

## **BACKGROUND TO:**

### **DIDGI FLANGE MANUFACTURING**

Didgi Flange Manufacturing is a small business that has operated out of the same premises in West River City since 1969. It has a proud record of providing solid and reliable flange and other related product to the piping and mining industry. The company is owned and operated by Mr Arthur Arthurs, an engineer, who took over the operations with his wife, Beryl, an accountant, upon the sudden retirement of his father in 1982.

For the last few years the company's sales have only remained constant, with little or no growth across all product lines. This is a result due partly to an international downturn affecting adversely the mining industry and due partly also to the company's lack of development in its major product line of Flanges. Apart from this, the company is stable in terms of staffing, finance, and customers. There has been no loss of market share, however this has largely been due to our good name – without continual improvement it should be expected that market share will diminish.

Arthur and Beryl Arthurs are ably assisted by the chief engineer Mr Ben Constant, engineer Mr Peter Donat, by the marketing/salesperson Ms Hillary Opath, and by the other several employees. It is important to note too, that staff are reasonably loyal as the staff turnover rate in the company is much less than that of competitors.

Financially, the company has two main reporting divisions:

- Manufacturing
- Marketing

#### **Action Planning Example**

Didgi Flange Manufacturing is a Manufacturing business with a more detailed approach for example purposes.

Financially, it consists of a multi-plan budget, having two identifiable financial reporting divisions.

# **DIDGI FLANGE MANUFACTURING**

**ACTION PLAN for the Year Ending 30 June 2005**

# **DIDGI FLANGE MANUFACTURING**

## **ACTION PLAN for the Year Ending 30 June 2005**

### **Overview**

- Project Chart
- Project Targets
- Project List
- Project Report

### **Operations Plan**

- Operations Plan

### **Marketing Plan**

- Marketing Plan

### **Staffing Plan**

- Staffing Plan
- Employee Availability Chart
- Productivity Capacity

### **Finance Plan**

- Financial Plan
- Forecast Profit
- Forecast Profitability
- Profit Analysis
- Budget Report (Analysis)

# DIDGI FLANGE MANUFACTURING

## Plan Overview

### Background of the Organisation

Didgi Flange Manufacturing is a small business that has operated out of the same premises in West River City since 1969. It has a proud record of providing solid and reliable flange and other related product to the piping and mining industry. The company is owned and operated by Mr Arthur Arthurs, an engineer, who took over the operations with his wife, Beryl an Accountant, upon the sudden retirement of his father in 1982.

### Situation Analysis in Brief

For the last few years the company's sales have only remained constant, with little or no growth across all product lines. This is a result due partly to an international downturn affecting adversely the mining industry and due partly also to the company's lack of development in its major product line of Flanges. Apart from this, the company is stable in terms of staffing, finance, and customers. There has been no loss of market share, however this has largely been due to our good name - without continual improvement it should be expected that market share will diminish.

### Goals for the next year in Brief

- \* Complete the development of a new Flange. Prove to the industry that Didgi Flange Manufacturing is moving ahead.
- \* Retain the market share that we have fought so hard over the years to create.
- \* Improve the net profitability of the business by 10%. This increase is possible, even though our sales will not significantly increase due to the new Flange product until at least the year after the coming year.

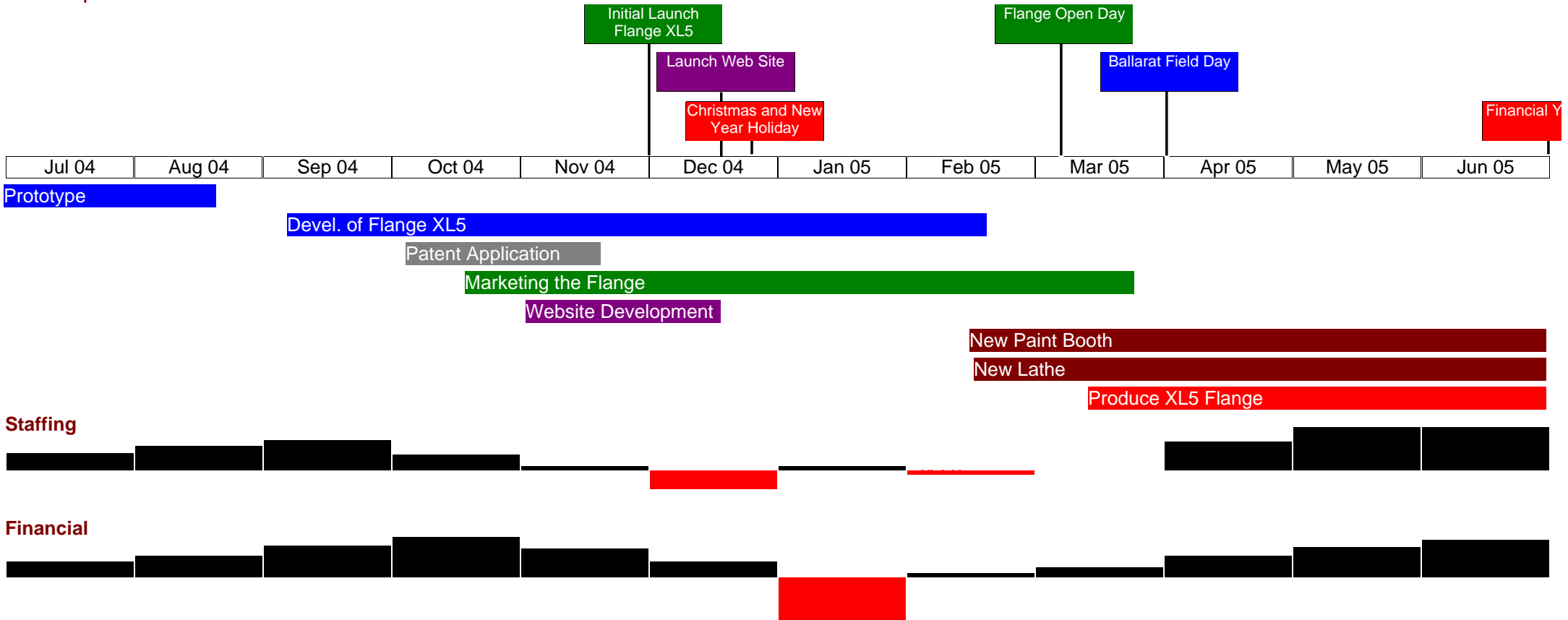
### Our Strategies

- \* Complete the development of the new Flange.
- \* Market the new Flange - ensure that the industry is aware of these improvements and our dedication to these improvements.
- \* Ensure that the Flange is launched with maximum exposure, particularly with regards to the industry headline expo/field day in Ballarat.
- \* Ensure that the company has a professional website operating in anticipation of the new Flange.

# DIDGI FLANGE MANUFACTURING

## Strategy Plan Chart

for the period from 01 Jul 2004 to 30 Jun 2005



ear End

**DIDGI FLANGE MANUFACTURING**

Target Listing in date order for the Period Commencing: Jul 2004

<b>Due Date</b>	<b>Target Description</b>	<b>Project Id</b>	<b>Manager</b>
9/07/2004	Design Plans complete	Prototype	Arthur Arthurs
23/07/2004	Preliminary Prototype	Prototype	Arthur Arthurs
13/08/2004	Stress tests complete	Prototype	Arthur Arthurs
20/08/2004	Complete operational Prototype	Prototype	Arthur Arthurs
1/10/2004	Complete equip & factory audit	Devel. of Flange XL5	Ben Constant
29/10/2004	Complete summary tech papers	Patent Application	Beryl Arthurs
5/11/2004	Complete legal discussions	Patent Application	Beryl Arthurs
12/11/2004	Complete Marketing Plan	Marketing the Flange	Hillary Opath
19/11/2004	Complete Draft Information	Website Development	Hillary Opath
19/11/2004	Receive Patent	Patent Application	Beryl Arthurs
30/11/2004	Complete Promo Literature	Marketing the Flange	Hillary Opath
17/12/2004	First Direct Market Campaign	Marketing the Flange	Hillary Opath
17/12/2004	Website Complete	Website Development	Hillary Opath
28/01/2005	Complete refurbish machinery	Devel. of Flange XL5	Ben Constant
14/02/2005	Acquire Paint Booth	New Paint Booth	Edward Edmonds
15/02/2005	Acquire New Lathe	New Lathe	Peter Donat
18/02/2005	Installation	New Lathe	Peter Donat
18/02/2005	Complete production capability	Devel. of Flange XL5	Ben Constant
25/02/2005	Second Direct Marketing	Marketing the Flange	Hillary Opath
25/02/2005	Install Paint booth	New Paint Booth	Edward Edmonds
11/03/2005	Staff Training complete	New Lathe	Peter Donat
14/03/2005	Launch Flange Open Day	Marketing the Flange	Hillary Opath
18/03/2005	Train staff with Paint Booth	New Paint Booth	Edward Edmonds
22/04/2005	Full production XL5 in swing	Produce XL5 Flange	Ben Constant

