



Jul 2010 - Sep 2010 Quarterly Domestic DSO Report

Lower Third (9 Reporting)

	% Current	% 90 Days Past Due	Days Sales Outstanding	Average Terms	Average Days Delinquent	Annual Sales Volume	Tot. BD/Resv. as % of Sales	Tot. BD/Resv. as % of AR	Actual Write Offs as % of Sales
HIGH	90.7300%	34.8000%	99	46	60	\$50,000.00	0.4000%	3.8000%	0.2900%
LOW	38.8400%	22.1800%	32	25	5	\$12,000.00	0.1000%	1.1000%	0.0890%
AVG	64.3633%	14.8756%	58	35	23	\$28,000.00	0.2100%	0.7600%	0.5700%
MED	62.3800%	16.5600%	56	37	22	\$25,000.00	0.2600%	0.0000%	0.0000%

Middle Third (9 Reporting)

	% Current	% 90 Days Past Due	Days Sales Outstanding	Average Terms	Average Days Delinquent	Annual Sales Volume	Tot. BD/Resv. as % of Sales	Tot. BD/Resv. as % of AR	Actual Write Offs as % of Sales
HIGH	100.4200%	21.5500%	93	52	41	\$11,537,549.00	0.6000%	4.5000%	0.0000%
LOW	56.1100%	0.7200%	12	8	0	\$0.00	0.2000%	1.5000%	0.0000%
AVG	76.6956%	7.2689%	45	33	12	\$3,603,394.33	0.3000%	2.2000%	0.0000%
MED	77.0700%	4.2300%	48	31	9	\$0.00	0.3000%	1.9900%	0.0000%

Higher Third (10 Reporting)

	% Current	% 90 Days Past Due	Days Sales Outstanding	Average Terms	Average Days Delinquent	Annual Sales Volume	Tot. BD/Resv. as % of Sales	Tot. BD/Resv. as % of AR	Actual Write Offs as % of Sales
HIGH	79.4800%	29.5600%	73	48	37	\$993,226,145.00	0.5000%	4.9000%	0.5000%
LOW	50.0200%	1.5400%	27	22	6	\$31,236,000.00	0.0000%	0.0000%	0.0000%
AVG	65.7290%	14.8140%	49	32	17	\$221,653,233.33	0.0549%	0.8666%	0.0509%
MED	68.3400%	13.3450%	47	32	18	\$46,754,468.50	0.0000%	0.0000%	0.0000%

All (28 Reporting)

	% Current	% 90 Days Past Due	Days Sales Outstanding	Average Terms	Average Days Delinquent	Annual Sales Volume	Tot. BD/Resv. as % of Sales	Tot. BD/Resv. as % of AR	Actual Write Offs as % of Sales
HIGH	100.4200%	34.8000%	99	52	60	\$993,886,145.00	0.5000%	4.9000%	0.5000%
LOW	38.8200%	0.7200%	12	8	0	\$0.00	0.0000%	0.0000%	0.0000%
AVG	68.8150%	12.4086%	51	33	17	\$87,462,960.29	0.0196%	0.3095%	0.0182%
MED	71.3500%	13.3450%	49	32	16	\$44,678,753.00	0.0000%	0.0000%	0.0000%

Books (6 Reporting)

	% Current	% 90 Days Past Due	Days Sales Outstanding	Average Terms	Average Days Delinquent	Annual Sales Volume	Tot. BD/Resv. as % of Sales	Tot. BD/Resv. as % of AR	Actual Write Offs as % of Sales
HIGH	77.4000%	21.5500%	93	52	41	\$40,000,000.00	N/A	N/A	N/A
LOW	56.1100%	3.0800%	40	31	9	\$0.00	0.0000%	0.0000%	0.0000%
AVG	68.3183%	11.8300%	63	42	21	\$6,666,666.67	0.0000%	0.0000%	0.0000%
MED	68.4750%	12.7800%	60	42	19	\$0.00	0.0000%	0.0000%	0.0000%

Printers (22 Reporting)

	% Current	% 90 Days Past Due	Days Sales Outstanding	Average Terms	Average Days Delinquent	Annual Sales Volume	Tot. BD/Resv. as % of Sales	Tot. BD/Resv. as % of AR	Actual Write Offs as % of Sales
HIGH	100.4200%	34.8000%	99	48	60	\$993,886,145.00	0.5000%	4.9000%	0.5000%
LOW	38.8200%	0.7200%	12	8	0	\$0.00	0.0000%	0.0000%	0.0000%
AVG	69.2929%	12.4181%	47	31	16	\$109,445,089.90	0.0257%	0.4095%	0.0238%
MED	71.4400%	13.1900%	48	30	15	\$403,000.00	0.0000%	0.0000%	0.0000%