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Wholesaler Business Conditions - ASA Region 4
(Indiana, Michigan, Ohio, Western Pennsylvania, West Virginia)

A total of 33 wholesalers participated in NCWA's survey of business conditions for the months of December and January as well as all of 2010. (Those 33 firms represent approximately 170 locations.)

ALL 33 FIRMS	DEC. SALES	JAN. SALES	ALL OF 2010	RECEIVABLES
Average	+10.60 %	+11.40 %	-05.70 %	43.97 days
Median	+11.84 %	+09.20 %	+06.60 %	43.75 days
Range	+28.00%/-22.00%	+70.92/-11.40%	+28.00/-15.00%	26.00/60.00

OHIO (15)	DEC. SALES	JAN. SALES	ALL OF 2010	RECEIVABLES
Average	+10.18 %	+07.54 %	+04.85 %	41.29 days
Median	+10.50 %	+09.20 %	+07.00 %	41.00 days
Range	+27.31%/-10.80%	+30.00/-14.40%	+10.90/-02.20%	29.60/55.76

INDIANA (7)	DEC. SALES	JAN. SALES	ALL OF 2010	RECEIVABLES
Average	+07.87 %	+01.42 %	+00.89 %	43.62 days
Median	+08.46 %	+03.00 %	+04.00 %	42.54 days
Range	+18.10/-09.00%	+14.30/-09.80%	+16.00/-15.00%	32.00/58.00

MICHIGAN (10)	DEC. SALES	JAN. SALES	ALL OF 2010	RECEIVABLES
Average	+14.60 %	+23.63 %	+09.43 %	48.04 days
Median	+18.50 %	+17.00 %	+06.50 %	49.00 days
Range	+28.00%/-22.00%	+70.92/-06.10%	+28.00/-11.00%	26.00/60.00

There also was one response from West Virginia. That data is included in "all 33 firms."

Individual Performance
(33 wholesalers in NCWA territory)

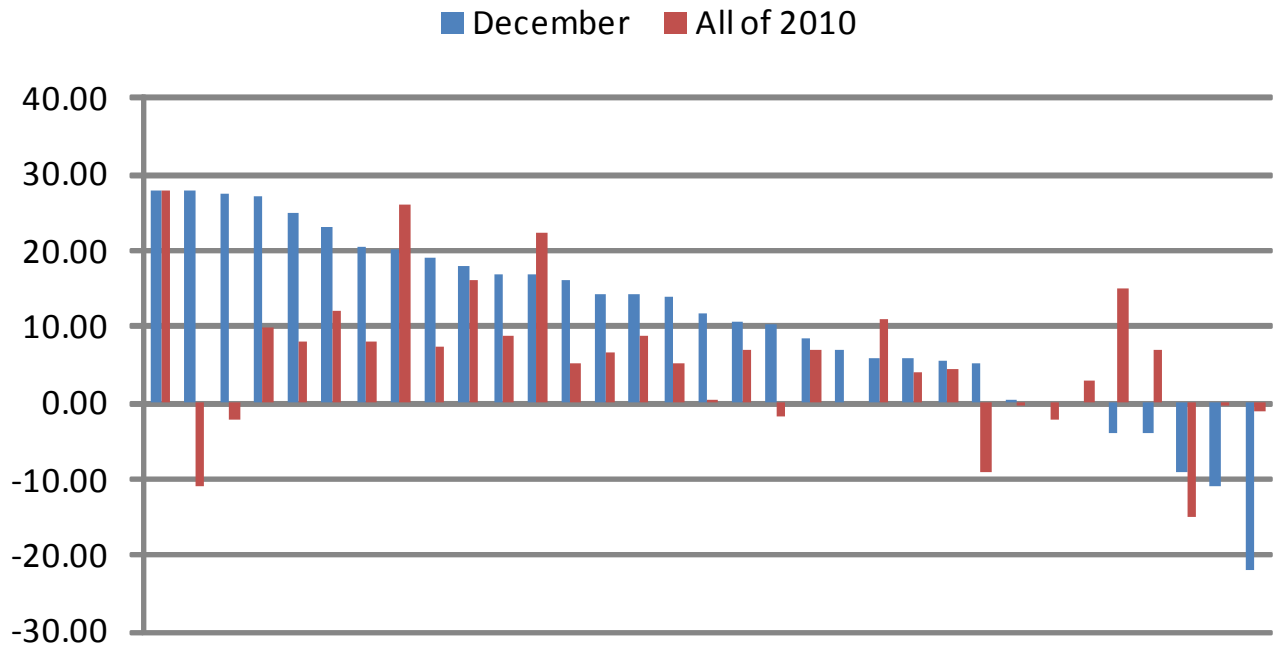
	Dec. 2010 (% change)	Jan. 2011 (% change)	All of 2010 (% change)	Average # Days Accounts Receivable
1.	+28.00 %	+70.92 %	+28.00 %	26.00
2.	+28.00 %	+46.00 %	+26.00 %	29.60
3.	+27.31 %	+45.20 %	+22.50 %	30.00
4.	+27.00 %	+30.00 %	+16.00 %	30.00
5.	+25.03 %	+27.00 %	+15.00 %	32.00
6.	+23.00 %	+24.70 %	+12.00 %	35.70
7.	+20.60 %	+22.00 %	+10.90 %	39.10
8.	+20.00 %	+21.00 %	+10.00 %	39.80