# DIDGI FLANGE MANUFACTURING

## Operations Plan

### Situation Analysis

- \* Currently some of the equipment is becoming inefficient and a greater reliance is being put onto subcontracting out some of our processes.
- \* We need to investigate and replace the Lathe.
- \* We need to investigate and probably acquire a paint booth to reduce our reliance on subcontracting.
- \* We need to ensure that we tool up our production processes for the new Flange product line.

### Goals for the next year

- \* Less reliance on subcontracting.
- \* The new Flange product is being produced in an efficient manner and the production is able to accommodate high initial levels of product volume should it be called upon to do so.

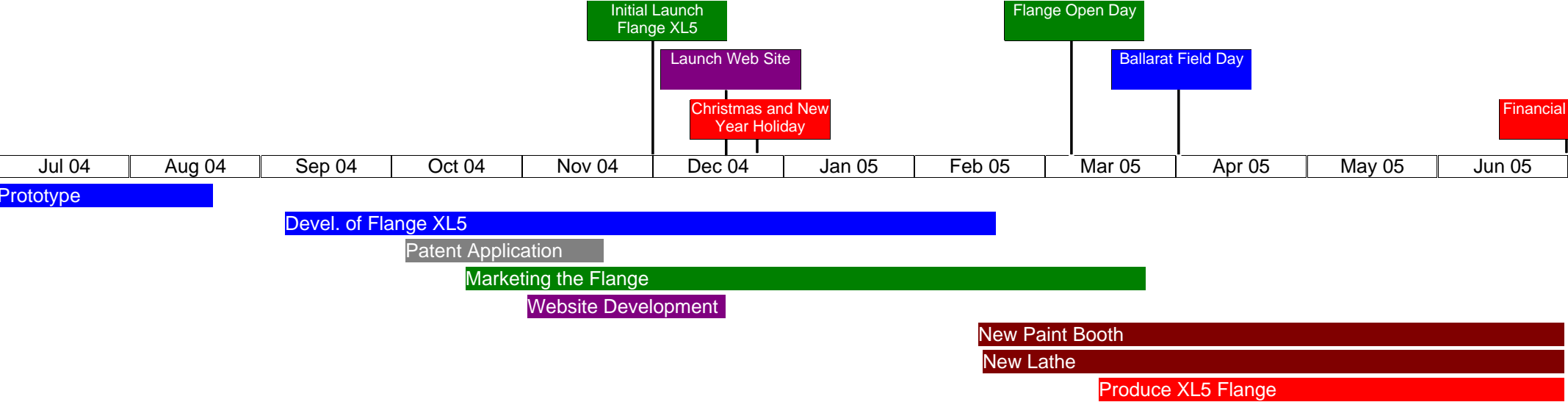
### Our Strategies

- \* Acquire a new Lathe.
- \* Investigate acquiring a Paint Booth.
- \* Plan for the Flange product.
- \* In doing so, the factory production processes may need to be rearranged. Accordingly, this needs to be worked into the overall planning of the Flange.

# DIDGI FLANGE MANUFACTURING

## Project Chart

for the period from 01 Jul 2004 to 30 Jun 2005



ear End

# DIDGI FLANGE MANUFACTURING

Projects for the Period Commencing: Jul 2004

<b>Date</b>	<b>Project Id</b>	<b>Short Description</b>
14/03/2005	Produce XL5 Flange	Commence production of the XL5 Flange.
15/02/2005	New Lathe	Acquire new lathe for increased efficiency. The old Lathe has been utilised well passed its 'use-by' date.
14/02/2005	New Paint Booth	Acquire a new paint booth for production purposes.
1/11/2004	Website Development	Develop web site, particularly in regards to the planned launch of the new Flange XL5 product range.
18/10/2004	Marketing the Flange	Writing the Marketing Plan for Flange XL5 and commence establishing the product in the market.
4/10/2004	Patent Application	Obtain a Patent for the new Flange XL5.
6/09/2004	Devel. of Flange XL5	Develop the new Flange XL5 production facilities.
1/07/2004	Prototype	Develop a Prototype of the new flange product XL5.

**DIDGI FLANGE MANUFACTURING**

Date: 6/01/2005

Time: 11:21:57

**Project Report for Devel. of Flange XL5****Period:** 6/09/2004 - 18/02/2005**Manager:** Ben Constant**Description and Rationale**

Develop efficient production techniques and systems to ensure that the new flange can be produced in terms of both reasonable volume and reduced lead times.

This will entail a possible reorganisation of the factory to ensure that the production lines are efficient. Additionally, an audit of the capacity of the current equipment will need to be undertaken. In this regard, it is recognised that a New Lathe is being acquired.

The new lathe is being acquired in most part for the production of current product. However, its versatility will ensure that maximum use can be made of it for the purposes of using it for the new Flange.

**Financial Costs**

<u>Details</u>	<u>Account Charged</u>	<u>Amount \$</u>
Consumables	Consumables	16,000
Overhaul & tool up machines	Repairs & Maintenance	44,000
Minor Equipment	Minor Equipment Purchases	5,000
2nd Hand Grinder	Plant & Equipment	15,000
	<b>Total</b>	<b>80,000</b>

**Personnel Details**

<u>Personnel</u>	<u>Work Details</u>	<u>Hours</u>
Ben Constant	Conduct equip & factory audit	8
Edward Edmonds	Conduct equip & factory audit	32
Peter Donat	Conduct equip & factory audit	24
Ben Constant	Review equip & factory audit	8
Gunther Frederick	Refurbish machinery	144
Ken Watson	Refurbish machinery	144
Taylor Hillstead	Refurbish machinery	16
Ben Constant	Review equip & factory	64
	<b>Total</b>	<b>440</b>

**Target Settings**

<u>Target</u>	<u>Due Date</u>	<u>Est % Complete</u>
Complete equip & factory audit	1/10/2004	50%
Complete refurbish machinery	28/01/2005	90%
Complete production capability	18/02/2005	100%

# DIDGI FLANGE MANUFACTURING

## Project Report for Marketing the Flange

**Period:** 18/10/2004 - 25/03/2005

**Manager:** Hillary Opath

### Description and Rationale

Write the Marketing Plan for the new flange and ensure that the lead up work and the inventiveness of the new flange is brought to the fore.

Commence establishing the new product as part of the customers' future in all pumping requirements.

The product will be initially launched at the end of November/ beginning of December. However, due to its proximity to December and January relative 'down times', the product will be 'officially' launched at the Flange Open Day in March 2005.

