

Sales Projections

My staff has completed the sales projections you requested for your presentation to the Board of Directors. Our best guess is that aggregate sales will grow at well above minimum requirements for the next four quarters, with reasonable expectations of continued growth beyond the fourth quarter.

As you can see from the numbers below, our sales in the first two quarters of this year easily surpassed projections (last year's sales included for comparison). Traditionally second quarter sales are not a good measure of year-end total sales; nonetheless, actual sales have exceeded projections in the first two quarters.

[Insert table]

I have also included a chart of actual and projected sales for your presentation to the board. As you can see, our actual sales comfortably exceed projections and are expected to continue to do so.

[Insert chart]

I and my staff will be available should you require additional projections, or more detail for your presentation. Please let me know if you need anything.

Sales Data

2014 Actual	2015 Projected	2015 Actual
Q1 \$125,622,000	Q1 \$135,671,760	Q1 \$150,592,800
Q2 \$115,958,000	Q2 \$122,915,480	Q2 \$127,274,143
Q3 \$155,757,000	Q3 \$172,890,270	
Q4 \$168,521,000	Q4 \$192,113,940	