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Wholesaler Business Conditions - ASA Region 4

(Indiana, Michigan, Ohio, Western Pennsylvania, West Virginia)

A total of 32 wholesalers participated in NCWA's survey of business conditions for the month of March and the first three months of 2010. (Those 32 firms represent approximately 170 locations.)

ALL 32 FIRMS	MARCH SALES	1ST 3 MONTHS	RECEIVABLES
Average	+03.99 %	-03.24 %	47.34 days
Median	+03.30 %	-01.91 %	46.00 days
Range	+38.00% to -19.70%	+18.00 to -22.90%	30.00 / 78.00

OHIO (16)	MARCH SALES	1ST 3 MONTHS	RECEIVABLES
Average	+00.93 %	-03.90 %	44.32 days
Median	+02.85 %	-02.51 %	42.10 days
Range	+21.70% to -19.70%	+10.31 to -22.90%	30.00 / 62.96

INDIANA (6)	MARCH SALES	1ST 3 MONTHS	RECEIVABLES
Average	+04.06 %	-05.67 %	52.24 days
Median	+04.73 %	-03.75 %	46.11 days
Range	+29.40 to -18.00%	+07.50 to -22.00%	41.40 / 78.00

MICHIGAN (10)	MARCH SALES	1ST 3 MONTHS	RECEIVABLES
Average	+08.83 %	-00.74 %	49.43 days
Median	+06.70 %	+01.35 %	49.00 days
Range	+38.00% to -15.80%	+18.00 to -20.10%	44.00 / 64.00

Individual Performance
(32 wholesalers in NCWA territory)

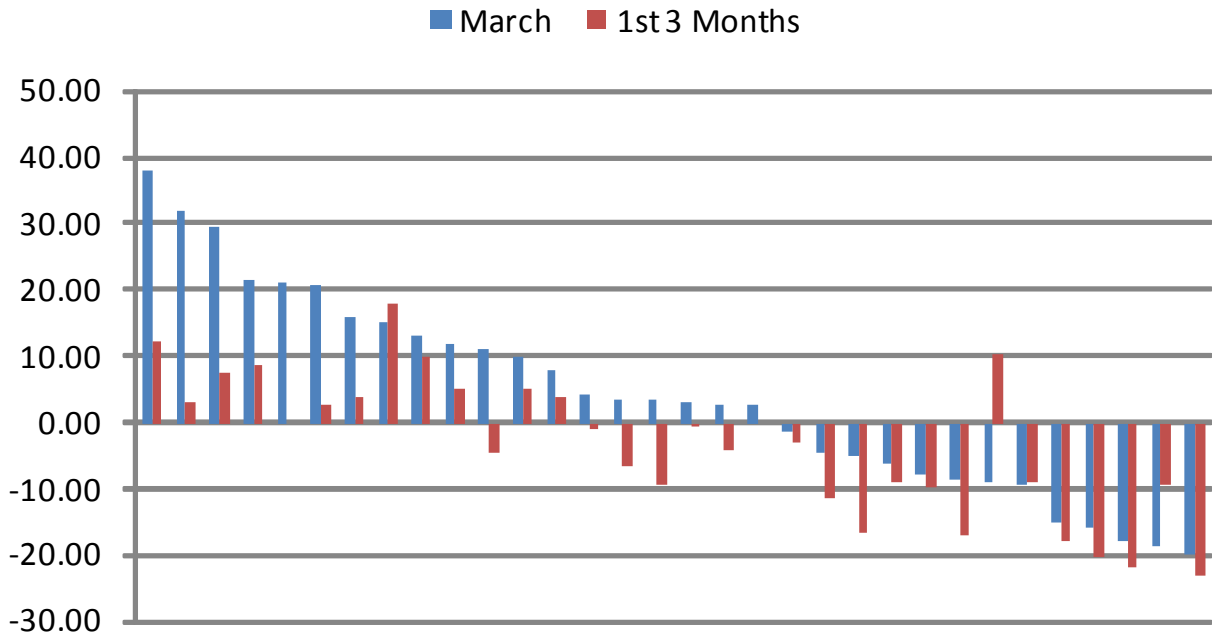
	March 2010 (% change from 2009)	1st 3 Months (% change from 2009)	Average # Days Accounts Receivable
1.	+38.00 %	+18.00 %	30.00
2.	+32.00 %	+12.20 %	35.60
3.	+29.40 %	+10.31 %	37.50
4.	+21.70 %	+10.00 %	39.00
5.	+21.00 %	+08.70 %	39.50
6.	+20.70 %	+07.50 %	40.00
7.	+15.72 %	+05.00 %	41.00
8.	+15.00 %	+05.00 %	41.40