### Financial Costs

<u>Details</u>	<u>Account Charged</u>	<u>Amount \$</u>
Advertise Engineer Magazines	Advertising & Promotion	12,000
Design Promotional material	Advertising & Promotion	3,600
Direct Market Campaign	Advertising & Promotion	6,000
Host Flange Open Day	Advertising & Promotion	12,000
Visit Clients	Travel & Accommodation	6,000
Writing the Marketing Plan	Advertising & Promotion	2,000
Direct Market Campaign	Advertising & Promotion	10,000
Visit Clients	Travel & Accommodation	8,000
	<b>Total</b>	<b>59,600</b>

### Personnel Details

<u>Personnel</u>	<u>Work Details</u>	<u>Hours</u>
Hillary Opath	Literature Design	38
Hillary Opath	Operate Direct Marketing	38
Hillary Opath	Visit Clients	48
Hillary Opath	Writing Marketing Plan	72
Hillary Opath	Operate Direct Marketing	46
Arthur Arthurs	Visit Clients	48
Hillary Opath	Visit Clients	48
Arthur Arthurs	Visit Clients	48
Arthur Arthurs	Flange Open Day Promotion	16
Ben Constant	Flange Open Day Promotion	16
Edward Edmonds	Flange Open Day Promotion	16
Gunther Frederick	Flange Open Day Promotion	16
Hillary Opath	Flange Open Day Promotion	16
	<b>Total</b>	<b>466</b>

### Target Settings

<u>Target</u>	<u>Due Date</u>	<u>Est % Complete</u>
Complete Marketing Plan	12/11/2004	20%
Complete Promo Literature	30/11/2004	40%
First Direct Market Campaign	17/12/2004	50%
Second Direct Marketing	25/02/2005	80%
Launch Flange Open Day	14/03/2005	100%

# DIDGI FLANGE MANUFACTURING

## Project Report for New Lathe

**Period:** 15/02/2005 - 30/06/2005

**Manager:** Peter Donat

### Description and Rationale

Acquire new lathe for increased efficiency. The old Lathe has been utilised well passed its 'use-by' date.

The new lathe is being acquired for increased efficiency as well as its increased adaptability.

### Financial Costs

<u>Details</u>	<u>Account Charged</u>	<u>Amount \$</u>
New Lease Costs	Leasing Expenses	26,000
Savings Old Lease	Leasing Expenses	-13,000
Installation Costs	Minor Equipment Purchases	5,000
	<b>Total</b>	<b>18,000</b>

### Personnel Details

<u>Personnel</u>	<u>Work Details</u>	<u>Hours</u>
Peter Donat	Down time in installation	76
Peter Donat	Staff Training	16
Karl Munbath	Staff Training	16
	<b>Total</b>	<b>108</b>

### Target Settings

<u>Target</u>	<u>Due Date</u>	<u>Est % Complete</u>
Acquire New Lathe	15/02/2005	60%
Installation	18/02/2005	90%
Staff Training complete	11/03/2005	100%

# DIDGI FLANGE MANUFACTURING

## Project Report for New Paint Booth

**Period:** 14/02/2005 - 30/06/2005

**Manager:** Edward Edmonds

### Description and Rationale

A paint booth should greatly reduce the reliance on the current subcontractors which are becoming more erratic in their quality and ability to meet deadlines.

Essentially, the paint booth should save considerable costs.

### Financial Costs

<u>Details</u>	<u>Account Charged</u>	<u>Amount \$</u>
New Lease Costs	Leasing Expenses	13,800
Savings and Subcontractors	Subcontractors	-24,000
Staff Training Costs	Staff Training	2,000
Installation & Commissioning	Minor Equipment Purchases	3,000
	<b>Total</b>	<b>-5,200</b>

### Personnel Details

<u>Personnel</u>	<u>Work Details</u>	<u>Hours</u>
Edward Edmonds	Down time (acquisition)	8
Taylor Hillstead	Down time (installation)	16
Peter Donat	Down time (installation)	16
Taylor Hillstead	Staff Training	24
Dan Loutou	Staff Training	24
	<b>Total</b>	<b>88</b>

### Target Settings

<u>Target</u>	<u>Due Date</u>	<u>Est % Complete</u>
Acquire Paint Booth	14/02/2005	40%
Install Paint booth	25/02/2005	80%
Train staff with Paint Booth	18/03/2005	100%

**DIDGI FLANGE MANUFACTURING****Project Report for Patent Application**

Period: 4/10/2004 - 19/11/2004

Manager: Beryl Arthurs

**Description and Rationale**

Apply for Provisional Patent of the new Flange XL5. In this respect, the invention of the coupling device is required to be protected.

**Financial Costs**

<u>Details</u>	<u>Account Charged</u>	<u>Amount \$</u>
Legal Fees to Patent Attorey	Patent Application Legal Costs	6,600
	<b>Total</b>	<b>6,600</b>

**Personnel Details**

<u>Personnel</u>	<u>Work Details</u>	<u>Hours</u>
Beryl Arthurs	Patent Application Attendance	24
Ben Constant	Patent Application Attendance	16
	<b>Total</b>	<b>40</b>

**Target Settings**

<u>Target</u>	<u>Due Date</u>	<u>Est % Complete</u>
Complete summary tech papers	29/10/2004	50%
Complete legal discussions	5/11/2004	80%
Receive Patent	19/11/2004	100%

# DIDGI FLANGE MANUFACTURING

## Project Report for Produce XL5 Flange

**Period:** 14/03/2005 - 30/06/2005

**Manager:** Ben Constant

### Description and Rationale

Once the production facilities are overhauled, and the New Lathe installed and available, the production of the XL5 Flange can commence.

It is expected that the sales will commence as early as May.

However it is noted that the company is trying to reduce overall inventory levels. Accordingly, even though stocks will increase due to the XL5, it is expected that other stocks will diminish by the same margin.

### Financial Costs

<u>Details</u>	<u>Account Charged</u>	<u>Amount \$</u>
Purchase raw materials	Raw Materials	65,000
Consumables	Consumables	5,000
	<b>Total</b>	<b>70,000</b>

### Project Income

<u>Details</u>	<u>Account Charged</u>	<u>Amount \$</u>
New sales of product XL5	Conduit & Flange Sales	30,000
	<b>Total</b>	<b>30,000</b>

### Personnel Details

<u>Personnel</u>	<u>Work Details</u>	<u>Hours</u>
Edward Edmonds	Learning downtime on product	12
Gunther Frederick	Learning downtime on product	12
Peter Donat	Learning downtime on product	12
Ken Watson	Learning downtime on product	32
Taylor Hillstead	Learning downtime on product	32
	<b>Total</b>	<b>100</b>

### Target Settings

<u>Target</u>	<u>Due Date</u>	<u>Est % Complete</u>
Full production XL5 in swing	22/04/2005	100%

# DIDGI FLANGE MANUFACTURING

## Project Report for Prototype

**Period:** 1/07/2004 - 20/08/2004

**Manager:** Arthur Arthurs

### Description and Rationale

Develop the Prototype of the new flange product XL5 based on the research conducted by Arthur Arthurs last year. This research was later taken to design stage by Ben Constant and the company has resolved to pursue this development.

It is anticipated that should the new flange product be proven after the development of the prototype, then the product will go into production.

It is estimated that the new flange has the potential to increase company sales by in excess of 20%. The product will compliment the current range whilst also lifting the profile of the company, as the current range is looking 'old' in comparison to competition.

### Financial Costs

<u>Details</u>	<u>Account Charged</u>	<u>Amount \$</u>
Subcontract Prototype Develop	R & D Flange XL5	12,000
Consumables	Consumables	4,000
Cost of Laboratory Stress Test	R & D Flange XL5	5,600
	<b>Total</b>	<b>21,600</b>

### Personnel Details

<u>Personnel</u>	<u>Work Details</u>	<u>Hours</u>
Arthur Arthurs	Develop Prototype	40
Ben Constant	Develop Prototype	80
Peter Donat	Develop Prototype	80
Ben Constant	Liaise with Subcontractors	24
Ben Constant	Stress Tests at Lab	16
	<b>Total</b>	<b>240</b>

### Target Settings

<u>Target</u>	<u>Due Date</u>	<u>Est % Complete</u>
Design Plans complete	9/07/2004	10%
Preliminary Prototype	23/07/2004	50%
Stress tests complete	13/08/2004	80%
Complete operational Prototype	20/08/2004	100%

**DIDGI FLANGE MANUFACTURING****Project Report for Website Development**

Period: 1/11/2004 - 17/12/2004

Manager: Hillary Opath

**Description and Rationale**

Develop the web site of the company.

