced xxxxxx xx xxxx xxxxxx xx xxxx than 2006, key players in the industry have xxxxxx xx xxxx xxxxxx xx xxxx, employing strategies which xxxxxx xx xxxx xxxxxx xx xxxx. As such, overall industry xxxxxx xx xxxx xxxxxx xx xxxx xxxxxx xx xxxx

The performance of the market in 2007 is in marked contrast to that of 2006, xxxxxx xx xxxx xxxxxx xx xxxx xxxxxx xx xxxx. This strategy of xxxxxx xx xxxx xxxxxx xx xxxx xxxxxx xx xxxx, as xxxxxx xx xxxx volume demand xxxxxx xx xxxx xxxxxx xx xxxx, more profitable xxxxxx xx xxxx. As such, profitability in the industry is likely to xxxxxx xx xxxx xxxxxx xx xxxx to 2009.

Given the xxxxxx xx xxxx xxxxxx xx xxxx 2010, volume demand xxxxxx xx xxxx xxxxxx xx xxxx xxxxxx xx xxxx xxxxxx xx xxxx. As such, forecasts are for a xxxxxx xx xxxx xxxxxx xx xxxx xxxxxx xx xxxx xxxxxx xx xxxx

The level of annual profit growth is illustrated in the following chart:-

Figure 5: Electrical Wholesaler Industry Total Profit % Change 2004-2012

Censored in Sample

Source: MTW Research / Company Financials

As illustrated, profitability xxxxxx xx xxxx

2.3.3 Electrical Wholesalers Assets 2005-2012

The following table illustrates the Electrical Wholesalers market in terms of current and fixed assets between 2005 and 2007 and forecasts to 2012:-

3. Electrical Wholesalers Rankings

3.2 Electrical Wholesaler Revenue Estimates & Sales Ranking

3.2.1 Electrical Wholesalers Sales Ranking 2007

The table illustrates our estimates of the sales rank for each Electrical Wholesaler in 2007:-

Table 23: Ranking by Sales 2007 - Electrical Wholesalers

1. Sample Company	67. Sample Company
2. Sample Company	68. Sample Company
3. Sample Company	69. Sample Company
4. Sample Company	70. Sample Company
5. Sample Company	71. Sample Company
6. Sample Company	72. Sample Company
7. Sample Company	73. Sample Company
8. Sample Company	74. Sample Company
9. Sample Company	75. Sample Company
10. Sample Company	76. Sample Company
11. Sample Company	77. Sample Company
12. Sample Company	78. Sample Company
13. Sample Company	79. Sample Company
14. Sample Company	80. Sample Company
15. Sample Company	81. Sample Company
16. Sample Company	82. Sample Company
17. Sample Company	83. Sample Company
18. Sample Company	84. Sample Company
19. Sample Company	85. Sample Company
20. Sample Company	86. Sample Company
21. Sample Company	87. Sample Company
22. Sample Company	88. Sample Company
23. Sample Company	89. Sample Company
24. Sample Company	90. Sample Company
25. Sample Company	91. Sample Company
26. Sample Company	92. Sample Company
27. Sample Company	93. Sample Company
28. Sample Company	94. Sample Company
29. Sample Company	95. Sample Company
30. Sample Company	96. Sample Company
31. Sample Company	97. Sample Company
32. Sample Company	98. Sample Company
33. Sample Company	99. Sample Company
34. Sample Company	100. Sample Company
35. Sample Company	101. Sample Company
36. Sample Company	102. Sample Company
37. Sample Company	103. Sample Company
38. Sample Company	104. Sample Company
39. Sample Company	105. Sample Company
40. Sample Company	106. Sample Company
41. Sample Company	107. Sample Company
42. Sample Company	108. Sample Company
43. Sample Company	109. Sample Company
44. Sample Company	110. Sample Company
45. Sample Company	111. Sample Company
46. Sample Company	112. Sample Company
47. Sample Company	113. Sample Company
48. Sample Company	114. Sample Company
49. Sample Company	115. Sample Company
50. Sample Company	116. Sample Company
51. Sample Company	117. Sample Company
52. Sample Company	118. Sample Company
53. Sample Company	119. Sample Company
54. Sample Company	120. Sample Company
55. Sample Company	121. Sample Company
56. Sample Company	122. Sample Company
57. Sample Company	123. Sample Company
58. Sample Company	124. Sample Company
59. Sample Company	125. Sample Company
60. Sample Company	126. Sample Company
61. Sample Company	127. Sample Company
62. Sample Company	128. Sample Company
63. Sample Company	129. Sample Company
64. Sample Company	130. Sample Company
65. Sample Company	131. Sample Company
66. Sample Company	

3.2.2 Company Sales Estimates - 2007

The following table illustrates the estimated turnover for each company for 2007:-

