

2018 YTD Net Sales Data

APA BUYING GROUP

January - September

Net Exchange

Category	2017 \$	2018 \$	\$ +/-	% +/-
1. LD	\$2,001,963	\$1,943,422	(\$58,540)	-2.9 %
2. HD	\$128,028	\$122,715	(\$5,313)	-4.1 %
3. STRG	\$1,028,459	\$834,741	(\$193,718)	-18.8 %
4. CLPR	\$319,126	\$1,204,747	\$885,621	277.5 %
6. EPAS	\$11,692	\$1,193	(\$10,499)	-89.8 %
8. MISC	(\$2,708)	\$348	\$3,056	-112.9 %
Total	\$3,486,560	\$4,107,167	\$620,607	17.8 %

Fill Rate

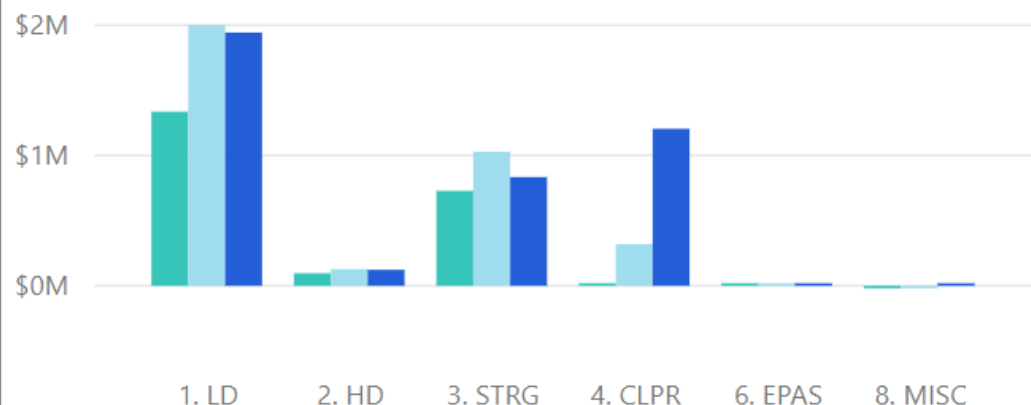
Category	2017	2018	+/-
1. LD	90.7 %	95.4 %	4.6 %
2. HD	98.4 %	99.3 %	0.9 %
3. STRG	91.9 %	91.8 %	-0.1 %
4. CLPR	89.3 %	93.2 %	4.0 %
6. EPAS	65.0 %	100.0 %	35.0 %
8. MISC	100.0 %	100.0 %	0.0 %
Total	90.9 %	93.9 %	3.0 %

Warranty Returns

Category	2017	2018	+/-
1. LD	9.1 %	11.4 %	2.2 %
2. HD	6.0 %	6.5 %	0.5 %
3. STRG	11.5 %	10.7 %	-0.9 %
4. CLPR	3.5 %	3.4 %	-0.2 %
6. EPAS	0.0 %	0.0 %	0.0 %
8. MISC	3.6 %	0.0 %	-3.6 %
Total	8.8 %	7.6 %	-1.2 %

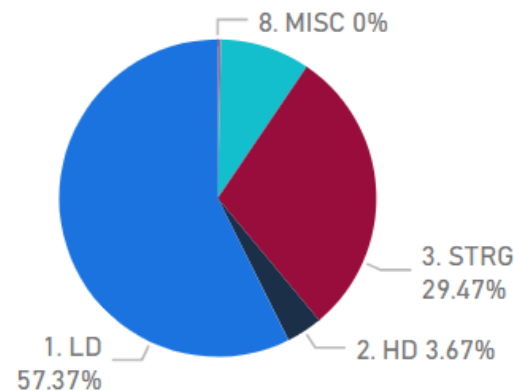
Net Exchange YTD

YEAR ● 2016 ● 2017 ● 2018



2017 YTD

Net Exchange by Category



2018 YTD

Net Exchange by Category