This will be the first time that the company has a web site. The site is planned to be relatively passive and really more or less a plain advertisement for simple reinforcement of the company's products.

**Financial Costs**

<u>Details</u>	<u>Account Charged</u>	<u>Amount \$</u>
Consultant costs	Website Development	6,000
Discuss designs with designer	Website Development	2,000
Preperation of materials	Website Development	2,000
	<b>Total</b>	<b>10,000</b>

**Personnel Details**

<u>Personnel</u>	<u>Work Details</u>	<u>Hours</u>
Hillary Opath	Liasing with the consultant	8
Hillary Opath	Preparation of Draft Design	16
Hillary Opath	Review final website	16
	<b>Total</b>	<b>40</b>

**Target Settings**

<u>Target</u>	<u>Due Date</u>	<u>Est % Complete</u>
Complete Draft Information	19/11/2004	80%
Website Complete	17/12/2004	100%

# DIDGI FLANGE MANUFACTURING

## Marketing Plan

### Situation Analysis

The marketing to date has been fairly sedantary - the company even lacks a website. The marketing to date has relied on the name and reputation of the company to carry it over the line, relying almost exclusively on the ability of the sales staff to promote a good turn of phrase at the right time.

The company is required to lift its game, particularly in regards to the marketing of the new Flange product.

### Goals for the next year

\* To create a website. This will be at first a passive 'brochure'. However, it will allow a name to be called upon when others search the web.

\* To write a marketing plan for the business that encompasses the new Flange product.

### Our Strategies

\* Create a website.

\* Commence 'revealing' to the industry the company's improvements in Flange and related product developments.

\* Launch the new Flange on a date in close proximity to the industry headline expo/field day in Ballarat.

\* Direct marketing of the new Flange both prior to Christmas and around the Launch date.

# DIDGI FLANGE MANUFACTURING

## Staffing Plan

### **Situation Analysis**

The company has a wealth of experience.  
Importantly, the staffing is historically very loyal with a very low level of staff turnover.

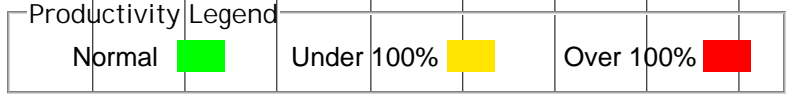
### **Goals for the next year**

Continual improvement in staff training, particularly with the new Lathe and Paint Booth production processes.

### **Our Strategies**

Continue the management style of staff appraisal and training - it is obviously working.

### Availability Chart



Name	Jul 04	Aug 04	Sep 04	Oct 04	Nov 04	Dec 04	Jan 05	Feb 05	Mar 05	Apr 05	May 05	Jun 05						
Arthur Arthurs	Over 100%	Under 100%	Normal	Normal	Normal	Over 100%	Normal	Over 100%	Under 100%	Normal	Normal	Normal						
Beryl Arthurs	Normal	Normal	Normal	Under 100%	Under 100%	Normal	Normal	Normal	Normal	Normal	Normal	Normal						
Ben Constant	Under 100%	Under 100%	Under 100%	Under 100%	Under 100%	Under 100%	Under 100%	Normal	Under 100%	Normal	Normal	Normal						
Dan Loutou	Normal	Normal	Normal	Normal	Normal	Normal	Normal	Normal	Under 100%	Normal	Normal	Normal						
Edward Edmonds	Normal	Normal	Under 100%	Under 100%	Normal	Normal	Normal	Under 100%	Under 100%	Normal	Normal	Normal						
Gunther Frederick	Normal	Normal	Normal	Under 100%	Over 100%	Over 100%	Over 100%	Normal	Under 100%	Normal	Normal	Normal						
Hillary Opath	Normal	Normal	Normal	Over 100%	Over 100%	Over 100%	Normal	Over 100%	Under 100%	Normal	Normal	Normal						
Irene Doolittle	Normal	Normal	Normal	Normal	Normal	Normal	Normal	Normal	Normal	Normal	Normal	Normal						
Ken Watson	Normal	Normal	Normal	Under 100%	Over 100%	Over 100%	Over 100%	Normal	Under 100%	Under 100%	Normal	Normal						
Karl Munbath	Normal	Normal	Normal	Normal	Normal	Normal	Normal	Under 100%	Under 100%	Normal	Normal	Normal						
Neil Bayswater	Normal	Normal	Normal	Normal	Normal	Normal	Normal	Normal	Normal	Normal	Normal	Normal						
Peter Donat	Over 100%	Under 100%	Under 100%	Normal	Normal	Normal	Normal	Over 100%	Over 100%	Normal	Normal	Normal						
Taylor Hillstead	Normal	Normal	Normal	Under 100%	Normal	Normal	Normal	Under 100%	Over 100%	Over 100%	Normal	Normal						

# DIDGI FLANGE MANUFACTURING

Estimated staffing productivity capacity in hours with projects for the period from 01 Jul 2004 to 30 Jun 2005

Date: 6/01/2005

Time: 11:23:39

Name	Productivity Estimate	Jul 04	Aug 04	Sep 04	Oct 04	Nov 04	Dec 04	Jan 05	Feb 05	Mar 05	Apr 05	May 05	Jun 05
Arthur Arthurs	90%	176	176	176	176	176	0	0	63	176	176	176	176
Ben Constant	60%	99	99	99	99	99	61	35	99	99	99	99	99
Beryl Arthurs	80%	104	104	104	104	104	63	37	104	104	104	104	104
Dan Loutou	80%	132	132	132	132	132	132	132	132	111	14	132	132
Edward Edmonds	80%	132	132	132	132	132	81	46	132	132	132	132	132
Gunther Frederick	80%	132	132	132	132	132	81	46	132	132	132	132	132
Hillary Opath	80%	132	132	132	132	132	81	46	132	132	132	132	132
Irene Doolittle	80%	132	132	132	132	132	81	46	132	132	132	132	132
Karl Munbath	80%	132	132	132	132	132	81	46	132	132	132	132	132
Ken Watson	80%	132	132	132	132	132	81	46	132	132	132	132	132
Neil Bayswater	80%	132	132	132	132	132	81	46	132	132	132	132	132
Peter Donat	80%	132	132	132	132	132	132	132	132	111	14	132	132
Taylor Hillstead	80%	132	132	132	132	132	132	132	132	111	14	132	132
<b>Total Productive Hours</b>		<b>1,699</b>	<b>1,699</b>	<b>1,699</b>	<b>1,699</b>	<b>1,699</b>	<b>1,085</b>	<b>792</b>	<b>1,586</b>	<b>1,636</b>	<b>1,343</b>	<b>1,699</b>	<b>1,699</b>
<b>Project</b>													
Website Development		0	0	0	0	22	18	0	0	0	0	0	0
Produce XL5 Flange		0	0	0	0	0	0	0	0	70	28	0	0
Prototype		138	98	0	0	0	0	0	0	0	0	0	0
New Lathe		0	0	0	0	0	0	0	61	45	0	0	0
New Paint Booth		0	0	0	0	0	0	0	40	48	0	0	0
Patent Application		0	0	0	30	9	0	0	0	0	0	0	0
Marketing the Flange		0	0	0	38	71	134	0	151	54	0	0	0
Devel. of Flange XL5		0	0	68	72	99	102	92	0	0	0	0	0
<b>Total Project Hours</b>		<b>138</b>	<b>98</b>	<b>68</b>	<b>140</b>	<b>201</b>	<b>254</b>	<b>92</b>	<b>252</b>	<b>217</b>	<b>28</b>	<b>0</b>	<b>0</b>
<b>Total Work Hours</b>		<b>1,837</b>	<b>1,797</b>	<b>1,767</b>	<b>1,839</b>	<b>1,900</b>	<b>1,339</b>	<b>884</b>	<b>1,838</b>	<b>1,853</b>	<b>1,371</b>	<b>1,699</b>	<b>1,699</b>
<b>Threshold Hours (90%)</b>		<b>1,926</b>	<b>1,926</b>	<b>1,926</b>	<b>1,926</b>	<b>1,926</b>	<b>1,244</b>	<b>905</b>	<b>1,814</b>	<b>1,856</b>	<b>1,526</b>	<b>1,926</b>	<b>1,926</b>
<b>Capacity Surplus (Deficit)</b>		<b>90</b>	<b>130</b>	<b>160</b>	<b>88</b>	<b>27</b>	<b>-96</b>	<b>20</b>	<b>-25</b>	<b>3</b>	<b>155</b>	<b>228</b>	<b>228</b>

