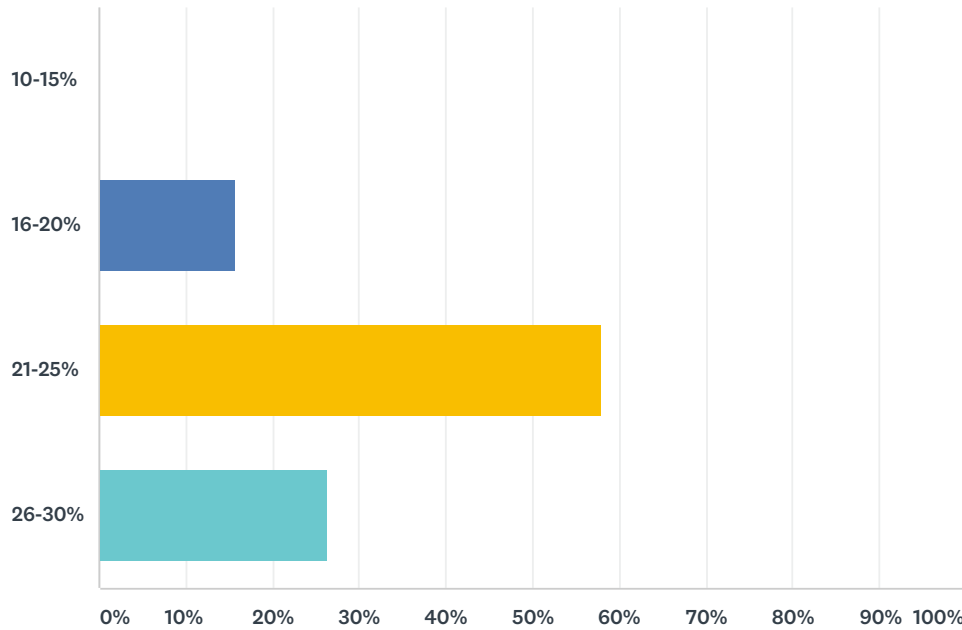


Q1 What is your overall gross profit percentage?

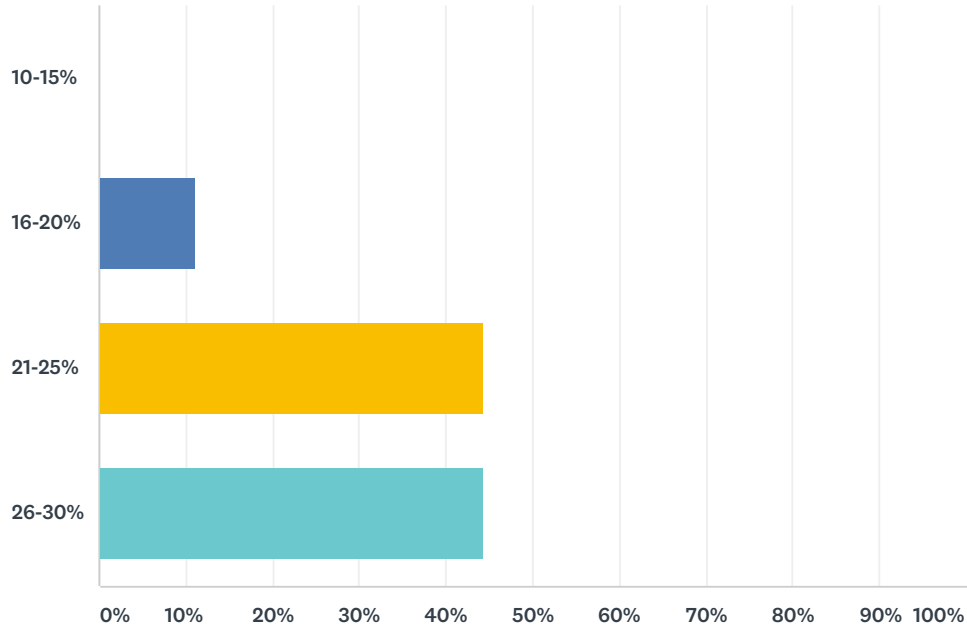
Answered: 19 Skipped: 0



ANSWER CHOICES	RESPONSES
10-15%	0.00% 0
16-20%	15.79% 3
21-25%	57.89% 11
26-30%	26.32% 5
TOTAL	19

Q2 What is your warehouse GP percentage?

