

Product	Volume Sales	Volume Sales % Chg YA	Volume Share	Volume Share Chg YA	Dollar Sales	Dollar Sales % Chg YA	Dollar Share	Dollar Share Chg YA	Unit Sales
MICROWAVE	202,595,942	-2.4%	100%	0.0	\$612,488,400	-1.1%	100%	0.0	348,460,227
HORMEL FOODS MCRWVE	38,317,518	-2.5%	19%	0.0	\$144,123,718	-7.6%	24%	-1.7	65,962,439
MICROWAVE TRAYS MCRWVE PREPARED FOODS	43,394,397	-7.3%	21%	-1.1	\$169,828,895	-12.0%	28%	-3.4	75,672,269
HORMEL FOODS MCRWVE TRY	36,386,437	-1.8%	18%	0.1	\$138,956,700	-7.4%	23%	-1.5	62,942,023
COMPLEATS HRML MCRWVE TRY	35,449,636	0.0%	17%	0.4	\$134,705,505	-5.3%	22%	-1.0	61,115,480
HRML CMPLTS CORE HRML MCRWVE TRY	26,459,424	3.4%	13%	0.7	\$96,445,137	-3.7%	16%	-0.4	42,749,397
HRML CMPLTS VALUE HRML MCRWVE TRY	6,860,917	-15.4%	3%	-0.5	\$29,082,413	-14.4%	5%	-0.7	14,087,394
HRML CMPLTS ALL OTHER HRML MCRWVE TRY	3,453	-98.2%	0%	-0.1	\$14,196	-98.1%	0%	-0.1	5,873
HRML CMPLTS BREAKFAST HRML MCRWVE TRY	870,825	-43.3%	0%	-0.3	\$4,008,516	-45.3%	1%	-0.5	1,852,819
COMPLEATS CORE + VALUE	33,320,341	-1.1%	16%	0.2	\$125,527,550	-6.4%	20%	-1.2	56,836,790
Hormel Compleats x All Other	34,191,166	-3.0%	17%	-0.1	\$129,536,066	-8.4%	21%	-1.7	58,689,609
SNACKERS HRML MCRWVE TRY	135,546	-79.7%	0%	-0.3	\$602,620	-80.7%	0%	-0.4	288,396
SANDWICH MAKERS HRML MCRWVE TRY	692,576	-25.5%	0%	-0.1	\$3,284,163	-28.5%	1%	-0.2	1,473,566
SPAM MEALS HRML MCRWVE TRY	274	-99.0%	0%	0.0	\$1,077	-98.8%	0%	0.0	435
KRAFT FOODS GROUP INC MCRWVE TRY	3,331,805	-24.5%	2%	-0.5	\$15,444,499	-24.8%	3%	-0.8	5,949,687
BARILLA AMERICA INC MCRWVE TRY	3,329,957	-17.7%	2%	-0.3	\$13,992,927	-20.2%	2%	-0.5	5,980,271
CAMPBELL SOUP CO MCRWVE TRY	217,989	-78.1%	0%	0.1	\$564,546	-79.4%	0%	0.1	573,594
GENERAL MILLS INC MCRWVE TRY	9,529	-95.4%	0%	-0.1	\$65,626	-95.5%	0%	-0.2	55,825
MICROWAVE SOUP CUPS MCRWVE PREPARED FOODS	71,168,025	-0.8%	35%	0.6	\$171,809,938	1.4%	28%	0.7	80,384,922
HORMEL HRML MCRWVE CPS	1,062,794	-8.3%	1%	-0.1	\$2,718,696	-7.7%	2%	1.1	1,674,015
DINTY MOORE HRML MCRWVE CPS	867,717	-14.8%	1%	-0.2	\$2,446,782	-14.7%	1%	1.0	1,345,217
HORMEL KIDS KITCHEN HRML MCRWVE CPS	541	-99.3%	0%	-0.1	\$1,459	-99.2%	0%	0.0	1,151
CHEF BOYARDEE CNGRA MCRWVE CPS	36,782,732	-9.6%	52%	-5.1	\$75,599,630	-8.6%	44%	30.6	67,491,244
MCRWVE POUCH	5,579,968	23.9%	3%	0.6	\$23,303,764	19.5%	4%	0.7	10,048,157
CAMPBELL SOUP CO MCRWVE PCH	3,976,238	35.7%	71%	6.2	\$14,349,702	33.2%	62%	6.4	7,100,424
PACE READY MEALS CMPBLL SP MCRWVE PCH	1,488,398	14.8%	27%	-2.1	\$5,345,172	13.0%	23%	-1.3	2,657,854
PREGO READY MEALS CMPBLL SP MCRWVE PCH	1,763,579	7.9%	32%	-4.7	\$6,412,942	6.2%	28%	-3.5	3,149,248
TTL MXCN SS SALSA	450,767,616	0.8%	100%	0.0	\$1,040,894,853	1.0%	100%	0.0	374,870,231