# DIDGI FLANGE MANUFACTURING

## Responsibility Checklist for Arthur Arthurs

Date: 6/01/2005

Time: 11:31:07

Personnel	Hrs	Dates	Task Description
<b>Project: <a href="#">Prototype</a></b>			
Arthur Arthurs	40	1/07/2004 - 20/08/2004	Develop Prototype
Ben Constant	80	1/07/2004 - 20/08/2004	Develop Prototype
Peter Donat	80	1/07/2004 - 20/08/2004	Develop Prototype
Ben Constant	24	12/07/2004 - 6/08/2004	Liaise with Subcontractors
Ben Constant	16	9/08/2004 - 13/08/2004	Stress Tests at Lab

**DIDGI FLANGE MANUFACTURING**

## Responsibility Checklist for Beryl Arthurs

Date: 6/01/2005

Time: 11:31:07

Personnel	Hrs	Dates	Task Description
<b>Project: Patent Application</b>			
Beryl Arthurs	24	4/10/2004 - 19/11/2004	Patent Application Attendance
Ben Constant	16	4/10/2004 - 15/10/2004	Patent Application Attendance

**DIDGI FLANGE MANUFACTURING**

## Responsibility Checklist for Ben Constant

Personnel	Hrs	Dates	Task Description
<b>Project: Devel. of Flange XL5</b>			
Ben Constant	8	6/09/2004 - 10/09/2004	Conduct equip & factory audit
Edward Edmonds	32	6/09/2004 - 1/10/2004	Conduct equip & factory audit
Peter Donat	24	6/09/2004 - 24/09/2004	Conduct equip & factory audit
Ben Constant	8	27/09/2004 - 1/10/2004	Review equip & factory audit
Gunther Frederick	144	11/10/2004 - 28/01/2005	Refurbish machinery
Ken Watson	144	11/10/2004 - 28/01/2005	Refurbish machinery
Taylor Hillstead	16	11/10/2004 - 29/10/2004	Refurbish machinery
Ben Constant	64	1/11/2004 - 28/01/2005	Review equip & factory
<b>Project: Produce XL5 Flange</b>			
Edward Edmonds	12	14/03/2005 - 25/03/2005	Learning downtime on product
Gunther Frederick	12	14/03/2005 - 25/03/2005	Learning downtime on product
Peter Donat	12	14/03/2005 - 25/03/2005	Learning downtime on product
Ken Watson	32	14/03/2005 - 15/04/2005	Learning downtime on product
Taylor Hillstead	32	14/03/2005 - 15/04/2005	Learning downtime on product

**DIDGI FLANGE MANUFACTURING**

## Responsibility Checklist for Edward Edmond

Date: 6/01/2005

Time: 11:31:07

Personnel	Hrs	Dates	Task Description
<b>Project: New Paint Booth</b>			
Taylor Hillstead	24	7/03/2005 - 11/03/2005	Staff Training
Dan Loutou	24	14/03/2005 - 18/03/2005	Staff Training
Edward Edmonds	8	14/02/2005 - 18/02/2005	Down time (acquisition)
Taylor Hillstead	16	14/02/2005 - 25/02/2005	Down time (installation)
Peter Donat	16	14/02/2005 - 25/02/2005	Down time (installation)

**DIDGI FLANGE MANUFACTURING**

## Responsibility Checklist for Hillary Opath

Personnel	Hrs	Dates	Task Description
<b>Project: Marketing the Flange</b>			
Hillary Opath	38	1/11/2004 - 30/11/2004	Literature Design
Hillary Opath	38	6/12/2004 - 17/12/2004	Operate Direct Marketing
Hillary Opath	48	6/12/2004 - 17/12/2004	Visit Clients
Hillary Opath	72	18/10/2004 - 12/11/2004	Writing Marketing Plan
Hillary Opath	46	7/02/2005 - 25/02/2005	Operate Direct Marketing
Arthur Arthurs	48	6/12/2004 - 17/12/2004	Visit Clients
Hillary Opath	48	7/02/2005 - 25/02/2005	Visit Clients
Arthur Arthurs	48	7/02/2005 - 25/02/2005	Visit Clients
Arthur Arthurs	16	7/03/2005 - 14/03/2005	Flange Open Day Promotion
Ben Constant	16	7/03/2005 - 14/03/2005	Flange Open Day Promotion
Edward Edmonds	16	7/02/2005 - 14/03/2005	Flange Open Day Promotion
Gunther Frederick	16	7/03/2005 - 14/02/2005	Flange Open Day Promotion
Hillary Opath	16	7/03/2005 - 7/03/2005	Flange Open Day Promotion
<b>Project: Website Development</b>			
Hillary Opath	8	22/11/2004 - 3/12/2004	Liassing with the consultant
Hillary Opath	16	1/11/2004 - 19/11/2004	Preparation of Draft Design
Hillary Opath	16	13/12/2004 - 17/12/2004	Review final website

**DIDGI FLANGE MANUFACTURING**

## Responsibility Checklist for Peter Donat

Date: 6/01/2005

Time: 11:31:07

Personnel	Hrs	Dates	Task Description
<b>Project: <a href="#">New Lathe</a></b>			
Peter Donat	76	15/02/2005 - 11/03/2005	Down time in installation
Peter Donat	16	21/02/2005 - 25/02/2005	Staff Training
Karl Munbath	16	28/02/2005 - 4/03/2005	Staff Training

# DIDGI FLANGE MANUFACTURING

## Financial Plan

### Situation Analysis

The company is very stable with regards to the financial performance and the financial position. The profitability and cashflows have remained constant with the cash reserves growing slowly.

### Goals for the next year

Grow the profitability of the company by at least 10%.

It is expected that there will be some significant capital outlays. However, these can be funded out of our cash reserves without any reliance on external funding.

### Our Strategies

- \* Monitor the affordability of the development of the new Flange product.
- \* Obtain funding leasing arrangements for the acquisition of the new Lathe and Paint Booth.
- \* Ensure a tight reign is held over the marketing budget.