Table 24: Sales Estimates (£M) 2007 - Electrical Wholesalers

Company Name	Sales £M		Company Name
1. Sample Company	978.4	74.	Sample Company
2. Sample Company	750.7	75.	Sample Company
3. Sample Company	591.8	76.	Sample Company
4. Sample Company	191.7	77.	Sample Company
5. Sample Company	165.3	78.	Sample Company
6. Sample Company	137.7	79.	Sample Company
7. Sample Company	100	80.	Sample Company
8. Sample Company	100	81.	Sample Company
9. Sample Company	74.1	82.	Sample Company
10. Sample Company	69.1	83.	Sample Company
11. Sample Company	65.3	84.	Sample Company
12. Sample Company	63.3	85.	Sample Company
13. Sample Company	55.9	86.	Sample Company
14. Sample Company	51.7	87.	Sample Company
15. Sample Company	39.6	88.	Sample Company
16. Sample Company	37.5	89.	Sample Company
17. Sample Company	33.8	90.	Sample Company
18. Sample Company	29.1	91.	Sample Company
19. Sample Company	24.50	92.	Sample Company
20. Sample Company	23.4	93.	Sample Company
21. Sample Company	22.2	94.	Sample Company
22. Sample Company	19.9	95.	Sample Company
23. Sample Company	18.8	96.	Sample Company
24. Sample Company	17.4	97.	Sample Company
25. Sample Company	17.2	98.	Sample Company
26. Sample Company	16.6	99.	Sample Company
27. Sample Company	16.3	100.	Sample Company
28. Sample Company	15.7	101.	Sample Company
29. Sample Company	15.2	102.	Sample Company
30. Sample Company	15.1	103.	Sample Company
31. Sample Company	15	104.	Sample Company
32. Sample Company	14.7	105.	Sample Company
33. Sample Company	13	106.	Sample Company
34. Sample Company	9.5	107.	Sample Company
35. Sample Company	9.4	108.	Sample Company
36. Sample Company	9.3	109.	Sample Company
37. Sample Company	8.5	110.	Sample Company
38. Sample Company	8.3	111.	Sample Company
39. Sample Company	8.1	112.	Sample Company
40. Sample Company	7.7	113.	Sample Company
41. Sample Company	7.5	114.	Sample Company
42. Sample Company	7.1	115.	Sample Company
43. Sample Company	6.9	116.	Sample Company
44. Sample Company	6.8	117.	Sample Company
45. Sample Company	6.5	118.	Sample Company
46. Sample Company	6.5	119.	Sample Company
47. Sample Company	6.4	120.	Sample Company
48. Sample Company	6.4	121.	Sample Company
49. Sample Company	6.1	122.	Sample Company
50. Sample Company	5.7	123.	Sample Company
51. Sample Company	5.7	124.	Sample Company
52. Sample Company	5.7	125.	Sample Company
53. Sample Company	5.7	126.	Sample Company
54. Sample Company	5.6	127.	Sample Company
55. Sample Company	5.5	128.	Sample Company
56. Sample Company	5.3	129.	Sample Company
57. Sample Company	5.2	130.	Sample Company
58. Sample Company	5	131.	Sample Company
59. Sample Company	4.9	132.	Sample Company
60. Sample Company	4.8		
61. Sample Company	4.4		
62. Sample Company	4.4		
63. Sample Company	4.4		
64. Sample Company	4		
65. Sample Company	3.9		
66. Sample Company	3.9		
67. Sample Company			
68. Sample Company			
69. Sample Company			
70. Sample Company			
71. Sample Company			
72. Sample Company			
73. Sample Company			

3.3 Electrical Wholesalers Ranking by Profit - 2007

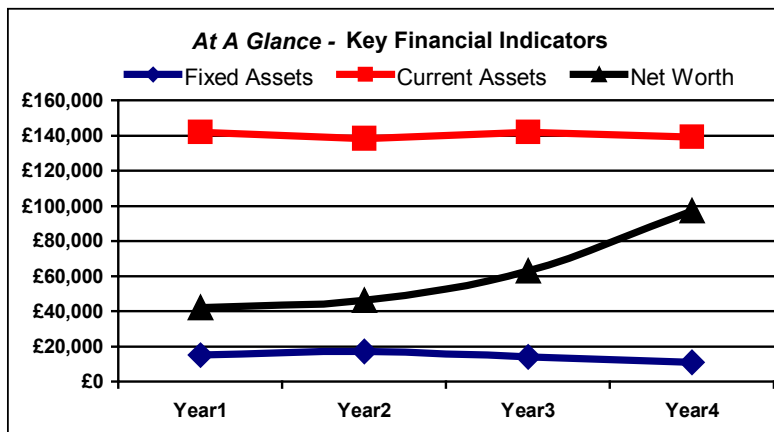
The following table illustrates our estimates of the rank by profit for each of the Electrical Wholesalers in 2007:-

4. Electrical Wholesalers Profiles

Sample Company - Company Overview & 'At a Glance'

Sample
High Road
Broxbourne
Hertfordshire
Sample
Tel: Sample

Sample Company is a private limited with share capital company, incorporated on December 18, 2001. The company's main activities are recorded by Companies House as "Electrical Wholesalers" As of mid-late 2008, the company has an estimated 1-5 employees.