HORMEL FOODS TTL MXCN SS SLISA	57,631,952	1.9%	13%	0.1	\$120,805,021	3.1%	12%	0.2	51,592,149
CHI CHS HRML TTL MXCN SS SALSA	22,317,816	-0.4%	5%	-0.1	\$42,975,973	-1.0%	4%	-0.1	17,256,479
HRDZ HRML TTL MXCN SS SALSA	27,238,018	6.4%	6%	0.3	\$59,446,003	9.7%	6%	0.5	27,340,975
LA VCTRA HRML TTL MXCN SS SALSA	7,806,245	-6.0%	2%	-0.1	\$17,688,087	-6.2%	2%	-0.1	6,388,946
NEWMANS OWN INC TTL MXCN SS SLISA	12,828,811	1.1%	3%	0.0	\$32,208,743	1.1%	3%	0.0	12,826,800
PCE CMPBLL SP TTL MXCN SS SALSA	129,049,117	1.5%	29%	0.2	\$253,914,687	0.5%	24%	-0.1	91,283,119
TSTTS PPSCO TTL MXCN SS SALSA	83,639,712	-3.5%	19%	-0.8	\$256,789,603	-2.7%	25%	-0.9	77,053,102
PRIVATE LABEL TTL MXCN SS SLISA	94,127,521	1.5%	21%	0.2	\$163,759,725	0.4%	16%	-0.1	72,008,180
SALAD TOPPINGS	21,924,276	4.2%	100%	0.0	\$235,956,853	2.5%	100%	0.0	82,810,432
REAL SLD TPPNGS	17,907,139	7.5%	82%	2.5	\$207,525,725	4.4%	88%	1.6	66,539,413
HORMEL RL SLD TPPNGS	6,795,667	-0.1%	31%	-1.3	\$80,726,783	1.3%	34%	-0.4	19,274,575
OSCAR MAYER RL SLD TPPNGS	5,014,707	-8.5%	23%	-3.2	\$63,608,726	-10.3%	27%	-3.8	19,828,387
PRIVATE LABEL RL SLD TPPNGS	5,811,862	37.4%	27%	6.4	\$59,763,652	28.8%	25%	5.2	25,920,119
IMITATION SLD TPPNGS	4,017,137	-8.1%	18%	-2.5	\$28,431,128	-9.7%	12%	-1.6	16,271,019
BACOS IMTTN SLD TPPNGS	123,080	-51.4%	1%	-0.6	\$911,008	-50.5%	0%	-0.4	615,399
MCCORMICK IMTTN SLD TPPNGS	2,671,198	1.7%	12%	-0.3	\$17,830,834	1.2%	8%	-0.1	9,774,044
PRIVATE LABEL IMTTN SLD TPPNGS	997,934	-11.0%	5%	-0.8	\$7,545,042	-7.1%	3%	-0.3	4,736,185
PEANUT BUTTER	789,724,546	0.3%	100%	0.0	\$1,813,518,774	-1.0%	100%	0.0	516,528,542

SKIPPY HRML PNT BTTR	143,901,889	2.5%	18%	0.4	\$333,111,360	1.3%	18%	0.4	91,907,109
JIF J M SMCKR PNT BTTR	310,655,675	-0.3%	39%	-0.2	\$702,916,415	-1.0%	39%	0.0	176,902,025
PETER PAN CNGRA PNT BTTR	81,959,128	-4.6%	10%	-0.5	\$176,613,600	-4.1%	10%	-0.3	55,798,761
PRIVATE LABEL PRVTE LBL PNT BTTR	182,816,967	2.8%	23%	0.6	\$341,603,003	-1.7%	19%	-0.1	126,106,089
LUNCHEON MEATS	64,252,905	1.5%	100%	0.0	\$228,751,995	2.2%	100%	0.0	88,942,350
SPAM LNCHN MTS	54,786,776	1.6%	85%	0.1	\$205,320,532	2.1%	90%	-0.1	76,297,257
SPM NON-MULTIPACK CAN	48,466,826	1.3%	75%	-0.1	\$180,688,325	2.3%	79%	0.1	66,861,612
SPM NON-MULTIPACK POUCH	1,325,632	8.8%	2%	0.1	\$8,363,164	4.6%	4%	0.1	8,423,654
ARMOUR LNCHN MTS	5,094,534	-2.9%	8%	-0.4	\$11,224,615	-0.4%	5%	-0.1	6,792,712
PRIVATE LABEL LNCHN MTS	3,130,380	2.9%	5%	0.1	\$8,055,659	3.1%	4%	0.0	4,173,840
CHILI	291,512,693	-2.6%	100%	0.0	\$535,675,186	-2.4%	100%	0.0	291,581,952
HORMEL FOODS CHILI	122,527,310	-1.9%	42%	0.3	\$242,509,812	-1.9%	45%	0.2	118,236,671
