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Special report

December, 2010

Wholesaler Business Conditions - ASA Region 4

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

A total of 29 wholesalers participated in NCWA's survey of business conditions for the past 12 months. **(Dec. 1, 2009 to Nov. 30, 2010.)** Those same firms also provided estimates of what they expect for 2011.

ALL 29 FIRMS	PAST 12 MONTHS	2011 PROJECTION
Average	+05.81 %	+05.31 %
Median	+05.62 %	+05.00 %
Range	+26.00/-13.30%	+15.00 to -01.00%

OHIO (14)	PAST 12 MONTHS	2011 PROJECTION
Average	+04.92 %	+04.21 %
Median	+05.72 %	+04.50 %
Range	+21.00%/-05.60%	+10.00/-00.00%

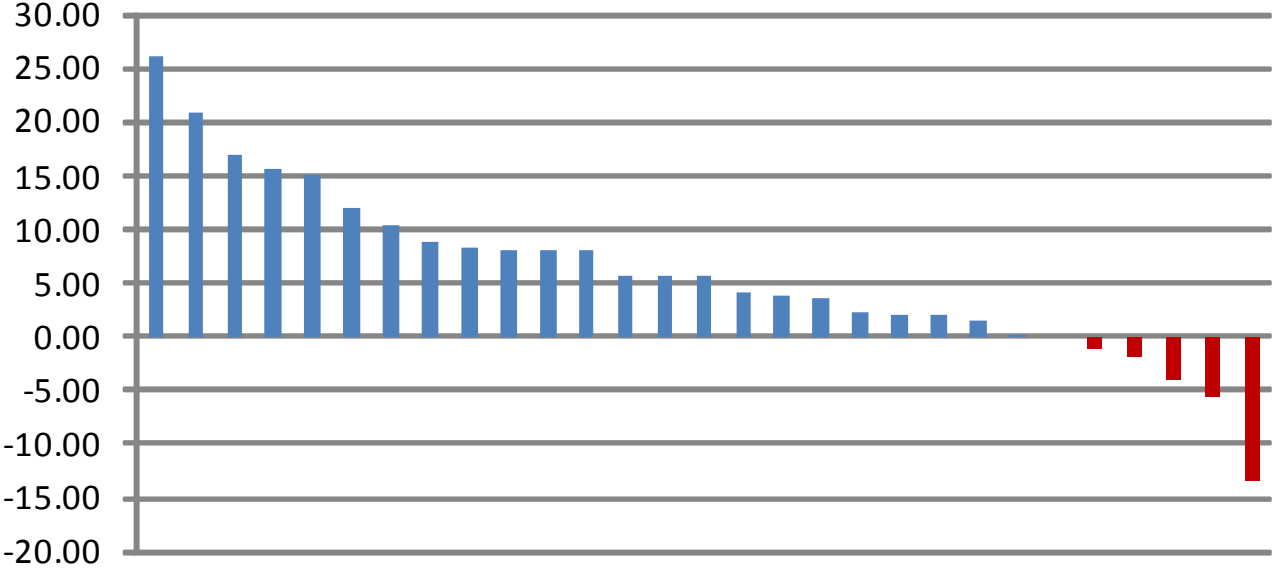
INDIANA (5)	PAST 12 MONTHS	2011 PROJECTION
Average	+03.56 %	+06.80 %
Median	+03.80 %	+06.00 %
Range	+15.70/-13.30%	+15.00/-00.00%

MICHIGAN (8)	PAST 12 MONTHS	2011 PROJECTION
Average	+07.85 %	+06.50 %
Median	+05.10 %	+07.00 %
Range	+26.00%/-04.00%	+10.00/-01.00%

There also were two responses from members in West Virginia. That data is included in "all 29 firms."

Sales Performance 29 wholesalers

Past 12 Months through Nov. 30, 2010



Projections for 2011

29 members of NCWA