9.	+19.10 %	+17.00 %	+09.00 %	40.00
10.	+18.10 %	+15.70 %	+08.70 %	40.60
11.	+17.01 %	+14.30 %	+08.20 %	41.00
12.	+17.00 %	+13.00 %	+08.00 %	41.00
13.	+16.20 %	+12.40 %	+07.30 %	42.00
14.	+14.20 %	+11.20 %	+07.00 %	42.00
15.	+14.20 %	+10.18 %	+07.00 %	42.00
16.	+14.00%	+10.00 %	+06.93 %	42.54

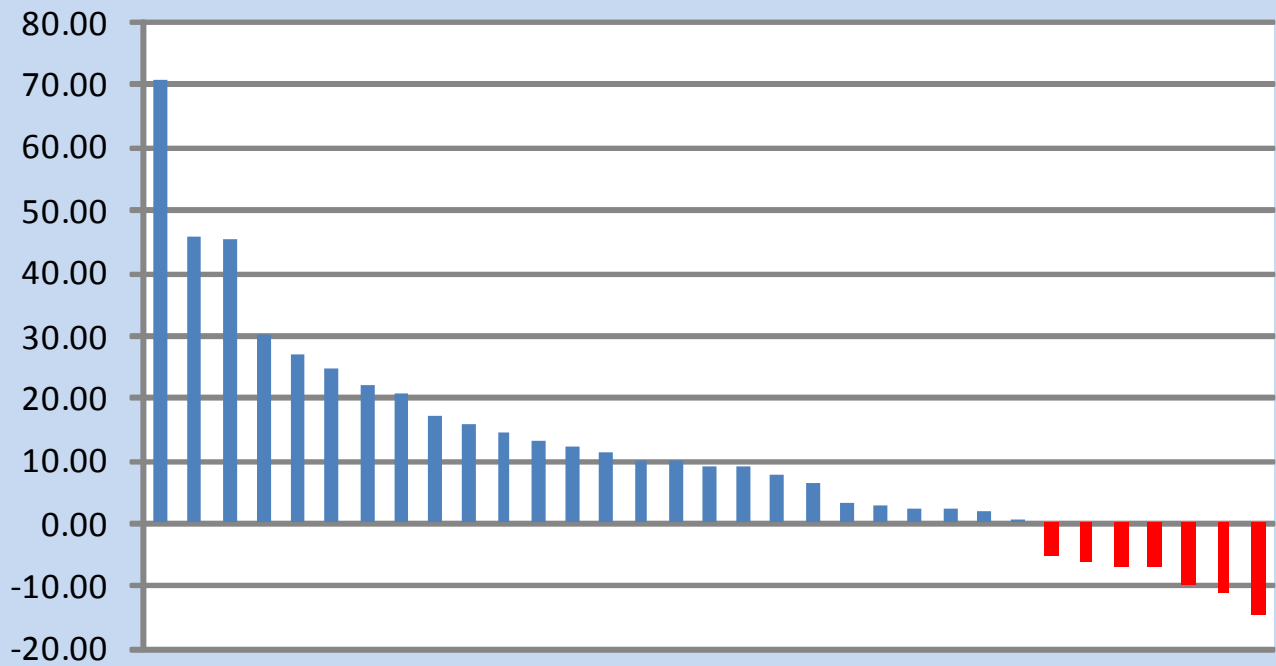
17.	+11.84 %	+09.20 %	+06.60 %	45.00
18.	+10.50 %	+09.00 %	+05.10 %	45.00
19.	+10.30 %	+08.00 %	+05.00 %	46.00
20.	+08.46 %	+06.51 %	+04.30 %	46.00
21.	+07.00 %	+03.50 %	+04.00 %	46.00
22.	+06.00 %	+03.00 %	+03.00 %	47.00
23.	+06.00 %	+02.50 %	+00.39 %	49.00
24.	+05.60 %	+02.30 %	00.00 %	49.16

