

2018 YTD Net Sales Data

Alliance- Jan- September

Net Exchange				
Category	2017 \$	2018 \$	\$ +/-	% +/-
1. LD	\$11,892,782	\$12,267,094	\$374,311	3.1 %
2. HD	\$914,152	\$727,590	(\$186,562)	-20.4 %
3. STRG	\$4,201,732	\$4,404,631	\$202,899	4.8 %
4. CLPR	\$1,189,309	\$9,687,870	\$8,498,561	714.6 %
6. EPAS	\$15,812	\$131,225	\$115,413	729.9 %
8. MISC	\$36,720	\$25,672	(\$11,048)	-30.1 %
Total	\$18,250,507	\$27,244,081	\$8,993,574	49.3 %

Fill Rate			
Category	2017	2018	+/-
1. LD	95.1 %	95.8 %	0.7 %
2. HD	92.2 %	92.3 %	0.1 %
3. STRG	88.1 %	84.4 %	-3.8 %
4. CLPR	93.1 %	86.4 %	-6.7 %
6. EPAS	76.8 %	71.1 %	-5.7 %
8. MISC	95.4 %	99.5 %	4.1 %
Total	93.3 %	89.7 %	-3.6 %

Warranty Returns			
Category	2017	2018	+/-
1. LD	13.0 %	11.3 %	-1.7 %
2. HD	11.1 %	11.4 %	0.3 %
3. STRG	13.4 %	13.0 %	-0.4 %
4. CLPR	4.0 %	3.3 %	-0.7 %
6. EPAS	3.8 %	4.5 %	0.7 %
8. MISC	2.6 %	0.1 %	-2.5 %
Total	11.9 %	7.3 %	-4.6 %