HORMEL CHILI	112,088,636	-1.8%	38%	0.3	\$221,356,405	-1.9%	41%	0.2	109,646,830
HRML CHILI WITH BEANS	59,666,845	-1.8%	20%	0.2	\$107,447,115	-1.0%	20%	0.3	57,968,072
HRML CHILI WO BEANS	52,421,791	-1.8%	18%	0.1	\$113,909,290	-2.7%	21%	-0.1	51,678,758
STAGG CHILI	10,438,675	-2.9%	4%	0.0	\$21,153,407	-2.3%	4%	0.0	8,589,841
CAMPBELL SOUP CO CHILI	10,035,434	-6.0%	3%	-0.1	\$20,248,010	-6.8%	4%	-0.2	9,349,313
BUSH BROTHERS & CO CHILI	1	-97.4%	0%	0.0	\$1	-97.0%	0%	0.0	1
WOLF CHILI	49,725,846	-4.3%	17%	-0.3	\$96,429,692	-2.2%	18%	0.0	48,186,734
DENNISONS CHILI	11,352,352	-6.7%	4%	-0.2	\$20,071,194	-8.2%	4%	-0.2	10,774,241
NALLEY CHILI	22,756,233	-0.2%	8%	0.2	\$30,244,005	0.2%	6%	0.2	21,870,103
ARMOUR PNNCLE GRP CHILI	12,649,745	27.8%	4%	1.0	\$18,259,412	29.2%	3%	0.8	13,412,126
PROGRESSO GNRL MLLS CHILI	252,280	-78.2%	0%	-0.3	\$605,145	-80.8%	0%	-0.5	201,824
PRIVATE LABEL CHILI	20,663,756	-5.4%	7%	-0.2	\$26,948,452	-6.5%	5%	-0.2	24,206,824
STEW	41,298,611	-0.3%	100%	0.0	\$82,465,352	-0.6%	100%	0.0	31,156,089
DINTY MOORE HRML STW	31,911,025	1.7%	77%	1.5	\$64,555,245	1.6%	78%	1.7	23,528,720
CASTLEBERRYS HNVR CORP STEW	1,264,054	-1.6%	3%	0.0	\$2,308,839	-1.1%	3%	0.0	793,397
CAMPBELL SOUP CO STW	177,562	-10.9%	0%	-0.1	\$527,232	-13.1%	1%	-0.1	183,053
PRIVATE LABEL STW	2,810,279	-6.9%	7%	-0.5	\$4,659,887	-8.4%	6%	-0.5	2,187,208
CANNED HASH	40,065,707	-2.4%	100%	0.0	\$102,686,193	-3.4%	100%	0.0	42,438,977
MARY KITCHEN HRML CNND HSH	25,993,486	-3.5%	65%	-0.7	\$69,580,072	-4.5%	68%	-0.8	27,202,528
ARMOUR PNNCLE GRP CNND HSH	4,571,000	1.5%	11%	0.4	\$9,791,089	2.9%	10%	0.6	4,974,371
LIBBYS CNGRA CNND HSH	3,261,722	-4.6%	8%	-0.2	\$9,598,451	-4.7%	9%	-0.1	3,469,917
PRIVATE LABEL PRVTE LBL CNND HSH	5,604,339	1.2%	14%	0.5	\$12,448,230	-0.8%	12%	0.3	6,000,249
CHUNK MEATS	126,873,214	-1.5%	100%	0.0	\$409,911,583	-5.9%	100%	0.0	151,075,925
HORMEL FOODS CHNK MTS	11,004,749	-9.7%	9%	-0.8	\$46,357,484	-16.0%	11%	-1.4	21,829,059
HORMEL HRML CHNK MTS	5,989,255	-3.4%	5%	-0.1	\$24,477,325	-9.1%	6%	-0.2	12,372,718
VALLEY FRESH HRML CHNK MTS	5,015,494	-16.3%	4%	-0.7	\$21,880,159	-22.6%	5%	-1.2	9,456,341
SWANSON CMPBLL SP CHNK MTS	15,015,213	0.7%	12%	0.2	\$68,375,790	-0.9%	17%	0.9	25,423,149
TYSON TYSN CHNK MTS	6,120,740	-9.6%	5%	-0.4	\$23,763,456	-9.1%	6%	-0.2	7,686,023
SWEET SUE LN CPTL LLP CHNK MTS	1,886,779	-6.0%	1%	-0.1	\$6,801,091	-6.3%	2%	0.0	3,065,119
PRIVATE LABEL PRVTE LBL CHNK MTS	83,265,450	-0.7%	66%	0.5	\$222,316,168	-6.5%	54%	-0.4	72,284,280
BUMBLE BEE LN CPTL LLP CHNK MTS	4,446,555	1.4%	4%	0.1	21,825,710	0.7%	5%	0.3	13,882,024
TAMALES	11,875,497	-0.4%	100%	0.0	\$20,146,333	-2.3%	100%	0.0	11,525,319
