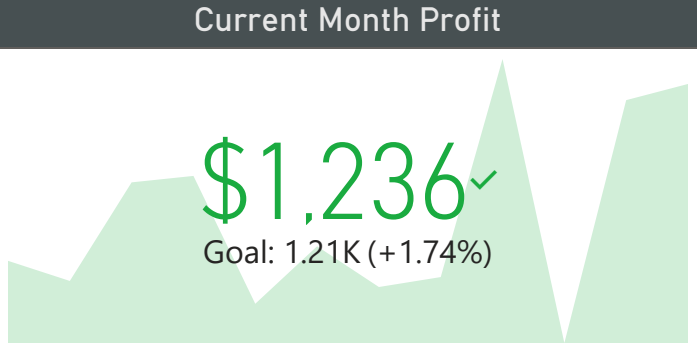
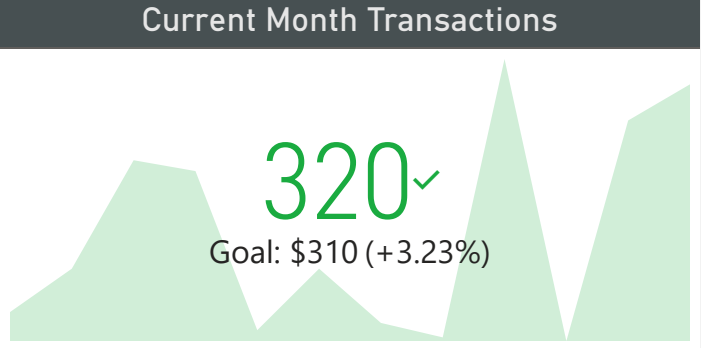
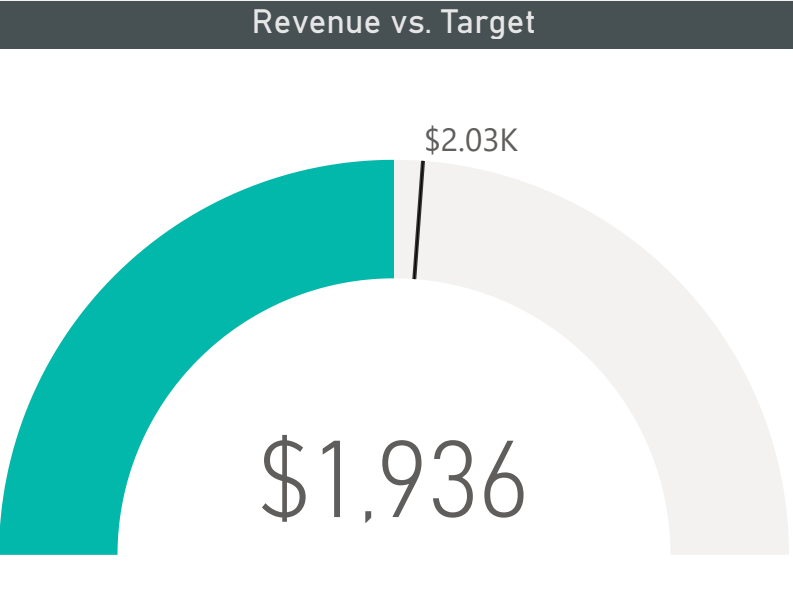