9.	+13.00 %	+04.00 %	42.00
10.	+12.00 %	+04.00 %	42.00
11.	+10.90 %	+03.00 %	42.20
12.	+10.00 %	+02.70 %	43.00
13.	+08.00 %	00.00 %	43.00
14.	+04.19 %	00.00 %	43.00
15.	+03.60 %	-00.60 %	44.00
16.	+03.40 %	-01.03 %	46.00

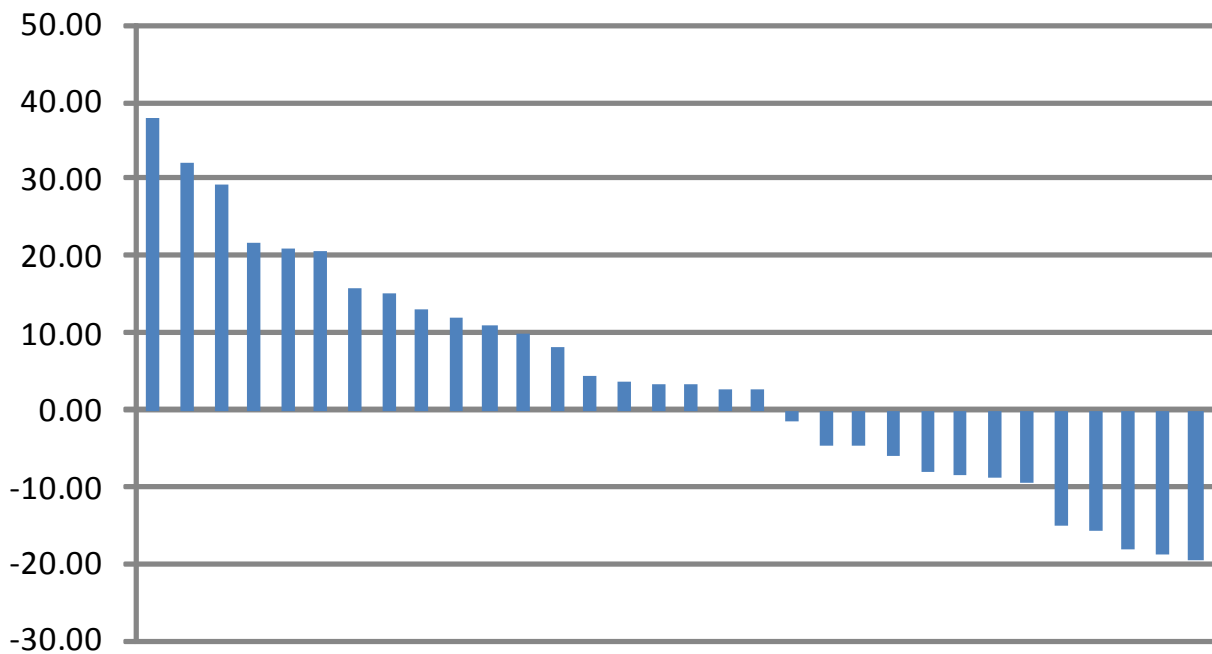
17.	+03.20 %	-02.80 %	47.00
18.	+02.50 %	-04.00 %	48.00
19.	+02.50 %	-04.70 %	48.00
20.	-01.43 %	-06.40 %	49.00
21.	-04.70 %	-08.90 %	49.00
22.	-04.79 %	-09.00 %	49.23
23.	-06.00 %	-09.30 %	51.00
24.	-08.00 %	-09.50 %	51.10

25.	-08.50 %	-10.00 %	52.24
26.	-08.97 %	-11.40 %	54.80
27.	-09.46 %	-16.58 %	55.17
28.	-15.00 %	-17.00 %	58.83
29.	-15.80 %	-18.00 %	62.96
30.	-18.00 %	-20.10 %	64.00
31.	-18.80 %	-22.00 %	78.00
32.	-19.70 %	-22.90 %	

Individual Performance - 32 NCWA wholesalers



March 2010 (% change from 2009)



1st 3 Months (% change from 2009)

