

LAKESHORE FITTINGS, INC.**Report: Actual Gross Margin by Customer by Part**

Report print date: 8/30/2017

Invoices Date Range: 2017-01-01 through 2017-01-29

Work Orders Date Range: 2017-01-01 through 2017-01-29

Customer Name														
Part	Out range	Description	Sales Dollars	Sales Units	Avg Price	Mfg Order Std Cost	Mfg Orders Variances	Mfg Orders Net Cost	Margin Adj	Net Act Cost	Units Produced	Avg Cost	Avg Margin	Margin Percen
A-1 INDUSTRIAL HOSE & SUPPLY														
L103-0404	B	1/4" 1/4" HOSE BARB TO MALE	544	700	0.78	34,906	1,209	36,115	54	36,061	46,255	0.78	0.00	-0.38
L191-1212	B	3/4" GARDEN HOSE,FEMALE SWIVEL	290	300	0.97	41,824	1,520	43,343	29	43,314	52,000	0.83	0.13	13.74
L198-1012	B	5/8" GARDEN HOSE MALE-SHORT	275	350	0.79	19,614	10,830	30,444	27	30,416	29,917	1.02	-0.23	-29.47
L198-1212	B	3/4" GARDEN HOSE MALE-SHORT	237	300	0.79	1,131	-1,726	-595	24	-618	1,700	-0.36	1.15	146.13
L102-1212	A	3/4" X 3/4" HOSE BARB TO MALE	238	200	1.19	13,985	918	14,903	24	14,879	15,335	0.97	0.22	18.51
Sub Total:			1,583	1,850	0.86	111,460	12,751	124,210	158	124,052	145,207	0.85	0.00	0.15
ABBOTT RUBBER COMPANY, INC.														
L198-0612	A	3/8"GARDEN HOSE MALE, SHORT	641	800	0.80	9,968	8,862	18,830	64	18,766	15,438	1.22	-0.41	-51.74
L199-0612	B	3/8" GARDEN HOSE, FEMALE	754	800	0.94	18,155	1,062	19,216	75	19,141	22,401	0.85	0.09	9.37
Sub Total:			1,395	1,600	0.87	28,123	9,924	38,047	140	37,907	37,839	1.00	-0.13	-14.89
AGRICULTURAL MFG & TEXTILES														
L199-0812	A	1/2" GARDEN HOSE, FEMALE	2,488	2,800	0.89	14,705	821	15,526	249	15,277	19,159	0.80	0.09	10.28
L199-1012	B	5/8" GARDEN HOSE,FEMALE SWIVEL	3,738	4,200	0.89	12,066	320	12,386	374	12,012	17,072	0.70	0.19	20.93
L124-1212	A	3/4" X 3/4" HOSE BARB TO	191	150	1.27	15,073	738	15,811	19	15,792	13,200	1.20	0.08	6.11
Sub Total:			6,417	7,150	0.90	41,844	1,879	43,723	642	43,081	49,431	0.87	0.03	2.90
AMAZON HOSE & RUBBER CO.														
L102-1216	H	3/4" X 1" HOSE BARB TO MALE	570	250	2.28	23,474	-7,758	15,716	57	15,659	5,105	3.07	-0.79	-34.54
Sub Total:			570	250	2.28	23,474	-7,758	15,716	57	15,659	5,105	3.07	-0.79	-34.54
AMERICAN COPPER & BRASS														

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L102-0404	H	1/4" X 1/4" HOSE BARB TO MALE	256	700	0.37	28,721	5,976	34,697	26	34,671	100,440	0.35	0.02	5.76
L191-0812	B	1/2" GARDEN HOSE,FEMALE SWIVEL	647	700	0.92	43,851	-976	42,876	65	42,811	54,027	0.79	0.13	14.25
Sub Total:			903	1,400	0.65	72,572	5,000	77,573	90	77,482	154,467	0.50	0.14	22.26
APPLIED POWER PRODUCTS														
L102-0808	A	1/2" X 1/2" HOSE BARB TO MALE	2,424	3,000	0.81	32,685	3,490	36,176	242	35,933	52,561	0.68	0.12	15.38
L198-1012	B	5/8" GARDEN HOSE MALE-SHORT	1,099	1,400	0.79	19,614	10,830	30,444	110	30,334	29,917	1.01	-0.23	-29.10
L199-1012	B	5/8" GARDEN HOSE,FEMALE SWIVEL	1,246	1,400	0.89	12,066	320	12,386	125	12,261	17,072	0.72	0.17	19.29
L102-0404	H	1/4" X 1/4" HOSE BARB TO MALE	256	700	0.37	28,721	5,976	34,697	26	34,671	100,440	0.35	0.02	5.76
Sub Total:			5,025	6,500	0.77	93,086	20,617	113,703	503	113,200	199,990	0.57	0.21	26.80
ARCHER INDUSTRIAL CORP														
L124-1212	A	3/4" X 3/4" HOSE BARB TO	1,720	1,350	1.27	15,073	738	15,811	172	15,639	13,200	1.18	0.09	7.01
Sub Total:			1,720	1,350	1.27	15,073	738	15,811	172	15,639	13,200	1.18	0.09	7.02
ARONSON MFG.														
L198-0812	H	1/2" GARDEN HOSE MALE-SHORT	270	350	0.77	32,666	10,071	42,737	27	42,710	50,069	0.85	-0.08	-10.77
L198-1212	B	3/4" GARDEN HOSE MALE-SHORT	946	1,200	0.79	1,131	-1,726	-595	95	-689	1,700	-0.41	1.19	151.42
L199-0812	A	1/2" GARDEN HOSE, FEMALE	1,244	1,400	0.89	14,705	821	15,526	124	15,401	19,159	0.80	0.08	9.54
L199-1212	B	3/4" GARDEN HOSE, FEMALE	1,367	1,500	0.91	59,554	3,950	63,505	137	63,368	46,513	1.36	-0.45	-49.45
Sub Total:			3,827	4,450	0.86	108,056	13,116	121,173	383	120,790	117,441	1.03	-0.17	-19.59
ASCOT SUPPLY CORPORATION														
L102-0604	A	3/8" X 1/4" HOSE BARB TO MALE	780	2,000	0.39	26,346	8,199	34,544	78	34,466	100,063	0.34	0.05	11.66

