Concessions - some examples

Service: Pest Control					
Concession	Number of uses (Last year)	Price	Cost of concession*		
0%	100	£45	0		
50%	140	£22.50	(3,150)		
80%	60	£9.0	(2,160)		
			(5,310)		

Service: Bulk			
Concession	Number of uses (Last year)	Price	Cost of concession*
0%	340	£23	0
50%	260	£11.50	(2,990)
80%	480	£4.60	(8,832)
			(11,822)

^{*} The cost of the concession is the level of income foregone by the application of the concession. Note that a service use may not have taken place if the concession was not in place. Therefore the costs should be viewed as a rough guide only