HORMEL FOODS TMLS	10,450,688	0.1%	88%	0.5	\$17,545,331	-2.3%	87%	0.0	10,022,295
PRIVATE LABEL TMLS	718,561	-8.9%	6%	-0.6	\$1,113,805	-7.6%	6%	-0.3	764,427
RFG GUACAMOLE	49,717,588	15.9%	100%	0.0	\$284,002,759	16.9%	100%	0.0	74,078,280
WHOLLY GUACAMOLE RFG GCMLE	18,993,836	13.0%	38%	-1.0	\$113,057,759	14.0%	40%	-1.0	29,253,797
YUCATAN RFG GCMLE	8,345,664	5.7%	17%	-1.6	\$45,354,633	7.2%	16%	-1.4	9,858,044

PRIVATE LABEL RFG GCMLE	4,138,758	4.1%	8%	-0.9	\$22,721,554	5.1%	8%	-0.9	6,100,986
SABRA RFG GCMLE	4,479,823	18.9%	9%	0.2	\$31,831,088	21.8%	11%	0.5	9,075,677
DEANS RFG GCMLE	2,993,713	31.9%	6%	0.7	\$6,006,863	4.7%	2%	-0.2	3,008,334
ALMOND BUTTER	15,680,638	11.7%	100%		\$170,284,493	8.3%	100%		29,056,316
MARANATHA ALMOND BUTTER	4,929,731	7.5%	31%	-1.2	\$50,499,168	-0.8%	30%	-2.7	6,357,167
PRIVATE LABEL ALMOND BUTTER	3,857,563	40.8%	25%	5.1	\$33,230,379	29.0%	20%	3.1	3,939,920
JUSTINS ALMOND BUTTER TOTAL	3,403,134	17.7%	22%	1.1	\$44,152,754	18.6%	26%	2.2	13,399,283
JIF ALMOND BUTTER	787,539	-23.2%	5%	-2.3	\$8,277,766	-22.3%	5%	-1.9	1,050,052

Unit Sales % Chg YA	Base Volume Sales	Base Volume Sales % Chg YA	Incremental Volume	Increm Volume Sales % Chg YA	Price per Volume	Price per Volume Chg YA	Ttl Pts of Distribution	Ttl Pts of Dist % Chg YA	ACV Wtd Distribution	ACV Wtd Dist Chg YA	Avg Weekly ACV Distribution	Avg Wkly ACV Dist Chg YA
-4.7%	179,566,167	-2.0%	23,029,775	-5.0%	\$3.02	0.0	10,801	-5.4%	99	-0.1	99	-0.5
-4.0%	32,222,854	-8.2%	6,094,665	45.1%	\$3.76	-0.2	2,473	-2.5%	92	-0.4	87	-1.0
-10.6%	36,515,632	-12.3%	6,878,765	33.2%	\$3.91	-0.2	3,233	-10.8%	92	-0.6	88	-1.1
-3.6%	30,403,286	-7.9%	5,983,151	48.0%	\$3.82	-0.2	2,372	0.2%	91	-0.3	87	-1.0
-1.1%	29,633,275	-6.4%	5,816,361	53.6%	\$3.80	-0.2	2,062	5.2%	91	-0.3	86	-1.0
2.8%	21,743,697	-4.7%	4,715,727	69.5%	\$3.65	-0.3	998	0.2%	91	-0.3	86	-0.8
-15.4%	6,174,616	-16.5%	686,301	-4.3%	\$4.24	0.1	541	2.4%	84	-2.3	75	-1.0
-98.2%	2,945	-98.0%	508	-98.9%	\$4.11	0.2	2	-97.6%	2	-37.3	0	-6.2
-43.3%	659,666	-49.0%	211,159	-12.2%	\$4.60	-0.2	246	-25.8%	59	-17.7	32	-16.2
-2.4%	27,918,313	-7.6%	5,402,028	54.4%	\$3.77	-0.2	1,539	1.0%	91	-0.3	86	-0.9
-4.6%	28,577,978	-9.3%	5,613,187	50.1%	\$3.79	-0.2	1,785	-3.8%	91	-0.3	86	-1.0
-79.7%	105,793	-80.1%	29,753	-78.0%	\$4.45	-0.2	108	-38.7%	42	-13.0	8	-26.3
-25.5%	555,856	-31.9%	136,720	20.5%	\$4.74	-0.2	177	-17.4%	53	-9.9	33	-5.2
-99.0%	268	-98.7%	7	-99.9%	\$3.93	0.6	1	-97.2%	0	-10.0	0	-1.0
-26.7%	3,055,016	-23.9%	276,789	-31.1%	\$4.64	0.0	297	-33.4%	77	-5.0	57	-6.4
-17.6%	2,778,596	-19.7%	551,360	-5.6%	\$4.20	-0.1	396	-14.0%	75	-2.7	61	-5.1
-78.1%	168,213	-81.1%	49,776	-53.0%	\$2.59	-0.2	116	-51.7%	42	-28.8	8	-31.0