To year end 31-Dec-07, Sample Company is estimated to have achieved a turnover of around £xx million. Pre-tax profit for the same period is estimated at around £x million.

The following table briefly provides a top line overview on Sample Company:-

Company Name	Sample Company
Brief Description of Activities	Electrical Wholesalers
Parent Company	n/a
Ultimate Holding Company	n/a
Estimated Number of Employees	1-5
Senior Decision Maker / Director	Sample Name

The following table illustrates the company's key performance indicators for the last 4 years:-

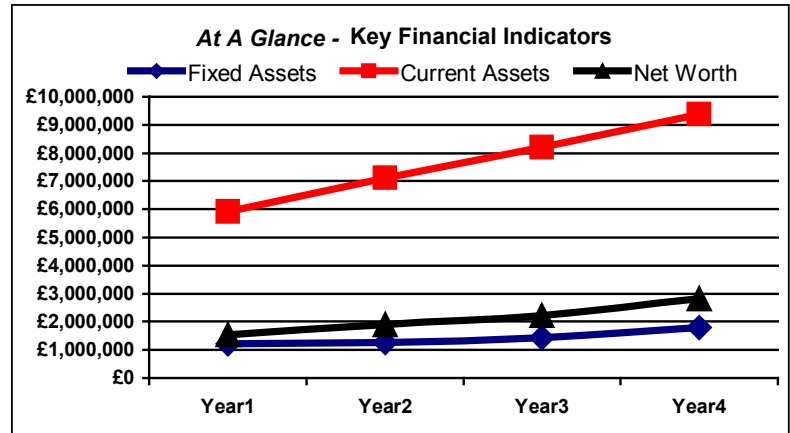
Sample Company KPIs for Year Ending 31-Dec-04 to 31-Dec-07

Key Indicator £	Year End 31-Dec-04 (Year1)	Year End 31-Dec-05 (Year2)	Year End 31-Dec-06 (Year3)	Year End 31-Dec-07 (Year4)
Fixed Assets	£15,000	£17,000	£14,000	£11,000
Current Assets	£142,000	£138,000	£142,000	£139,000
Current Liabilities	£115,000	£109,000	£93,000	£53,000
Long Term Liabilities	£0	£0	£0	£0
Net Worth	£42,000	£46,000	£63,000	£97,000
Working Capital	£27,000	£29,000	£49,000	£86,000
Profit per Employee	n/a	n/a	n/a	n/a
Sales per Employee	n/a	n/a	n/a	n/a

Sample Company Ltd - Company Overview & 'At a Glance'

Sample
Wigan
Lancashire
Sample
Tel: Sample

Sample Company Ltd is a private limited with share capital company, incorporated on November 2, 1976. The company's main activities are recorded by Companies House as "The supply of electrical accessories and equipment" As of mid-late 2008, the company has an estimated 140 employees.



To year end 30-Nov-07, Sample Company Ltd is estimated to have achieved a turnover of around £xx million. Pre-tax profit for the same period is estimated at around £x.x million.

The following table briefly provides a top line overview on Sample Company Ltd:-

Company Name	Sample Company Ltd
Brief Description of Activities	The supply of electrical accessories and equipment
Parent Company	Sample Company) Ltd
Ultimate Holding Company	Sample Company) Ltd
Estimated Number of Employees	140
Senior Decision Maker / Director	Sample

The following table illustrates the company's key performance indicators for the last 4 years:-

Sample Company Ltd - KPIs for Year Ending 30-Nov-04 to 30-Nov-07

Key Indicator £	Year End 30-Nov-04 (Year1)	Year End 30-Nov-05 (Year2)	Year End 30-Nov-06 (Year3)	Year End 30-Nov-07 (Year4)
Fixed Assets	£1,213,000	£1,252,000	£1,436,000	£1,800,000
Current Assets	£5,928,000	£7,118,000	£8,195,000	£9,382,000
Current Liabilities	£5,572,000	£6,455,000	£7,351,000	£8,338,000
Long Term Liabilities	£41,000	£21,000	£51,000	£26,000
Net Worth	£1,528,000	£1,894,000	£2,229,000	£2,818,000
Working Capital	£356,000	£663,000	£844,000	£1,044,000
Profit per Employee	£5,722	£4,710	£3,821	£3,845
Sales per Employee	n/a	n/a	n/a	n/a