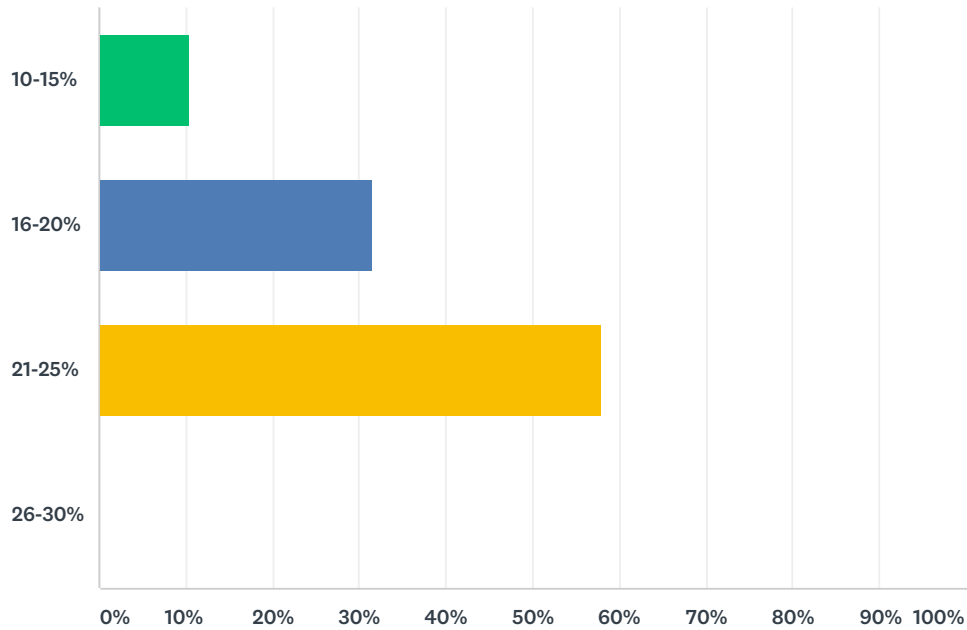
Answered: 18 Skipped: 1



ANSWER CHOICES	RESPONSES
10-15%	0.00% 0
16-20%	11.11% 2
21-25%	44.44% 8
26-30%	44.44% 8
TOTAL	18

Q3 What is your direct ship GP percentage?

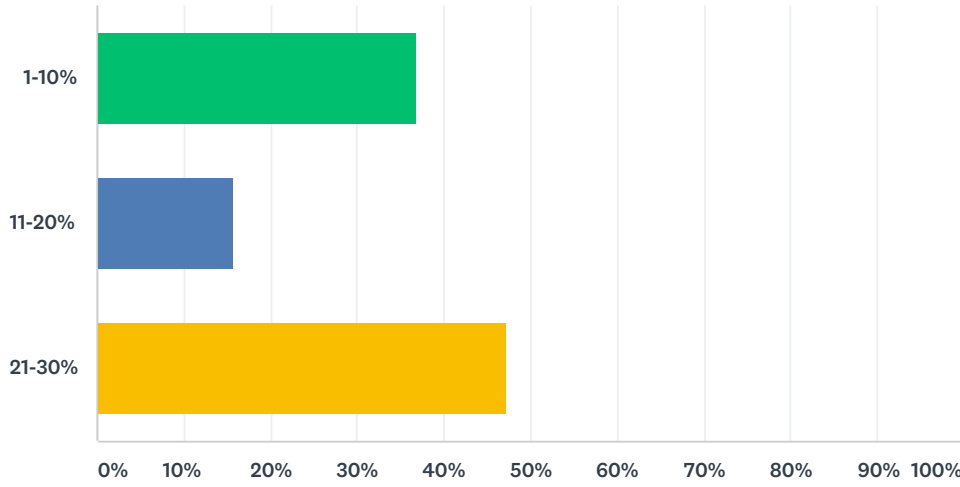
Answered: 19 Skipped: 0



ANSWER CHOICES	RESPONSES	
10-15%	10.53%	2
16-20%	31.58%	6
21-25%	57.89%	11
26-30%	0.00%	0
TOTAL		19

Q4 What percent of your sales are Drop Ship?