-95.3%	7,574	-96.0%	1,955	-88.4%	\$6.89	-0.1	33	-64.3%	10	-15.0	1	-11.3
-1.8%	62,664,042	1.1%	8,503,983	-12.7%	\$2.41	0.1	2,988	-6.4%	91	-1.0	88	-0.5
-7.1%	1,010,862	-7.1%	51,932	-26.6%	\$2.56	0.0	47	-33.1%	31	-11.1	20	-3.1
-10.1%	808,141	-14.3%	59,575	-20.5%	\$2.82	0.0	53	-31.2%	22	-11.5	14	-3.5
-99.3%	535	-99.1%	6	-100.0%	\$2.70	0.4	0	-98.8%	0	-7.0	0	-1.1
-11.2%	34,249,560	-7.3%	2,533,172	-32.5%	\$2.06	0.0	887	-15.4%	96	-0.6	91	-1.0
22.2%	4,813,311	28.9%	766,657	-0.2%	\$4.18	-0.2	852	14.9%	82	0.5	66	4.7
35.7%	3,413,600	44.1%	562,637	0.1%	\$3.61	-0.1	531	28.4%	72	4.9	50	5.5
14.8%	1,269,901	19.3%	218,497	-5.8%	\$3.59	-0.1	238	18.0%	68	5.5	39	3.0
7.9%	1,498,801	14.9%	264,777	-19.8%	\$3.64	-0.1	222	5.0%	71	4.9	45	3.9
1.1%	386,508,748	0.7%	64,258,868	1.0%	\$2.31	0.0	9,607	3.8%	100	0.0	99	0.0
1.8%	47,535,393	3.3%	10,096,559	-4.3%	\$2.10	0.0	1,341	4.8%	91	-1.2	88	-1.0
0.7%	17,221,574	-1.2%	5,096,242	2.5%	\$1.93	0.0	420	3.9%	56	0.2	52	-0.7
4.2%	24,212,890	9.0%	3,025,128	-10.7%	\$2.18	0.1	678	8.5%	84	1.0	77	0.2
-4.8%	5,864,062	-4.8%	1,942,183	-9.4%	\$2.27	0.0	217	-2.9%	36	-1.1	27	-1.2
1.1%	11,111,129	0.4%	1,717,682	5.7%	\$2.51	0.0	343	9.3%	72	0.5	67	0.4
1.3%	115,182,435	0.8%	13,866,682	7.3%	\$1.97	0.0	1,503	2.4%	98	0.2	96	0.7
-1.8%	65,091,454	-2.7%	18,548,258	-6.4%	\$3.07	0.0	719	1.9%	99	-0.1	96	-1.6
1.3%	83,279,229	0.6%	10,848,292	9.9%	\$1.74	0.0	1,617	-5.3%	90	-0.2	87	0.5
-1.1%	20,625,987	4.4%	1,298,289	1.1%	\$10.76	-0.2	1,233	0.5%	98	-0.2	96	-0.2
1.0%	16,814,277	7.5%	1,092,862	7.6%	\$11.59	-0.3	826	7.2%	98	-0.2	95	-0.1
2.7%	6,201,668	-0.2%	593,999	1.4%	\$11.88	0.2	353	3.1%	93	-1.0	89	-0.9
-14.4%	4,799,090	-9.0%	215,617	4.4%	\$12.68	-0.3	296	11.1%	84	0.4	79	-1.2
11.6%	5,563,830	37.8%	248,031	30.4%	\$10.28	-0.7	149	5.0%	66	1.7	61	1.9
-9.1%	3,811,710	-7.1%	205,427	-23.4%	\$7.08	-0.1	408	-10.8%	86	-0.5	81	-1.4
-51.4%	117,220	-51.2%	5,860	-55.0%	\$7.40	0.1	28	-25.9%	17	-5.9	7	-7.6
1.7%	2,570,530	2.3%	100,668	-11.4%	\$6.68	0.0	161	3.1%	80	0.2	76	0.6
-9.6%	925,555	-11.1%	72,378	-9.8%	\$7.56	0.3	128	-6.7%	61	-1.2	54	-1.7
-1.5%	663,680,465	0.9%	126,044,081	-2.5%	\$2.30	0.0	7,303	-1.3%	100	0.0	100	0.0

-1.1%	112,713,805	2.7%	31,188,084	1.6%	\$2.31	0.0	1,079	-9.1%	98	3.7	94	2.9
-2.3%	265,716,157	1.2%	44,939,518	-8.4%	\$2.26	0.0	1,683	2.0%	100	0.0	99	0.0
-6.9%	65,190,353	-0.4%	16,768,775	-18.0%	\$2.15	0.0	966	3.1%	81	0.3	78	-0.1
2.5%	153,884,223	0.4%	28,932,744	17.5%	\$1.87	-0.1	1,277	-4.2%	93	0.2	91	0.2
1.9%	57,092,289	1.7%	7,160,617	-0.2%	\$3.56	0.0	1,002	-2.0%	99	0.0	96	-0.2
2.1%	48,480,196	1.8%	6,306,580	0.0%	\$3.75	0.0	830	-0.5%	99	0.1	96	-0.3
1.5%	42,567,359	2.2%	5,899,468	-4.7%	\$3.73	0.0	673	-1.7%	94	0.1	91	-0.1
