



3271 Springcrest Dr.
Hamilton, OH 45011

PH: (513) 895-0695 (800) 537-6585
FAX: (513) 895-1739
e mail: dan310@earthlink.net
www.asa4.org



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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 June, first 6 months of 2010 and the past 12 months. (Those 32 firms represent approximately 170 locations.)

ALL 32 FIRMS	JUNE SALES	1ST 6 MONTHS	PAST 12 MONTHS	RECEIVABLES
Average	+08.38 %	+02.41 %	-08.30 %	47.02 days
Median	+08.00 %	+00.54 %	-09.80 %	46.00 days
Range	+55.00%/-22.00%	+23.00/-16.00%	+12.00/-22.00%	30.00/67.00

OHIO (16)	JUNE SALES	1ST 6 MONTHS	PAST 12 MONTHS	RECEIVABLES
Average	+06.74 %	+01.58 %	-08.36 %	44.09 days
Median	+06.95 %	+01.22 %	-08.73 %	43.68 days
Range	+30.90%/-18.33%	+11.00/-09.68%	+01.00/-16.47%	30.00/63.70

INDIANA (7)	JUNE SALES	1ST 6 MONTHS	PAST 12 MONTHS	RECEIVABLES
Average	+08.81 %	+04.17 %	-06.62 %	48.10 days
Median	+12.56 %	+05.00 %	-07.85 %	47.50 days
Range	+18.000/-22.00%	+18.00/-11.00%	+12.00/-19.00%	30.00/67.00

MICHIGAN (8)	JUNE SALES	1ST 6 MONTHS	PAST 12 MONTHS	RECEIVABLES
Average	+09.48 %	+03.09 %	-07.73 %	52.29 days
Median	+02.50 %	-01.25 %	-09.50 %	55.14 days
Range	+55.00%/-19.00%	+23.00/-16.00%	+09.00/-22.00%	39.88/61.00

* There also was 1 response from West Virginia which is included in "all firms."

Individual Performance
(32 wholesalers in NCWA territory)

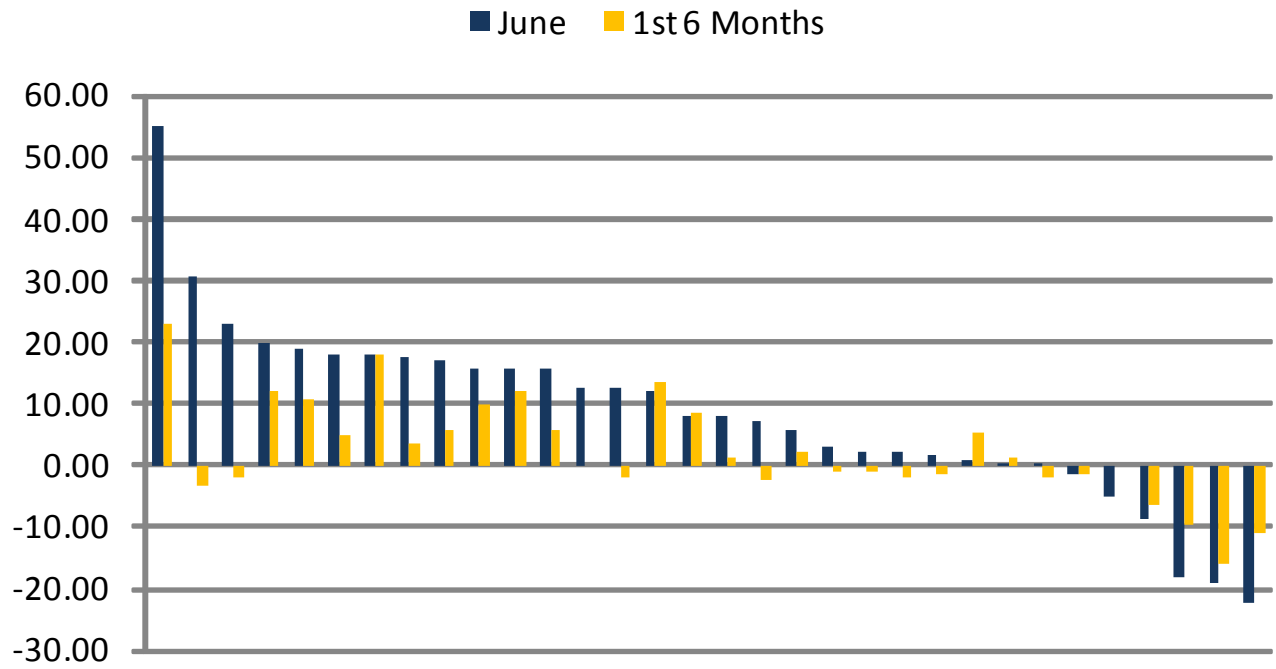
	June 2010 (% change)	1st 6 Months (% change)	Past 12 Months (% change)	Average # Days Accounts Receivable
1.	+55.00 %	+23.00 %	+12.00 %	30.00
2.	+30.90 %	+18.00 %	+09.00 %	30.00
3.	+23.00 %	+13.50 %	+06.00 %	32.00
4.	+20.00 %	+12.20 %	+01.00 %	35.00
5.	+19.00 %	+12.00 %	+01.00 %	38.00
6.	+18.00 %	+11.00 %	-01.72 %	39.00
7.	+18.00 %	+10.00 %	-02.00 %	39.00
8.	+17.50 %	+08.50 %	-03.10 %	39.88