**DIDGI FLANGE MANUFACTURING****Forecast Profit and Loss Statement**

for the period from 01 Jul 2004 to 30 Jun 2005

			<b>Prior Period Actual</b>	<b>Forecast YTD</b>
<b>Income</b>				
/1000	Conduit & Flange Sales		3,708,000	3,831,999
/1020	Other Casting Sales		980,000	1,001,336
/1040	Imported Slurry Pumps		86,000	92,001
			<u>4,774,000</u>	<u>4,925,336</u>
<b>Cost Of Goods</b>				
/2050	Opening Finished Goods		321,080	268,000
/2070	Opening Raw Materials		62,000	48,000
/2080	Opening Work in Progress		128,000	152,000
/2100	Purchase Prefab Materials		264,000	265,000
/2200	Raw Materials		2,800,000	2,919,997
/2300	Freight		46,500	46,500
/2320	Consumables		46,000	68,495
/2350	Customs Duty		12,000	12,100
/2400	Direct Labour		270,000	271,500
/2450	Subcontractors		132,000	108,002
/2850	Closing Finished Good		(268,000)	(268,000)
/2870	Closing Raw Materials		(48,000)	(48,000)
/2880	Closing Work in Progress		(152,000)	(152,000)
			<u>3,613,580</u>	<u>3,691,594</u>
<b>Gross Profit</b>			<b>1,160,420</b>	<b>1,233,742</b>
<b>Overheads</b>				
/4010	Accounting		8,900	8,904
/4020	Advertising & Promotion		65,400	110,998
/4050	Bank Charges		3,820	3,816
/4190	Depreciation		12,820	12,816
/4214	Directors Fees		20,000	20,004
/4218	Directors Salaries		160,000	159,996
/4220	Directors Superannuation		22,000	21,996
/4250	Electricity & Power		9,800	9,804
/4280	Filing Fees		200	204
/4320	General & Petty Expenses		8,900	8,904
/4350	Hire Purchase Charges		2,291	2,292
/4390	Interest		11,984	11,988
/4420	Leasing Expenses		16,899	43,692
/4500	Minor Equipment Purchases		2,380	15,376
/4510	Motor Vehicle Expenses		35,254	35,256
/4590	Postage & Courier		7,563	7,560
/4600	Printing & Stationary		12,862	12,864
/4670	Repairs & Maintenance		43,208	87,212
/4680	Rent		58,689	58,692
/4700	Salaries & Wages		162,000	160,150
/4740	Staff Amentities		3,165	3,168
/4750	Staff Training		10,800	12,800
/4770	Superannuation		50,286	50,292

**DIDGI FLANGE MANUFACTURING**

## Forecast Profit and Loss Statement

for the period from 01 Jul 2004 to 30 Jun 2005

		<b>Prior Period Actual</b>	<b>Forecast YTD</b>
Overheads			
	/4840		
		Travel & Accommodation	
		6,380	20,384
		<u>735,601</u>	<u>879,168</u>
<b>Net Profit/(Loss)</b>		424,819	354,574

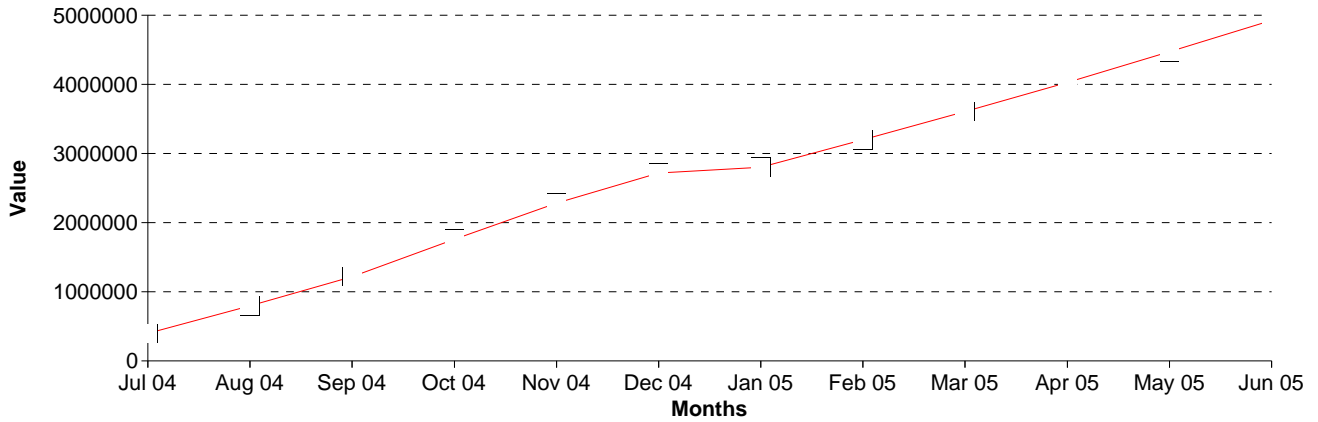
# DIDGI FLANGE MANUFACTURING

Date: 6/01/2005

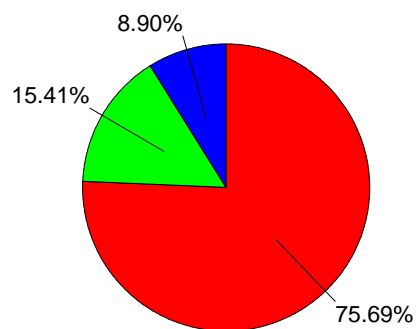
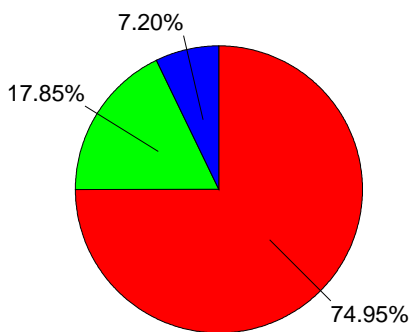
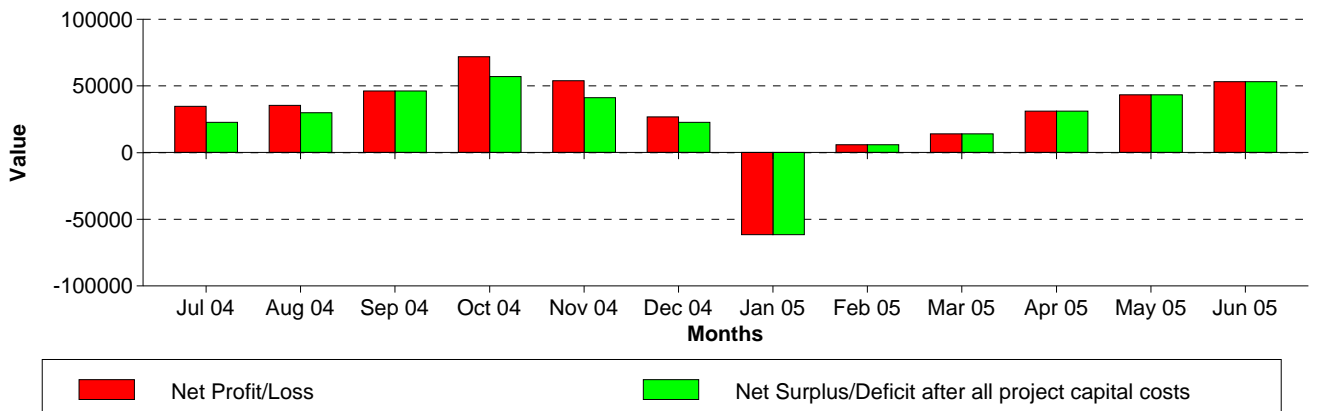
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## Graphical Analysis