8.2%	1,264,655	10.2%	60,977	-14.3%	\$6.31	-0.3	138	0.3%	61	0.4	51	0.5
-2.9%	4,430,467	-1.7%	664,067	-10.3%	\$2.20	0.1	63	7.0%	47	0.3	38	1.0
2.9%	3,092,043	4.1%	38,337	-47.1%	\$2.57	0.0	70	-20.9%	42	-11.1	34	-4.0
-2.8%	251,210,709	-2.5%	40,301,984	-3.1%	\$1.84	0.0	3,262	-2.6%	100	-0.1	98	0.2
-2.4%	103,788,431	-1.5%	18,738,880	-4.0%	\$1.98	0.0	1,165	-4.8%	99	0.3	97	0.3
-2.4%	95,093,200	-1.4%	16,995,436	-4.3%	\$1.97	0.0	1,046	-4.6%	98	0.2	96	0.5
-2.8%	49,010,639	0.0%	10,656,206	-9.0%	\$1.80	0.0	629	-3.6%	96	-0.1	93	0.2
-1.9%	46,082,561	-2.7%	6,339,230	4.9%	\$2.17	0.0	417	-5.9%	95	-0.7	92	0.5
-3.3%	8,695,231	-3.2%	1,743,444	-0.9%	\$2.03	0.0	118	-7.2%	27	0.6	25	0.3
-7.8%	8,846,450	-5.8%	1,188,984	-7.5%	\$2.02	0.0	281	-7.3%	82	0.2	69	-0.4
-97.2%	1	-97.4%	-	0.0%	\$1.02	0.2	0	-92.7%	0	0.0	0	0.0
-4.6%	43,262,145	-2.8%	6,463,701	-12.9%	\$1.94	0.0	352	-0.4%	72	-1.1	66	-0.8
-6.7%	9,300,562	-7.0%	2,051,790	-5.5%	\$1.77	0.0	73	-3.6%	18	0.9	17	0.2
-0.3%	19,915,905	-1.5%	2,840,327	10.0%	\$1.33	0.0	83	-0.4%	16	0.3	13	-1.0
32.3%	9,546,678	24.0%	3,103,067	41.2%	\$1.44	0.0	118	-10.1%	48	7.5	37	8.7
-76.3%	195,430	-79.2%	56,849	-73.7%	\$2.40	-0.3	88	-40.8%	42	-27.1	7	-18.9
-6.1%	18,565,453	-8.2%	2,098,302	28.1%	\$1.30	0.0	237	-1.4%	74	1.0	67	-0.3
-0.2%	37,487,452	0.7%	3,811,159	-8.7%	\$2.00	0.0	475	-9.6%	95	-0.5	89	-0.2
1.5%	29,008,818	2.6%	2,902,207	-6.5%	\$2.02	0.0	245	-8.9%	95	-0.5	88	-0.2
-1.4%	1,175,770	-2.3%	88,285	9.2%	\$1.83	0.0	22	-19.2%	14	-4.8	8	-1.3
-10.9%	164,529	-10.8%	13,032	-12.0%	\$2.97	-0.1	26	-12.2%	26	-3.6	12	-0.4
-3.3%	2,637,355	-7.0%	172,924	-4.9%	\$1.66	0.0	62	-16.1%	54	-1.2	37	-1.5
-1.6%	36,761,606	-2.9%	3,304,101	4.3%	\$2.56	0.0	519	-3.5%	95	0.0	91	-0.2
-3.4%	23,645,049	-4.4%	2,348,437	6.9%	\$2.68	0.0	338	5.4%	93	0.7	86	0.5
7.1%	4,089,070	0.7%	481,930	8.5%	\$2.14	0.0	48	-31.0%	45	7.5	33	4.8
-4.6%	3,052,616	-3.1%	209,106	-22.1%	\$2.94	0.0	46	0.0%	46	0.0	38	-0.3
1.3%	5,358,104	1.2%	246,236	1.5%	\$2.22	0.0	65	-15.5%	61	-0.5	56	0.3
-3.9%	107,549,049	-5.5%	19,324,165	28.8%	\$3.23	-0.2	2,251	0.4%	100	0.0	98	-0.1
-8.5%	7,834,215	-14.7%	3,170,534	5.4%	\$4.21	-0.3	521	-4.5%	84	-4.1	78	-3.0
-1.7%	4,593,273	0.9%	1,395,982	-15.1%	\$4.09	-0.3	287	-5.2%	76	-4.3	66	-1.5
-16.0%	3,240,942	-30.0%	1,774,553	30.2%	\$4.36	-0.4	234	-3.6%	79	-3.1	68	-4.3
-0.1%	13,951,369	1.2%	1,063,844	-6.2%	\$4.55	-0.1	330	1.1%	90	-0.6	83	-0.3
-9.6%	5,790,140	-10.4%	330,600	6.8%	\$3.88	0.0	269	0.8%	55	-0.1	51	-0.5
-8.1%	1,810,959	-4.0%	75,820	-37.6%	\$3.60	0.0	80	0.6%	42	-0.2	26	-0.5
-5.1%	70,232,484	-6.2%	13,032,966	45.4%	\$2.67	-0.2	592	2.1%	89	-0.2	86	3.0
2.2%	3,140,886	-1.9%	1,305,670	10.4%	\$4.91	0.0	281	-2.6%	82	2.0	72	1.1