Answered: 19 Skipped: 0



ANSWER CHOICES	RESPONSES
1-10%	36.84% 7
11-20%	15.79% 3
21-30%	47.37% 9
TOTAL	19

Q5 What is your average sales per order?

Answered: 18 Skipped: 1

#	RESPONSES	DATE
1	\$656.00	1/8/2019 11:10 AM
2	1500	1/7/2019 3:03 PM
3	\$ 1153.	1/5/2019 1:07 PM
4	\$1400	1/4/2019 2:00 PM
5	7500	1/2/2019 4:05 PM
6	\$1,250	1/2/2019 4:04 PM
7	\$1400	1/2/2019 3:36 PM
8	\$1,363	1/2/2019 1:29 PM
9	\$1300	1/2/2019 1:20 PM
10	1200	1/2/2019 9:23 AM
11	\$2917	12/26/2018 11:02 AM
12	\$1,0489.78	12/21/2018 10:45 AM
13	\$4642	12/20/2018 12:19 PM
14	\$500	12/18/2018 9:24 AM
15	\$2500	12/17/2018 11:34 AM
16	\$2100	12/17/2018 9:02 AM
17	\$2085	12/13/2018 2:53 PM
18	We do not track - varies widely	12/12/2018 6:05 PM

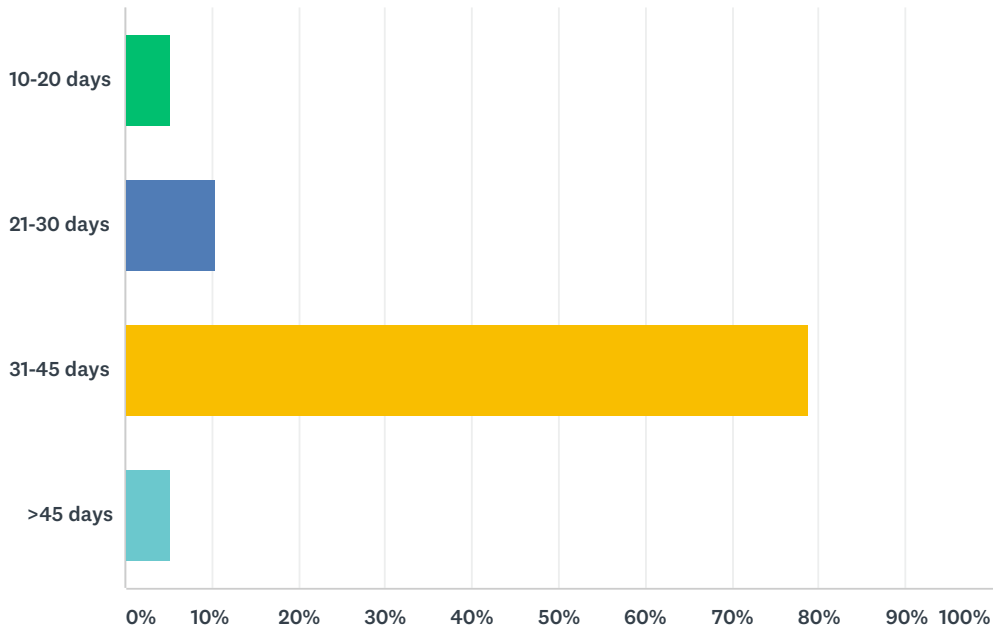
Q6 What is your product return percentage?

Answered: 19 Skipped: 0

#	RESPONSES	DATE
1	3%	1/8/2019 11:10 AM
2	0.43%	1/7/2019 3:03 PM
3	less than 5 %	1/5/2019 1:07 PM
4	less than 1%	1/4/2019 2:00 PM
5	2	1/2/2019 4:05 PM
6	1.4%	1/2/2019 4:04 PM
7	<1%	1/2/2019 3:36 PM
8	0.005%	1/2/2019 1:29 PM
9	1%	1/2/2019 1:20 PM
10	1	1/2/2019 9:23 AM
11	less than 1%	12/26/2018 11:02 AM
12	0.002374%	12/21/2018 10:45 AM
13	< than 1% of GS	12/20/2018 12:19 PM
14	Very low	12/19/2018 5:42 PM
15	<1%	12/18/2018 9:24 AM
16	4%	12/17/2018 11:34 AM
17	.25% 1 quarter of 1%	12/17/2018 9:02 AM
18	2%	12/13/2018 2:53 PM
19	Less than 1%	12/12/2018 6:05 PM

Q7 What is your average DSO?