9.	+17.00 %	+06.00 %	-04.00 %	40.00
10.	+16.00 %	+05.70 %	-04.00 %	42.00
11.	+16.00 %	+05.60 %	-04.80 %	42.47
12.	+16.00 %	+05.00 %	-06.00 %	44.00
13.	+12.56 %	+03.50 %	-07.56 %	44.90
14.	+12.40 %	+02.00 %	-07.60 %	45.00
15.	+12.00 %	+01.37 %	-08.00 %	46.00
16.	+08.10 %	+01.08 %	-09.70 %	46.00

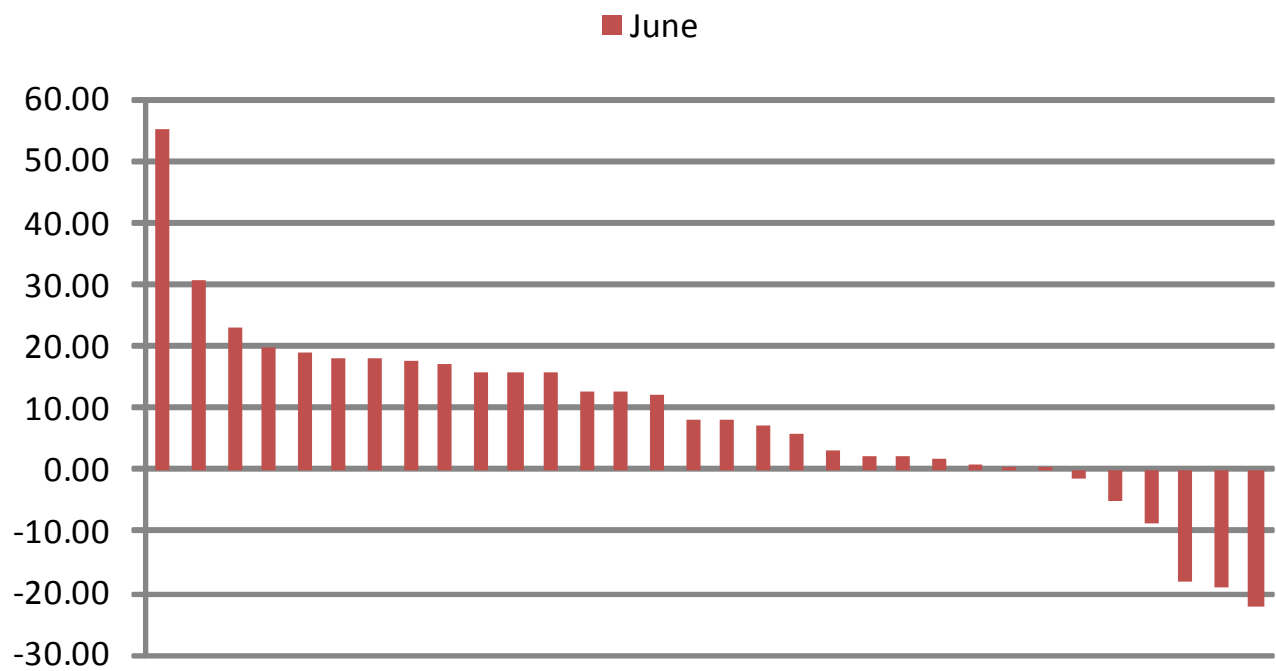
17.	+07.91 %	00.00 %	-09.90 %	47.00
18.	+07.10 %	00.00 %	-11.00 %	49.00
19.	+06.00 %	-01.00 %	-12.25 %	50.50
20.	+03.00 %	-01.00 %	-12.50 %	51.71
21.	+02.00 %	-01.50 %	-13.00 %	52.00
22.	+02.00 %	-01.50 %	-13.20 %	52.00
23.	+01.60 %	-01.70 %	-14.00 %	54.60
24.	+01.00 %	-02.00 %	-14.00 %	55.14