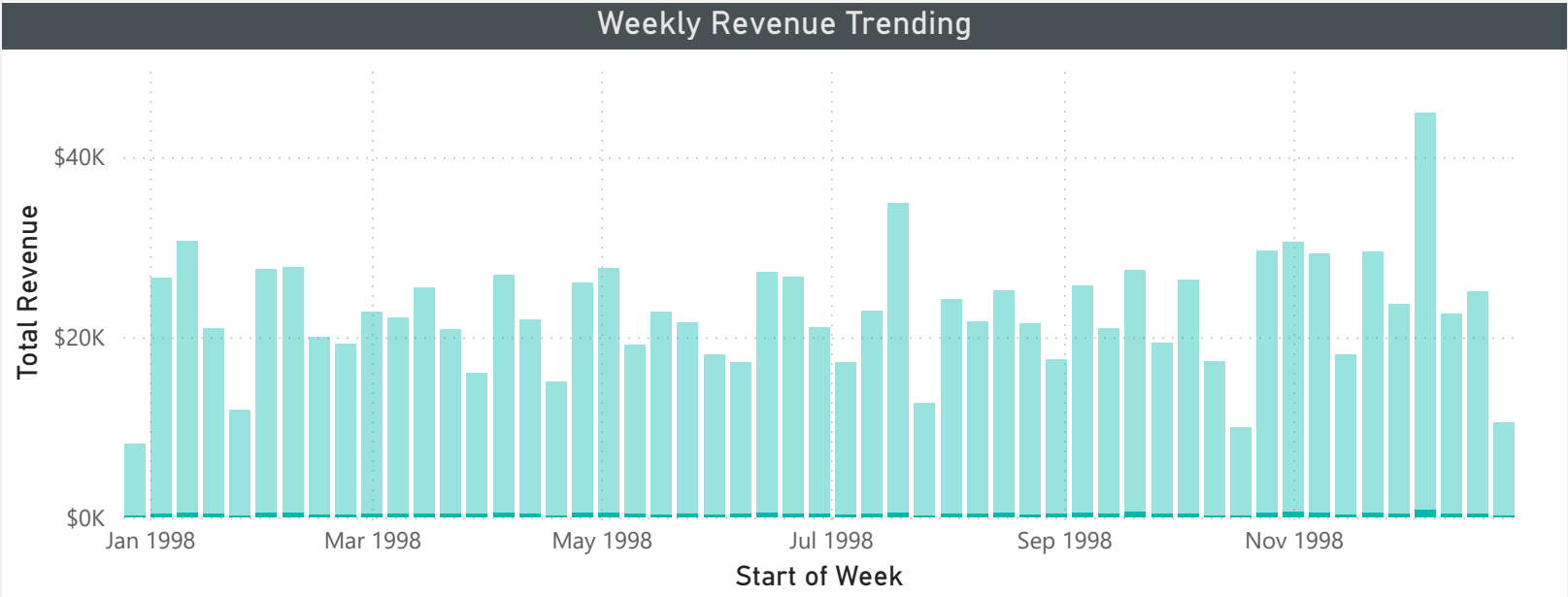
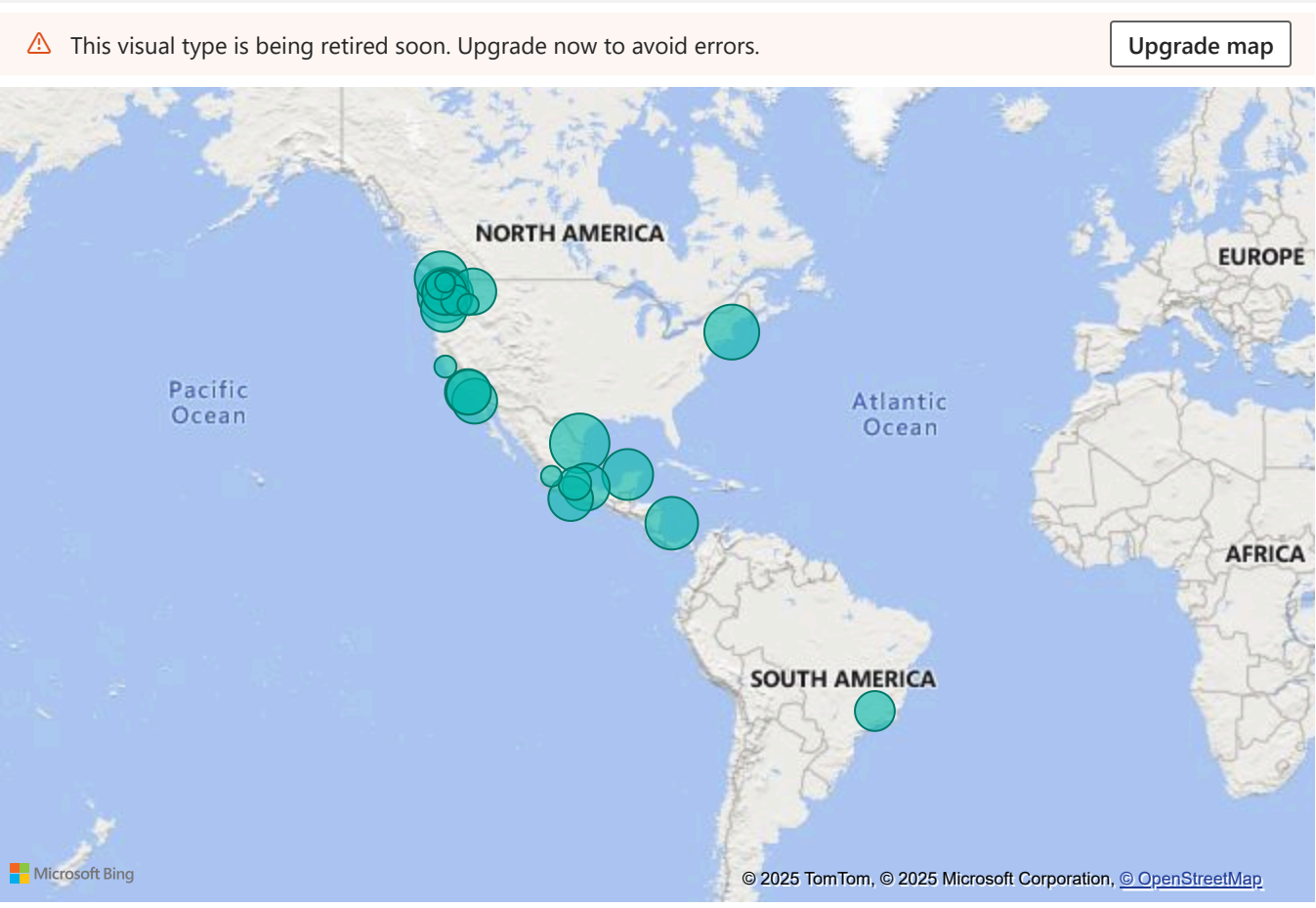