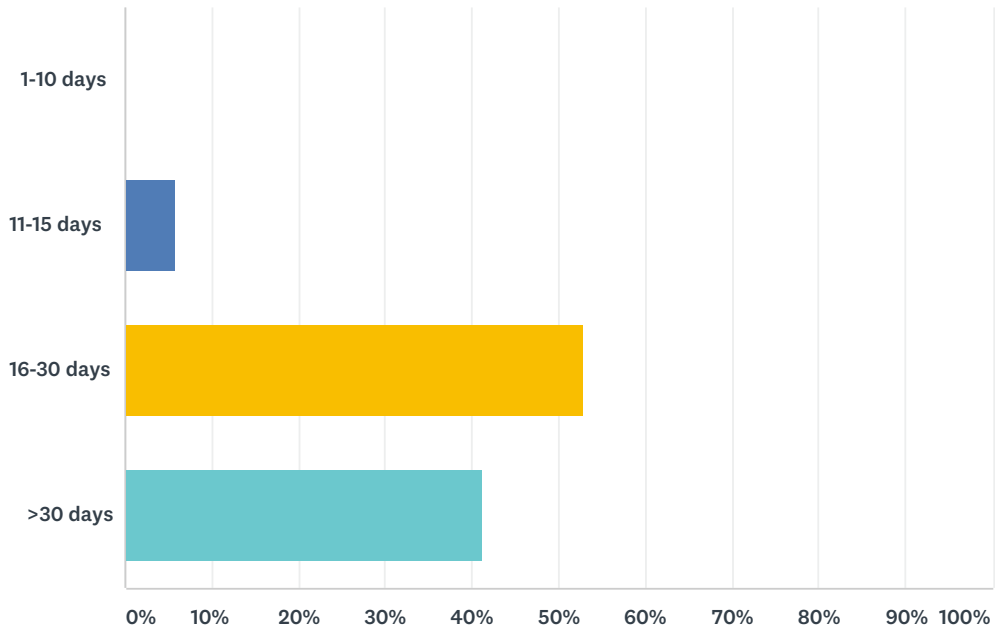
Answered: 19 Skipped: 0



ANSWER CHOICES	RESPONSES
10-20 days	5.26% 1
21-30 days	10.53% 2
31-45 days	78.95% 15
>45 days	5.26% 1
TOTAL	19

Q8 What is your average DPO?

Answered: 17 Skipped: 2



ANSWER CHOICES	RESPONSES
1-10 days	0.00% 0
11-15 days	5.88% 1
16-30 days	52.94% 9
>30 days	41.18% 7
TOTAL	17

Q9 What is your warehouse inventory turn rate? (average COGWS / average inventory)

Answered: 19 Skipped: 0

#	RESPONSES	DATE
1	28	1/8/2019 11:10 AM
2	9.1	1/7/2019 3:03 PM
3	6.5	1/5/2019 1:07 PM
4	turn our inventory 8x per year	1/4/2019 2:00 PM
5	4	1/2/2019 4:05 PM
6	8.7	1/2/2019 4:04 PM
7	8	1/2/2019 3:36 PM
8	7.02	1/2/2019 1:29 PM
9	12	1/2/2019 1:20 PM
10	14	1/2/2019 9:23 AM
11	Do not chart	12/26/2018 11:02 AM
12	9.287	12/21/2018 10:45 AM
13	4.3	12/20/2018 12:19 PM
14	30 to 60 days	12/19/2018 5:42 PM
15	10	12/18/2018 9:24 AM
16	8.9	12/17/2018 11:34 AM
17	6.9	12/17/2018 9:02 AM
18	4.48	12/13/2018 2:53 PM
19	6-7 turns	12/12/2018 6:05 PM

Q10 What is your financial turn (average total COGS / average inventory)

Answered: 15 Skipped: 4

#	RESPONSES	DATE
1	14.2	1/8/2019 11:10 AM
2	9	1/7/2019 3:03 PM
3	1.05	1/4/2019 2:00 PM
4	7.8	1/2/2019 4:05 PM
5	6.32	1/2/2019 1:29 PM
6	12	1/2/2019 1:20 PM
7	26	1/2/2019 9:23 AM
8	12.78	12/26/2018 11:02 AM
9	.77	12/20/2018 12:19 PM
10	700,000	12/19/2018 5:42 PM
11	1.2	12/18/2018 9:24 AM
12	8.8	12/17/2018 11:34 AM
13	6.9	12/17/2018 9:02 AM
14	8.48	12/13/2018 2:53 PM
15	10	12/12/2018 6:05 PM

Q11 What is your percentage of custom product in inventory?