### Forecast Cumulative Sales



### Forecast Profitability



Forecast Costs as a % of Sales

Actual Costs as a % of Sales for the Prior Period

# DIDGI FLANGE MANUFACTURING

Consolidated

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Date: 6/01/2005

Time: 11:33:10

Budget for the period from 01 Jul 2004 to 30 Jun 2005

	Jul 04	Aug 04	Sep 04	Oct 04	Nov 04	Dec 04	Jan 05	Feb 05	Mar 05	Apr 05	May 05	Jun 05	Total YTD	
<b>Income</b>														
/1000	Conduit & Flange Sales	309,000	309,000	329,000	419,000	409,000	329,000	59,000	309,000	320,000	330,000	340,000	340,000	3,802,000
/1020	Other Casting Sales	81,667	81,667	85,667	110,667	105,667	95,667	21,667	81,667	82,000	85,000	85,000	85,000	1,001,336
/1040	Imported Slurry Pumps	7,167	7,167	7,167	11,000	10,500	9,000	2,000	7,000	7,500	7,500	8,000	8,000	92,001
		397,834	397,834	421,834	540,667	525,167	433,667	82,667	397,667	409,500	422,500	433,000	433,000	4,895,337
<b>Cost Of Goods</b>														
/2050	Opening Finished Goods	268,000	268,000	268,000	268,000	268,000	268,000	268,000	268,000	268,000	268,000	268,000	268,000	268,000
/2070	Opening Raw Materials	48,000	48,000	48,000	48,000	48,000	48,000	48,000	48,000	48,000	48,000	48,000	48,000	48,000
/2080	Opening Work in Progress	152,000	152,000	152,000	152,000	152,000	152,000	152,000	152,000	152,000	152,000	152,000	152,000	152,000
/2100	Purchase Prefab Materials	20,000	20,000	22,000	30,000	30,000	22,000	5,000	22,000	22,000	22,000	25,000	25,000	265,000
/2200	Raw Materials	235,000	235,000	245,000	315,000	310,000	245,000	50,000	235,000	240,000	245,000	250,000	250,000	2,855,000
/2300	Freight	3,875	3,875	3,875	3,875	3,875	3,875	3,875	3,875	3,875	3,875	3,875	3,875	46,500
/2320	Consumables	3,900	3,900	3,900	3,900	3,900	3,900	400	3,900	3,900	3,900	4,000	4,000	43,500
/2350	Customs Duty	1,100	1,100	1,100	1,100	1,100	1,100	0	1,100	1,100	1,100	1,100	1,100	12,100
/2400	Direct Labour	24,000	24,000	24,000	24,000	24,000	24,000	7,500	24,000	24,000	24,000	24,000	24,000	271,500
/2450	Subcontractors	11,000	11,000	11,000	11,000	11,000	11,000	11,000	11,000	11,000	11,000	11,000	11,000	132,000
/2850	Closing Finished Good	(268,000)	(268,000)	(268,000)	(268,000)	(268,000)	(268,000)	(268,000)	(268,000)	(268,000)	(268,000)	(268,000)	(268,000)	(268,000)
/2870	Closing Raw Materials	(48,000)	(48,000)	(48,000)	(48,000)	(48,000)	(48,000)	(48,000)	(48,000)	(48,000)	(48,000)	(48,000)	(48,000)	(48,000)
/2880	Closing Work in Progress	(152,000)	(152,000)	(152,000)	(152,000)	(152,000)	(152,000)	(152,000)	(152,000)	(152,000)	(152,000)	(152,000)	(152,000)	(152,000)
		298,875	298,875	310,875	388,875	383,875	310,875	77,775	300,875	305,875	310,875	318,975	318,975	3,625,600
<b>Gross Profit</b>		98,959	98,959	110,959	151,792	141,292	122,792	4,892	96,792	103,625	111,625	114,025	114,025	1,269,737
<b>Overheads</b>														
/4010	Accounting	742	742	742	742	742	742	742	742	742	742	742	742	8,904
/4020	Advertising & Promotion	5,450	5,450	5,450	5,450	5,450	5,450	5,450	5,450	5,450	5,450	5,450	5,450	65,400
/4050	Bank Charges	318	318	318	318	318	318	318	318	318	318	318	318	3,816
/4190	Depreciation	1,068	1,068	1,068	1,068	1,068	1,068	1,068	1,068	1,068	1,068	1,068	1,068	12,816
/4214	Directors Fees	1,667	1,667	1,667	1,667	1,667	1,667	1,667	1,667	1,667	1,667	1,667	1,667	20,004
/4218	Directors Salaries	13,333	13,333	13,333	13,333	13,333	13,333	13,333	13,333	13,333	13,333	13,333	13,333	159,996
/4220	Directors Superannuation	1,833	1,833	1,833	1,833	1,833	1,833	1,833	1,833	1,833	1,833	1,833	1,833	21,996
/4250	Electricity & Power	817	817	817	817	817	817	817	817	817	817	817	817	9,804

Last Reviewed: 4/05/2004

# DIDGI FLANGE MANUFACTURING

Consolidated

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Date: 6/01/2005

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Budget for the period from 01 Jul 2004 to 30 Jun 2005

	Jul 04	Aug 04	Sep 04	Oct 04	Nov 04	Dec 04	Jan 05	Feb 05	Mar 05	Apr 05	May 05	Jun 05	Total YTD
<b>Overheads</b>													
/4280 Filing Fees	17	17	17	17	17	17	17	17	17	17	17	17	204
/4320 General & Petty Expenses	742	742	742	742	742	742	742	742	742	742	742	742	8,904
/4350 Hire Purchase Charges	191	191	191	191	191	191	191	191	191	191	191	191	2,292
/4390 Interest	999	999	999	999	999	999	999	999	999	999	999	999	11,988
/4420 Leasing Expenses	1,408	1,408	1,408	1,408	1,408	1,408	1,408	1,408	1,408	1,408	1,408	1,408	16,896
/4500 Minor Equipment Purchases	198	198	198	198	198	198	198	198	198	198	198	198	2,376
/4510 Motor Vehicle Expenses	2,938	2,938	2,938	2,938	2,938	2,938	2,938	2,938	2,938	2,938	2,938	2,938	35,256
/4590 Postage & Courier	630	630	630	630	630	630	630	630	630	630	630	630	7,560
/4600 Printing & Stationary	1,072	1,072	1,072	1,072	1,072	1,072	1,072	1,072	1,072	1,072	1,072	1,072	12,864
/4670 Repairs & Maintenance	3,601	3,601	3,601	3,601	3,601	3,601	3,601	3,601	3,601	3,601	3,601	3,601	43,212
/4680 Rent	4,891	4,891	4,891	4,891	4,891	4,891	4,891	4,891	4,891	4,891	4,891	4,891	58,692
/4700 Salaries & Wages	14,150	14,150	14,150	14,150	14,150	14,150	4,500	14,150	14,150	14,150	14,150	14,150	160,150
/4740 Staff Amentities	264	264	264	264	264	264	264	264	264	264	264	264	3,168
/4750 Staff Training	900	900	900	900	900	900	900	900	900	900	900	900	10,800
/4770 Superannuation	4,191	4,191	4,191	4,191	4,191	4,191	4,191	4,191	4,191	4,191	4,191	4,191	50,292
/4840 Travel & Accommodation	532	532	532	532	532	532	532	532	532	532	532	532	6,384
	61,952	61,952	61,952	61,952	61,952	61,952	52,302	61,952	61,952	61,952	61,952	61,952	733,774
<b>Profit Before Projects</b>	37,007	37,007	49,007	89,840	79,340	60,840	(47,410)	34,840	41,673	49,673	52,073	52,073	535,963
<b>Project Income</b>													
Produce XL5 Flange	0	0	0	0	0	0	0	0	0	0	10,434	19,565	29,999
	0	0	0	0	0	0	0	0	0	0	10,434	19,565	29,999
<b>Project Costs</b>													
Devel. of Flange XL5	0	0	2,758	31,820	15,310	15,820	14,289	0	0	0	0	0	79,997
Marketing the Flange	0	0	0	1,076	10,207	18,315	0	18,000	12,000	0	0	0	59,598
New Lathe	0	0	0	0	0	0	0	6,338	2,963	2,868	2,963	2,868	18,000
New Paint Booth	0	0	0	0	0	0	0	4,510	1,159	(3,584)	(3,703)	(3,584)	(5,202)
Patent Application	0	0	0	0	6,600	0	0	0	0	0	0	0	6,600
Produce XL5 Flange	0	0	0	0	0	0	0	0	11,558	19,265	19,908	19,265	69,996
Prototype	14,431	7,168	0	0	0	0	0	0	0	0	0	0	21,599

Last Reviewed: 4/05/2004

# DIDGI FLANGE MANUFACTURING

Consolidated

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Date: 6/01/2005  
Time: 11:33:10

Budget for the period from 01 Jul 2004 to 30 Jun 2005

	Jul 04	Aug 04	Sep 04	Oct 04	Nov 04	Dec 04	Jan 05	Feb 05	Mar 05	Apr 05	May 05	Jun 05	Total YTD
<b>Project Costs</b>													
Website Development	0	0	0	0	6,076	3,923	0	0	0	0	0	0	9,999
	14,431	7,168	2,758	32,896	38,193	38,058	14,289	28,848	27,680	18,549	19,168	18,549	260,587
<b>Surplus/(-Deficit)</b>	22,576	29,839	46,249	56,944	41,147	22,782	(61,699)	5,992	13,993	31,124	43,339	53,089	305,375

# DIDGI FLANGE MANUFACTURING

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Date: 6/01/2005  
Time: 11:33:28