| Product brand | Total transactions | Total Profit | Profit Margin | Return Rate |
|---------------|--------------------|--------------|---------------|-------------|
| Plato         | 3,352              | \$12,748     | 63.55%        | 1.06%       |
| BBB Best      | 3,514              | \$12,991     | 62.12%        | 0.80%       |
| Cormorant     | 3,744              | \$15,749     | 61.60%        | 0.87%       |
| Imagine       | 3,634              | \$15,102     | 61.40%        | 1.06%       |
| Carlson       | 2,564              | \$10,534     | 61.20%        | 0.97%       |
| Better        | 2,823              | \$9,179      | 61.15%        | 1.07%       |
| Fast          | 4,097              | \$16,469     | 61.03%        | 1.07%       |
| PigTail       | 3,467              | \$11,617     | 60.68%        | 1.04%       |
| Best Choice   | 4,218              | \$18,355     | 60.64%        | 0.81%       |
| Super         | 3,618              | \$13,868     | 60.59%        | 0.96%       |
| Sunset        | 3,953              | \$14,018     | 60.45%        | 1.03%       |
| Nationeel     | 4,408              | \$18,617     | 60.44%        | 1.18%       |
| High Top      | 4,940              | \$19,810     | 60.42%        | 1.01%       |
| Big Time      | 3,816              | \$15,560     | 60.20%        | 1.05%       |
| Pleasant      | 2,564              | \$10,187     | 60.18%        | 0.92%       |
| High Quality  | 3,577              | \$16,139     | 59.98%        | 1.13%       |
| Ebony         | 5,238              | \$20,354     | 59.81%        | 0.96%       |
| Fort West     | 4,108              | \$15,834     | 59.80%        | 0.97%       |
| Just Right    | 2,558              | \$9,283      | 59.54%        | 0.83%       |
| Carrington    | 3,891              | \$14,883     | 59.52%        | 0.78%       |
| Red Wing      | 3,870              | \$15,870     | 59.36%        | 1.06%       |
| Bravo         | 2,484              | \$11,027     | 59.15%        | 0.82%       |
| CDR           | 3,078              | \$12,062     | 58.98%        | 1.11%       |
| Tri-State     | 5,099              | \$19,980     | 58.91%        | 1.10%       |
| Golden        | 3,550              | \$13,256     | 58.72%        | 0.88%       |
| Landslide     | 3,270              | \$10,647     | 58.65%        | 0.98%       |
| Hermanos      | 5,342              | \$21,753     | 58.64%        | 0.95%       |
| Horatio       | 4,195              | \$17,737     | 58.42%        | 1.26%       |
| Tell Tale     | 5,112              | \$19,982     | 58.05%        | 0.99%       |
| Denny         | 3,584              | \$16,015     | 58.02%        | 0.99%       |
| Total         | 1,13,668           | \$4,49,627   | 59.94%        | 1.00%       |



- ☐ Select all
- ☐ Canada
- ☐ Mexico
- ☐ USA



## PERFORMANCE NOTES:



***Portland** reached **1,000 sales** in December to close out the year*



***High Top** product returns doubled in Mexico (**4** to **8**), at a return rate of **1.2%***



***Plato** products drove the strongest overall profit margin (**63.55%**) in 1998*