Answered: 19 Skipped: 0

#	RESPONSES	DATE
1	18%	1/8/2019 11:10 AM
2	70	1/7/2019 3:03 PM
3	less than 10%	1/5/2019 1:07 PM
4	15% to 20%	1/4/2019 2:00 PM
5	10	1/2/2019 4:05 PM
6	40%	1/2/2019 4:04 PM
7	40%	1/2/2019 3:36 PM
8	60%	1/2/2019 1:29 PM
9	40	1/2/2019 1:20 PM
10	60	1/2/2019 9:23 AM
11	67	12/26/2018 11:02 AM
12	75%+	12/21/2018 10:45 AM
13	42%	12/20/2018 12:19 PM
14	22%	12/19/2018 5:42 PM
15	50%	12/18/2018 9:24 AM
16	85%	12/17/2018 11:34 AM
17	60%	12/17/2018 9:02 AM
18	9.5%	12/13/2018 2:53 PM
19	>90%	12/12/2018 6:05 PM

Q12 Do you charge sales reps for dead custom inventory? If YES, what percentage?

Answered: 19 Skipped: 0

#	RESPONSES	DATE
1	100%	1/8/2019 11:10 AM
2	30	1/7/2019 3:03 PM
3	cost of goods divided by any number of months depending on total Dollar value	1/5/2019 1:07 PM
4	no	1/4/2019 2:00 PM
5	Yes, 100%	1/2/2019 4:05 PM
6	Yes	1/2/2019 4:04 PM
7	Yes/100% - unless there is a PO or stocking agreement	1/2/2019 3:36 PM
8	Yes - 50% of cost	1/2/2019 1:29 PM
9	Share the loss the same as their commission rate	1/2/2019 1:20 PM
10	100	1/2/2019 9:23 AM
11	Yes, 30% of total cost	12/26/2018 11:02 AM
12	No	12/21/2018 10:45 AM
13	1% @120 days, 2% @ 150, 3% @ 180 days +	12/20/2018 12:19 PM
14	NO	12/19/2018 5:42 PM
15	NO	12/18/2018 9:24 AM
16	Yes - 100% but have the ability to recoup in 60 days	12/17/2018 11:34 AM
17	100%, but they do get reimbursed at different levels if they end of selling	12/17/2018 9:02 AM
18	No	12/13/2018 2:53 PM
19	Yes - is deducted from bonus at rate of 4% of gross value	12/12/2018 6:05 PM

Q13 Do you charge sales reps for past due accounts? If YES, what percentage?

Answered: 19 Skipped: 0

#	RESPONSES	DATE
1	No	1/8/2019 11:10 AM
2	1%-2%	1/7/2019 3:03 PM
3	no, we take commission away after 90 days	1/5/2019 1:07 PM
4	no	1/4/2019 2:00 PM
5	Yes, 100%	1/2/2019 4:05 PM
6	No	1/2/2019 4:04 PM
7	Yes. 1% monthly after 90 days, and 100% over credit line if account goes bad	1/2/2019 3:36 PM
8	Yes - they do not get paid any commission on invoices older than 180 days	1/2/2019 1:29 PM
9	Only if they go bad do we share the loss the same as their commission rate	1/2/2019 1:20 PM
10	100	1/2/2019 9:23 AM
11	1% of all A/R past 45 days	12/26/2018 11:02 AM
12	N/A	12/21/2018 10:45 AM
13	Commissions forfeited at 90 days, will reinstate 50% if paid by in 120, 25% if paid in 150, nothing thereafter.	12/20/2018 12:19 PM
14	No	12/19/2018 5:42 PM
15	NO	12/18/2018 9:24 AM
16	Yes - 100%	12/17/2018 11:34 AM
17	for past due >90 days no commission paid, for bad debt Yes, 100% charged	12/17/2018 9:02 AM
18	No - only bad debt	12/13/2018 2:53 PM
19	no - provided they manage it well. Do charge if they are negligent at 4% of gross	12/12/2018 6:05 PM

Q14 What is your complete ship percentage, per line per order?