25.	+05.00 %	+02.00 %	-00.20 %	50.00
26.	+00.20 %	+00.10 %	-00.50 %	50.10
27.	00.00 %	-05.00 %	-00.90 %	53.00
28.	00.00 %	-06.10 %	-01.80 %	54.00
29.	-04.00 %	-07.00 %	-02.08 %	55.76
30.	-04.00 %	-07.10 %	-02.20 %	58.00
31.	-09.00 %	-09.80 %	-09.00 %	59.62
32.	-10.80 %	-11.00 %	-11.00 %	60.00
33.	-22.00 %	-14.40 %	-15.00 %	

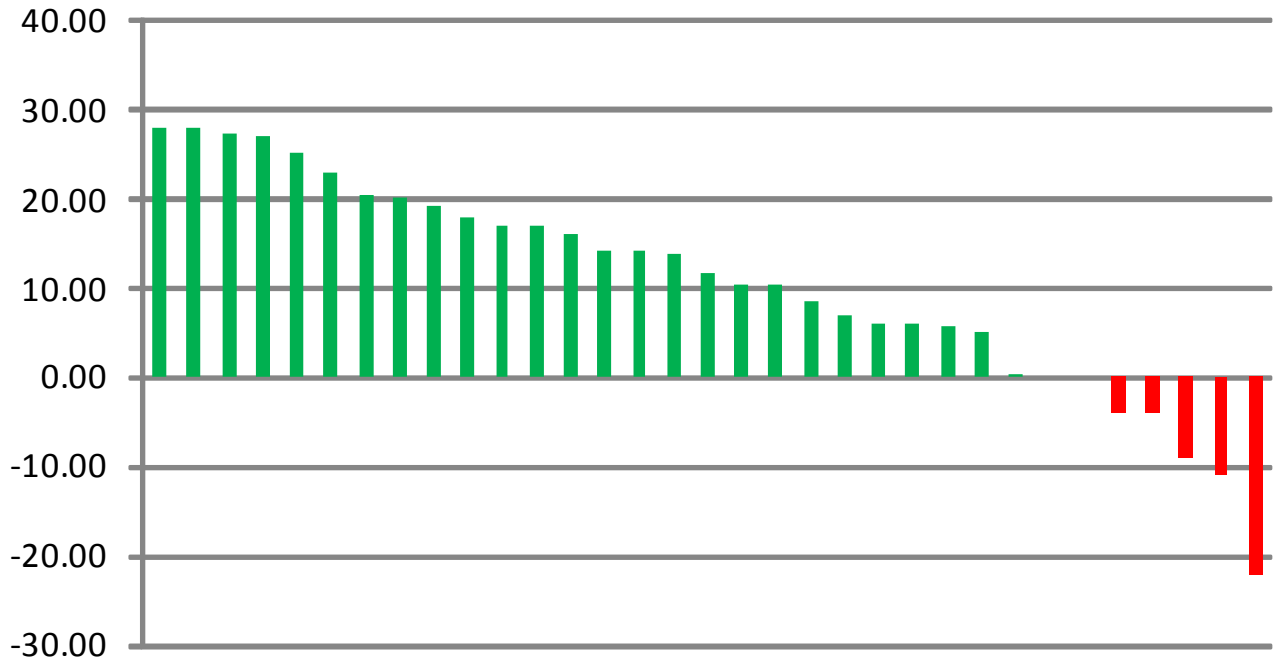
Individual Performance - 33 NCWA Members



January 2011 (% change from 2010)



December (% change from 2009)



All of 2010 (compared to 2009)