-0.4%	10,895,490	-3.7%	980,007	61.1%	\$1.70	0.0	162	1.9%	79	0.5	65	-0.4
0.2%	9,615,827	-3.7%	834,861	86.8%	\$1.68	0.0	127	1.8%	70	0.7	59	0.0
-8.9%	605,230	-8.0%	113,331	-13.9%	\$1.55	0.0	11	4.4%	11	0.2	8	-0.1
17.9%	42,454,367	13.8%	7,263,221	29.9%	\$5.71	0.0	1,491	7.2%	94	0.4	93	0.3
11.8%	16,416,221	10.3%	2,577,615	33.2%	\$5.95	0.1	590	2.6%	86	5.3	80	4.7
12.0%	7,100,162	2.4%	1,245,503	29.6%	\$5.43	0.1	241	8.8%	68	0.5	63	1.1

5.3%	3,702,294	-1.3%	436,464	94.7%	\$5.49	0.1	166	13.6%	59	2.1	51	0.5
20.8%	3,363,322	20.2%	1,116,501	15.0%	\$7.11	0.2	154	5.6%	47	-11.5	39	-8.5
1.0%	2,561,832	31.2%	431,881	36.3%	\$2.01	-0.5	67	-5.3%	43	-0.7	34	-0.4
13.6%	13,574,953	10.9%	2,105,686	17.3%	\$10.86	-0.3	1,444	17.0%	93	1.3	87	3.6
6.9%	4,290,514	13.0%	639,216	-19.0%	\$10.24	-0.9	342	18.2%	76	0.6	69	1.7
37.5%	3,354,508	33.4%	503,055	123.0%	\$8.61	-0.8	99	59.8%	70	28.3	55	22.9
20.2%	2,900,217	16.8%	502,917	23.2%	\$12.97	0.1	466	33.3%	72	7.7	64	9.3
-23.2%	757,267	-24.0%	30,272	1.9%	\$10.51	0.1	86	-5.6%	61	-3.0	40	-5.5

Dollar Sales per \$MM ACV (avg)	Dollar Sales per \$MM ACV (avg) Chg YA	VOLUME SALES YA	DOLLAR SALES YA
566	-11.7	\$207,517,192	100% \$619,101,177 100%
140	-11.7	\$39,310,150	19% \$155,991,469 25%
162	-21.3	\$46,823,434	23% \$192,908,103 31%
135	-10.9	\$37,055,078	18% \$149,991,700 24%
131	-7.3	\$35,431,997	17% \$142,195,918 23%
94	-3.7	\$25,589,184	12% \$100,124,945 16%
35	-4.7	\$8,112,571	4% \$33,978,329 5%
14	1.6	\$195,469	0% \$762,913 0%
16	-2.2	\$1,534,773	1% \$7,329,730 1%
122	-8.2	\$33,701,755	16% \$134,103,274 22%
126	-11.6	\$35,236,528	17% \$141,433,004 23%
8	-1.0	\$666,571	0% \$3,116,145 1%
14	-0.7	\$929,704	0% \$4,591,708 1%
9	-0.8	\$26,806	0% \$87,930 0%
25	-2.6	\$4,415,614	2% \$20,549,911 3%
25	-2.4	\$4,045,229	2% \$17,539,403 3%
9	-0.4		0%
7	-4.2	\$205,796	0% \$1,446,180 0%
176	1.1	\$71,734,183	35% \$169,376,395 27%
13	-0.1	\$1,158,834	2% \$2,946,716 0%
16	-1.0	\$1,018,010	1% \$2,869,269 0%
8	-4.6	\$75,480	0% \$176,744 0%
79	-6.8	\$40,709,884	57% \$82,717,102 13%
32	4.1	\$4,502,184	2% \$19,503,390 3%
22	0.4	\$2,930,965	65% \$10,769,849 55%
11	-0.9	\$1,296,315	29% \$4,729,453 24%
12	-2.3	\$1,634,649	36% \$6,040,390 31%
998	-14.0	\$447,397,736	100% \$1,031,072,827 100%
135	1.6	\$56,569,883	13% \$117,194,882 11%
81	-3.7	\$22,407,032	5% \$43,402,195 4%
72	4.8	\$25,592,820	6% \$54,210,785 5%
61	-0.7	\$8,302,716	2% \$18,854,346 2%
42	-1.4	\$12,689,081	3% \$31,857,713 3%
251	-6.6	\$127,156,707	28% \$252,742,005 25%
247	-9.3	\$86,717,388	19% \$263,823,928 26%
171	-5.3	\$92,692,154	21% \$163,101,986 16%
232	0.8	\$21,032,464	100% \$230,228,348 100%
204	4.2	\$16,662,869	79% \$198,727,718 86%
89	3.9	\$6,799,273	32% \$79,726,424 35%
