

2018 YTD Net Sales Data

APAP Jan- September

Net Exchange

Category	2017 \$	2018 \$	\$ +/-	% +/-
1. LD	\$7,580,542	\$9,641,048	\$2,060,506	27.2 %
2. HD	\$257,416	\$294,732	\$37,317	14.5 %
3. STRG	\$52,349	\$57,719	\$5,370	10.3 %
4. CLPR	\$7,390	\$22,653	\$15,263	206.5 %
6. EPAS	\$546	\$223	(\$323)	-59.2 %
8. MISC	\$4,151	(\$678)	(\$4,830)	-116.3 %
Total	\$7,902,394	\$10,015,697	\$2,113,303	26.7 %

Fill Rate

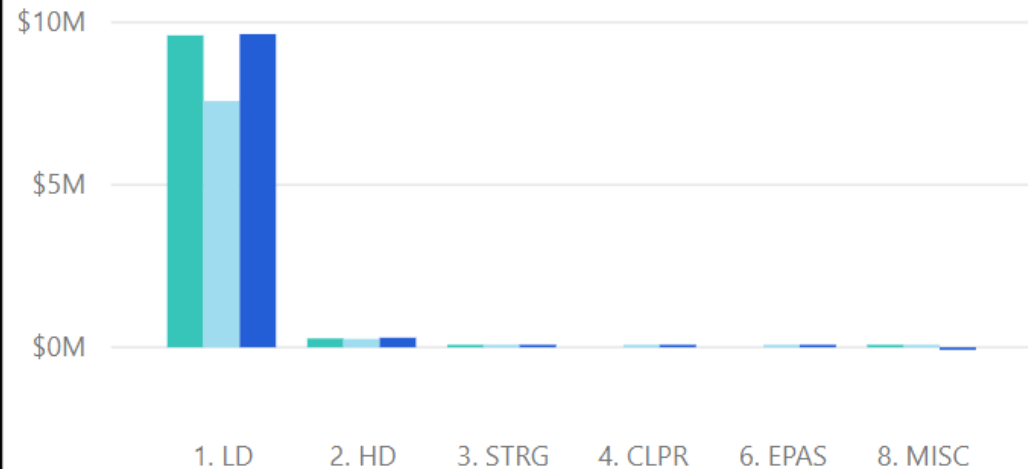
Category	2017	2018	+/-
1. LD	97.6 %	97.5 %	-0.1 %
2. HD	95.7 %	96.8 %	1.1 %
3. STRG	89.4 %	84.2 %	-5.2 %
4. CLPR	97.6 %	74.9 %	-22.7 %
6. EPAS	100.0 %	100.0 %	0.0 %
8. MISC	100.0 %	100.0 %	0.0 %
Total	97.5 %	97.3 %	-0.2 %

Warranty Returns

Category	2017	2018	+/-
1. LD	12.6 %	10.2 %	-2.5 %
2. HD	13.0 %	11.7 %	-1.3 %
3. STRG	8.1 %	10.1 %	2.0 %
4. CLPR	0.0 %	0.1 %	0.1 %
6. EPAS	0.0 %	0.0 %	0.0 %
8. MISC	27.3 %	0.0 %	-27.3 %
Total	12.6 %	10.2 %	-2.4 %

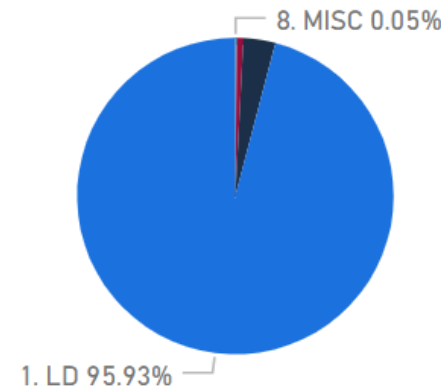
Net Exchange YTD

YEAR ● 2016 ● 2017 ● 2018



2017 YTD

Net Exchange by Category



2018 YTD

Net Exchange by Category