Profit Analysis for the period from 01 Jul 2004 to 30 Jun 2005

		Jul 04	Aug 04	Sep 04	Oct 04	Nov 04	Dec 04	Jan 05	Feb 05	Mar 05	Apr 05	May 05	Jun 05	Total YTD
<b>Income</b>														
/1000	Conduit & Flange Sales	309,000	309,000	329,000	419,000	409,000	329,000	59,000	309,000	320,000	330,000	350,434	359,565	3,831,999
/1020	Other Casting Sales	81,667	81,667	85,667	110,667	105,667	95,667	21,667	81,667	82,000	85,000	85,000	85,000	1,001,336
/1040	Imported Slurry Pumps	7,167	7,167	7,167	11,000	10,500	9,000	2,000	7,000	7,500	7,500	8,000	8,000	92,001
		397,834	397,834	421,834	540,667	525,167	433,667	82,667	397,667	409,500	422,500	443,434	452,565	4,925,336
<b>Cost Of Goods</b>														
/2050	Opening Finished Goods	268,000	268,000	268,000	268,000	268,000	268,000	268,000	268,000	268,000	268,000	268,000	268,000	268,000
/2070	Opening Raw Materials	48,000	48,000	48,000	48,000	48,000	48,000	48,000	48,000	48,000	48,000	48,000	48,000	48,000
/2080	Opening Work in Progress	152,000	152,000	152,000	152,000	152,000	152,000	152,000	152,000	152,000	152,000	152,000	152,000	152,000
/2100	Purchase Prefab Materials	20,000	20,000	22,000	30,000	30,000	22,000	5,000	22,000	22,000	22,000	25,000	25,000	265,000
/2200	Raw Materials	235,000	235,000	245,000	315,000	310,000	245,000	50,000	235,000	250,733	262,889	268,486	267,889	2,919,997
/2300	Freight	3,875	3,875	3,875	3,875	3,875	3,875	3,875	3,875	3,875	3,875	3,875	3,875	46,500
/2320	Consumables	6,331	5,468	6,658	7,320	7,210	7,320	3,489	3,900	4,725	5,276	5,422	5,376	68,495
/2350	Customs Duty	1,100	1,100	1,100	1,100	1,100	1,100	0	1,100	1,100	1,100	1,100	1,100	12,100
/2400	Direct Labour	24,000	24,000	24,000	24,000	24,000	24,000	7,500	24,000	24,000	24,000	24,000	24,000	271,500
/2450	Subcontractors	11,000	11,000	11,000	11,000	11,000	11,000	11,000	11,000	7,037	4,395	4,175	4,395	108,002
/2850	Closing Finished Good	(268,000)	(268,000)	(268,000)	(268,000)	(268,000)	(268,000)	(268,000)	(268,000)	(268,000)	(268,000)	(268,000)	(268,000)	(268,000)
/2870	Closing Raw Materials	(48,000)	(48,000)	(48,000)	(48,000)	(48,000)	(48,000)	(48,000)	(48,000)	(48,000)	(48,000)	(48,000)	(48,000)	(48,000)
/2880	Closing Work in Progress	(152,000)	(152,000)	(152,000)	(152,000)	(152,000)	(152,000)	(152,000)	(152,000)	(152,000)	(152,000)	(152,000)	(152,000)	(152,000)
		301,306	300,443	313,633	392,295	387,185	314,295	80,864	300,875	313,470	323,535	332,058	331,635	3,691,594
<b>Gross Profit</b>		96,528	97,391	108,201	148,372	137,982	119,372	1,803	96,792	96,030	98,965	111,376	120,930	1,233,742
<b>Overheads</b>														
/4010	Accounting	742	742	742	742	742	742	742	742	742	742	742	742	8,904
/4020	Advertising & Promotion	5,450	5,450	5,450	6,526	15,657	17,765	5,450	15,450	17,450	5,450	5,450	5,450	110,998
/4050	Bank Charges	318	318	318	318	318	318	318	318	318	318	318	318	3,816
/4190	Depreciation	1,068	1,068	1,068	1,068	1,068	1,068	1,068	1,068	1,068	1,068	1,068	1,068	12,816
/4214	Directors Fees	1,667	1,667	1,667	1,667	1,667	1,667	1,667	1,667	1,667	1,667	1,667	1,667	20,004
/4218	Directors Salaries	13,333	13,333	13,333	13,333	13,333	13,333	13,333	13,333	13,333	13,333	13,333	13,333	159,996
/4220	Directors Superannuation	1,833	1,833	1,833	1,833	1,833	1,833	1,833	1,833	1,833	1,833	1,833	1,833	21,996
/4250	Electricity & Power	817	817	817	817	817	817	817	817	817	817	817	817	9,804

# DIDGI FLANGE MANUFACTURING

Consolidated

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Profit Analysis for the period from 01 Jul 2004 to 30 Jun 2005

	Jul 04	Aug 04	Sep 04	Oct 04	Nov 04	Dec 04	Jan 05	Feb 05	Mar 05	Apr 05	May 05	Jun 05	Total YTD
<b>Overheads</b>													
/4280	Filing Fees	17	17	17	17	17	17	17	17	17	17	17	204
/4320	General & Petty Expenses	742	742	742	742	742	742	742	742	742	742	742	8,904
/4350	Hire Purchase Charges	191	191	191	191	191	191	191	191	191	191	191	2,292
/4390	Interest	999	999	999	999	999	999	999	999	999	999	999	11,988
/4420	Leasing Expenses	1,408	1,408	1,408	1,408	1,408	1,408	4,256	7,493	7,297	7,493	7,297	43,692
/4500	Minor Equipment Purchases	198	198	198	5,198	198	198	8,198	198	198	198	198	15,376
/4510	Motor Vehicle Expenses	2,938	2,938	2,938	2,938	2,938	2,938	2,938	2,938	2,938	2,938	2,938	35,256
/4590	Postage & Courier	630	630	630	630	630	630	630	630	630	630	630	7,560
/4600	Printing & Stationary	1,072	1,072	1,072	1,072	1,072	1,072	1,072	1,072	1,072	1,072	1,072	12,864
/4670	Repairs & Maintenance	3,601	3,601	3,601	12,001	15,601	16,001	14,801	3,601	3,601	3,601	3,601	87,212
/4680	Rent	4,891	4,891	4,891	4,891	4,891	4,891	4,891	4,891	4,891	4,891	4,891	58,692
/4700	Salaries & Wages	14,150	14,150	14,150	14,150	14,150	14,150	4,500	14,150	14,150	14,150	14,150	160,150
/4740	Staff Amentities	264	264	264	264	264	264	264	264	264	264	264	3,168
/4750	Staff Training	900	900	900	900	900	900	900	2,900	900	900	900	12,800
/4770	Superannuation	4,191	4,191	4,191	4,191	4,191	4,191	4,191	4,191	4,191	4,191	4,191	50,292
/4840	Travel & Accommodation	532	532	532	532	532	6,532	532	8,532	532	532	532	20,384
		61,952	61,952	61,952	76,428	84,159	92,667	63,502	90,800	82,037	67,841	68,037	879,168
<b>Net Profit/(Loss)</b>		34,576	35,439	46,249	71,944	53,823	26,705	(61,699)	5,992	13,993	31,124	43,339	354,574
<b>Capital</b>													
/6650	R & D Flange XL5	12,000	5,600	0	0	0	0	0	0	0	0	0	17,600
/6651	Patent Application Legal Costs	0	0	0	0	6,600	0	0	0	0	0	0	6,600
/6652	Website Development	0	0	0	0	6,076	3,923	0	0	0	0	0	9,999
/6653	Plant & Equipment	0	0	0	15,000	0	0	0	0	0	0	0	15,000
		12,000	5,600	0	15,000	12,676	3,923	0	0	0	0	0	49,199
<b>Net Surplus</b>		22,576	29,839	46,249	56,944	41,147	22,782	(61,699)	5,992	13,993	31,124	43,339	305,375