69	-7.9	\$5,478,927	26% \$70,913,153 31%
92	14.1	\$4,228,954	20% \$46,400,019 20%
44	-2.5	\$4,369,595	21% \$31,500,629 14%
9	0.5	\$253,154	1% \$1,840,778 1%
22	-1.1	\$2,627,023	12% \$17,610,826 8%
17	0.3	\$1,121,068	5% \$8,119,598 4%
1,722	-53.3	\$787,007,269	100% \$1,831,495,306 100%

332	-41.3	\$140,449,189	18%	\$328,906,978	18%
670	-20.1	\$311,543,073	40%	\$709,919,550	39%
216	-16.5	\$85,883,239	11%	\$184,226,438	10%
353	-10.6	\$177,828,557	23%	\$347,446,307	19%
222	1.0	\$63,294,376	100%	\$223,895,811	100%
201	0.8	\$53,930,080	85%	\$201,172,319	90%
175	0.9	\$47,836,864	76%	\$176,641,809	79%
16	0.5	\$1,218,754	2%	\$7,998,061	4%
34	-10.5	\$5,248,705	8%	\$11,265,294	5%
21	4.7	\$3,043,459	5%	\$7,815,410	3%
512	-24.6	\$299,341,998	100%	\$549,097,952	100%
233	-10.2	\$124,912,071	42%	\$247,322,968	45%
214	-9.4	\$114,167,159	38%	\$225,670,842	41%
108	-3.7	\$60,732,296	20%	\$108,539,366	20%
117	-7.6	\$53,396,722	18%	\$117,099,025	21%
80	-2.5	\$10,744,912	4%	\$21,652,126	4%
26	-2.2	\$10,674,253	4%	\$21,726,565	4%
0	-0.4	\$37	0%	\$32	0%
145	-3.9	\$51,934,568	17%	\$98,606,186	18%
114	-15.5	\$12,171,634	4%	\$21,856,086	4%
212	4.9	\$22,797,944	8%	\$30,169,473	5%
51	-0.8	\$9,895,814	3%	\$14,133,620	3%
9	-4.4	\$1,157,502	0%	\$3,152,941	1%
46	-1.3	\$21,853,594	7%	\$28,831,346	5%
85	-1.5	\$41,417,264	100%	\$82,935,982	100%
68	0.3	\$31,367,080	76%	\$63,550,319	77%
34	7.4	\$1,284,633	3%	\$2,335,689	3%
4	-0.8	\$199,209	0%	\$606,649	1%
12	-2.6	\$3,018,019	7%	\$5,089,322	6%
109	-5.7	\$41,043,185	100%	\$106,298,098	100%
81	-5.1	\$26,934,425	66%	\$72,853,188	69%
37	-3.2	\$4,503,598	11%	\$9,513,341	9%
23	-1.9	\$3,419,060	8%	\$10,077,076	9%
20	-5.4	\$5,537,340	13%	\$12,546,281	12%
391	-31.8	\$128,753,092	100%	\$435,762,894	100%
59	-10.7	\$12,191,518	9%	\$55,200,291	13%
37	-4.0	\$6,197,166	5%	\$26,927,974	6%
34	-7.3	\$5,994,351	5%	\$28,272,317	6%
80	3.5	\$14,917,051	12%	\$68,980,794	16%
41	-3.9	\$6,769,910	5%	\$26,128,899	6%
61	0.2	\$2,007,428	2%	\$7,256,184	2%
228	-20.0	\$83,868,222	65%	\$237,873,058	55%
29	-0.5	\$4,383,589	3%	\$21,677,568	5%
29	-0.6	\$11,923,686	100%	\$20,622,254	100%
28	-0.4	\$10,435,965	88%	\$17,949,722	87%
8	-0.9	\$789,136	7%	\$1,204,789	6%
290	35.7	\$42,889,780	100%	\$243,009,646	100%
134	-4.6	\$16,813,911	39%	\$99,156,930	41%
72	0.4	\$7,893,459	18%	\$42,296,724	17%

38	-0.3	\$3,974,564	9%	\$21,613,890	9%
53	6.3	\$3,768,459	9%	\$26,136,094	11%
15	-0.5	\$2,269,183	5%	\$5,735,977	2%
184	0.6	\$14,037,198	100%	\$157,171,653	100%
79	-4.7	\$4,586,106	33%	\$50,890,834	32%
60	0.1	\$2,739,828	20%	\$25,768,317	16%
59	-1.6	\$2,891,527	21%	\$37,227,163	24%
20	-3.0	\$1,025,981	7%	\$10,654,614	7%