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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 September and the first nine months of 2009. (Those 32 firms represent approximately 165 locations.)

ALL 32 FIRMS	SEPT. SALES	1ST 9 MONTHS	RECEIVABLES
Average	-17.69 %	-16.40 %	45.31 days
Median	-19.25 %	-16.60 %	45.00 days
Range	+56.00% to -48.00%	+07.00 to -47.00%	30.00 / 64.00

OHIO (16)	SEPT. SALES	1ST 9 MONTHS	RECEIVABLES
Average	-20.20 %	-17.20 %	43.81 days
Median	-19.25 %	-16.55 %	44.50 days
Range	-06.13 to -48.00%	-00.91 to -33.00%	30.00 / 54.97

INDIANA (7)	SEPT. SALES	1ST 9 MONTHS	RECEIVABLES
Average	-05.48 %	-14.60 %	46.51 days
Median	-10.00 %	-18.50 %	45.00 days
Range	+56.00 to -26.00%	+07.00 to -24.70%	30.00 / 64.00

MICHIGAN (8)	SEPT. SALES	1ST 9 MONTHS	RECEIVABLES
Average	-21.43 %	-17.92 %	47.31 days
Median	-18.25 %	-17.50 %	49.00 days
Range	-06.90 to -48.00%	+04.00 to -47.00%	35.00 / 54.97

\* There also was 1 response from West Virginia which is included in "all 32 firms".

**Individual Performance**  
(32 wholesalers in NCWA territory)

	Sept. 2009 (% change from 2008)	1st 9 Months (% change from 2008)	Average # Days Accounts Receivable
1.	+56.00 %	+07.00 %	30.00
2.	-05.50 %	+04.00 %	30.00
3.	-06.13 %	-00.91 %	34.00
4.	-06.43 %	-01.50 %	34.20
5.	-06.90 %	-04.00 %	35.00
6.	-09.00 %	-08.00 %	40.00
7.	-10.00 %	-09.00 %	40.10
8.	-10.90 %	-09.00 %	40.20
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9.	-12.00 %	-10.00 %	41.21
10.	-12.00 %	-10.42 %	44.00
11.	-12.12 %	-11.90 %	44.00
12.	-14.00 %	-13.00 %	44.00
13.	-14.00 %	-14.47 %	45.00
14.	-15.00 %	-15.00 %	45.00
15.	-15.50 %	-15.90 %	45.00
16.	-17.70 %	-16.00 %	45.00
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17.	-20.80 %	-17.20 %	45.70
18.	-21.00 %	-18.20 %	47.00
19.	-21.90 %	-18.50 %	47.00
20.	-22.00 %	-19.00 %	47.00
21.	-22.08 %	-21.00 %	48.32
22.	-24.56 %	-21.00 %	48.50
23.	-24.60 %	-21.00 %	49.00
24.	-26.00 %	-22.00 %	50.63
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25.	-26.00 %	-22.60 %	52.00
26.	-26.00 %	-24.70 %	52.00
27.	-27.00 %	-26.60 %	52.98
28.	-31.00 %	-26.91 %	54.00
29.	-33.00 %	-29.00 %	54.97
30.	-33.00 %	-29.00 %	54.97
31.	-48.00 %	-33.00 %	64.00
32.	-48.00 %	-47.00 %	

# Individual Performance - 32 NCWA Members

■ September ■ 1st 9 Months