25.	+00.27 %	-02.00 %	-14.20 %	56.00
26.	+00.01 %	-02.00 %	-15.00 %	58.00
27.	-01.21 %	-02.30 %	-15.00 %	59.65
28.	-05.01 %	-03.30 %	-15.25 %	61.00
29.	-08.50 %	-06.30 %	-16.30 %	63.70
30.	-18.33 %	-09.68 %	-16.47 %	67.00
31.	-19.00 %	-11.00 %	-19.00 %	
32.	-22.00 %	-16.00 %	-22.00 %	

Individual Performance - 32 NCWA wholesalers

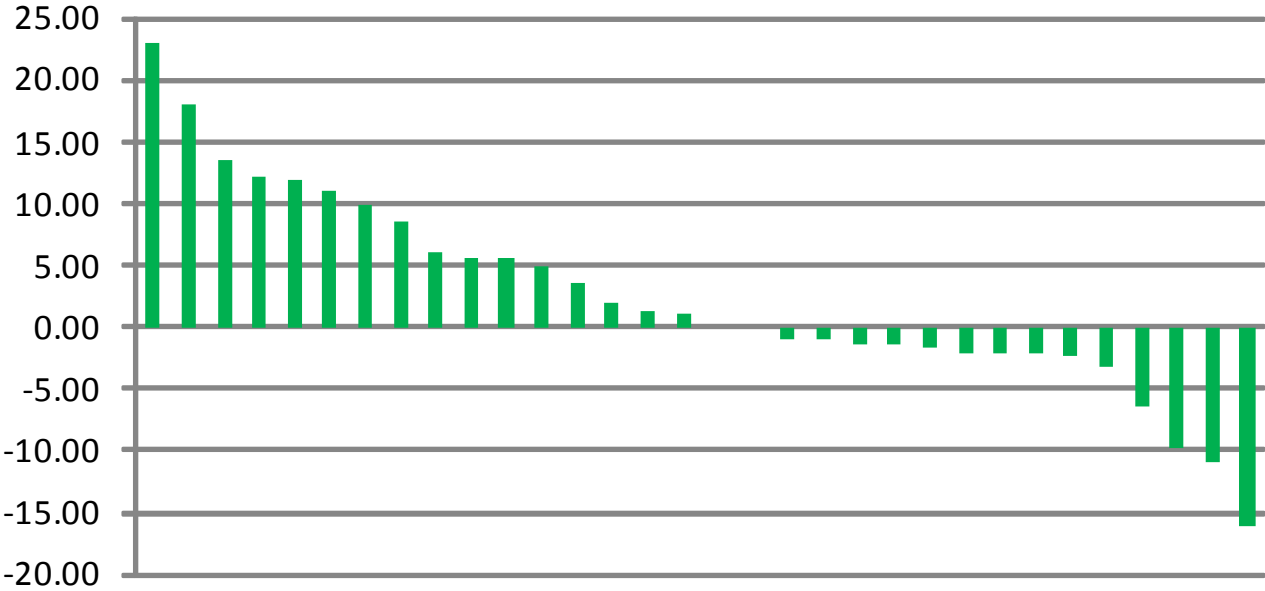


June 2010 (% change from 2009)



1st 6 Months (% change from 2009)

■ 1st 6 Months



Past 12 Months (% change from 2009)

■ 12 Months