Answered: 16 Skipped: 3

#	RESPONSES	DATE
1	n/a	1/7/2019 3:03 PM
2	90 plus %	1/5/2019 1:07 PM
3	95%	1/4/2019 2:00 PM
4	90	1/2/2019 4:05 PM
5	Per line: 98% Per order: 95%	1/2/2019 3:36 PM
6	Not exactly sure what the question is...but our fill rate is 97.95%	1/2/2019 1:29 PM
7	90	1/2/2019 1:20 PM
8	99	1/2/2019 9:23 AM
9	87%	12/26/2018 11:02 AM
10	98.7%	12/21/2018 10:45 AM
11	Fill rates are > 97%	12/20/2018 12:19 PM
12	99.1%	12/18/2018 9:24 AM
13	97%	12/17/2018 11:34 AM
14	97.6%	12/17/2018 9:02 AM
15	99+%	12/13/2018 2:53 PM
16	>98%	12/12/2018 6:05 PM

Q15 What is the number of VMI accounts serviced?

Answered: 19 Skipped: 0

#	RESPONSES	DATE
1	25	1/8/2019 11:10 AM
2	10%	1/7/2019 3:03 PM
3	very small %	1/5/2019 1:07 PM
4	less than 50	1/4/2019 2:00 PM
5	2	1/2/2019 4:05 PM
6	25	1/2/2019 4:04 PM
7	25	1/2/2019 3:36 PM
8	50	1/2/2019 1:29 PM
9	10%	1/2/2019 1:20 PM
10	51	1/2/2019 9:23 AM
11	20-25	12/26/2018 11:02 AM
12	11 (External) - 252 (internal)	12/21/2018 10:45 AM
13	5	12/20/2018 12:19 PM
14	10	12/19/2018 5:42 PM
15	150	12/18/2018 9:24 AM
16	100	12/17/2018 11:34 AM
17	<70	12/17/2018 9:02 AM
18	<10	12/13/2018 2:53 PM
19	30	12/12/2018 6:05 PM

Q16 What is your CSR per salesperson ratio?

Answered: 19 Skipped: 0

#	RESPONSES	DATE
1	1:2	1/8/2019 11:10 AM
2	2/5	1/7/2019 3:03 PM
3	2 csr -5 sale	1/5/2019 1:07 PM
4	3 to 1	1/4/2019 2:00 PM
5	1:3	1/2/2019 4:05 PM
6	1:3	1/2/2019 4:04 PM
7	6:1 - but volume dependent	1/2/2019 3:36 PM
8	4:1	1/2/2019 1:29 PM
9	2/1	1/2/2019 1:20 PM
10	4:1	1/2/2019 9:23 AM
11	1 CSR for every 2 sales reps	12/26/2018 11:02 AM
12	1 CSR for every 2.5 Reps	12/21/2018 10:45 AM
13	1:2.5	12/20/2018 12:19 PM
14	1 to 4	12/19/2018 5:42 PM
15	2:1	12/18/2018 9:24 AM
16	85%	12/17/2018 11:34 AM
17	1 CSR per 10 reps	12/17/2018 9:02 AM
18	1:3	12/13/2018 2:53 PM
19	2:3	12/12/2018 6:05 PM

Q17 What is your total operating expense as a percentage of total revenue?

Answered: 17 Skipped: 2

#	RESPONSES	DATE
1	20%	1/8/2019 11:10 AM
2	27	1/7/2019 3:03 PM
3	5	1/4/2019 2:00 PM
4	14.8%	1/2/2019 4:05 PM
5	24%	1/2/2019 4:04 PM
6	30% + COGS	1/2/2019 3:36 PM
7	13.3%	1/2/2019 1:29 PM
8	21	1/2/2019 1:20 PM
9	9	1/2/2019 9:23 AM
10	18.6	12/26/2018 11:02 AM
11	14.27%	12/21/2018 10:45 AM
12	22.7%	12/20/2018 12:19 PM
13	11.3%	12/18/2018 9:24 AM
14	20%	12/17/2018 11:34 AM
15	20%	12/17/2018 9:02 AM
16	20.3%	12/13/2018 2:53 PM
17	60% including COS, Admin and excluding tax, interest, depreciation and bonus compensation	12/12/2018 6:05 PM