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Customer Name

<u>Part</u>	<u>Out</u> <u>range</u>	<u>Description</u>	<u>Sales</u> <u>Dollars</u>	<u>Sales</u> <u>Units</u>	<u>Avg</u> <u>Price</u>	<u>Mfg Order</u> <u>Std Cost</u>	<u>Mfg Orders</u> <u>Variances</u>	<u>Mfg Orders</u> <u>Net Cost</u>	<u>Margin</u> <u>Adj</u>	<u>Net Act</u> <u>Cost</u>	<u>Units</u> <u>Produced</u>	<u>Avg</u> <u>Cost</u>	<u>Avg</u> <u>Margin</u>	<u>Margin</u> <u>Percen</u>
Sub Total:			780	2,000	0.39	26,346	8,199	34,544	78	34,466	100,063	0.34	0.05	11.67
AUSTER RUBBER														
L103-0606		3/8" x 3/8" HOSE BARB TO MALE	345	350	0.99	451	-23	428	35	394	350	1.13	-0.14	-14.07
Sub Total:			345	350	0.99	451	-23	428	35	394	350	1.13	-0.14	-14.07
COLDBREAK BREWING														
L199-0612	B	3/8" GARDEN HOSE, FEMALE	377	400	0.94	18,155	1,062	19,216	38	19,179	22,401	0.86	0.09	9.19
Sub Total:			377	400	0.94	18,155	1,062	19,216	38	19,179	22,401	0.86	0.09	9.20
COMMERCIAL PRODUCTS														
Y20510-2	H	SWAGE COLLAR #10 PTFE R115	2,792	9,350	0.30	8,627	2,405	11,033	279	10,753	28,170	0.38	-0.08	-27.82
Y20508-2	H	BRASS COLLAR	327	1,000	0.33	11,591	837	12,428	33	12,395	40,500	0.31	0.02	6.30
Y20504-2	H	SWAGE COLLAR #4 PTFE-R115	606	2,000	0.30	4,671	548	5,219	61	5,159	20,900	0.25	0.06	18.54
Y20310-2	H	SWAGE INSERT #10 TEFLON R115	3,078	5,600	0.55	7,483	1,669	9,153	308	8,845	16,180	0.55	0.00	0.54
X104-1304-16-2	H	COLLAR #16 TK2 BRASS	261	300	0.87	12,622	2,522	15,144	26	15,118	16,000	0.94	-0.08	-8.79
X104-1303-6T-2	H	INSERT #6 TK2 BR/MNPT-1/4-18	265	500	0.53	9,419	4,872	14,292	26	14,265	20,950	0.68	-0.15	-28.56
X104-1303-10-2	H	INSERT #10 TK2 BRASS MNPT	3,793	5,100	0.74	11,498	3,470	14,967	379	14,588	15,650	0.93	-0.19	-25.31
X104-1302-8-2	H	INSERT #8 TK2 BRASS JIC	765	975	0.78	12,578	2,677	15,255	77	15,178	18,700	0.81	-0.03	-3.41
X104-1302-6-2	H	INSERT #6 TK2 BRASS JIC	470	1,000	0.47	8,814	3,818	12,632	47	12,585	19,800	0.64	-0.17	-35.29
X104-1302-4-2	B	INSERT #4 TK2 BRASS JIC	300	800	0.38	5,231	7,008	12,239	30	12,209	14,897	0.82	-0.44	-118.47
X104-1302-16-2	H	INSERT #16 TK2 BRASS JIC	961	450	2.14	19,381	3,671	23,052	96	22,956	10,510	2.18	-0.05	-2.30

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X104-1302-12-2	H	INSERT #12 TK2 BRASS JIC	495	450	1.10	10,168	4,777	14,946	49	14,896	10,160	1.47	-0.37	-33.33
X104-1302-10-2	H	INSERT #10 TK2 BRASS JIC	363	400	0.91	9,752	4,358	14,111	36	14,074	10,900	1.29	-0.38	-42.24
Y20512-2	H	SWAGE COLLAR #12	537	700	0.77	7,301	-2,022	5,279	54	5,225	11,350	0.46	0.31	39.96
Sub Total:			15,011	28,625	0.52	139,138	40,610	179,748	1,501	178,247	254,667	0.70	-0.18	-33.46
COSMOFLEX, INC.														
L194-1012LF		5/8" 2-PIECE GH MALE-LF	995	1,400	0.71	24,699	1,398	26,096	100	25,997	51,140	0.51	0.20	28.50
L802-0604	H	3/8"X1/4" HOSE BARB X MALE-NS	1,066	4,000	0.27	24,819	4,365	29,183	107	29,076	99,617	0.29	-0.03	-9.45
L189-1012	H	5/8" FEMALE GARDEN HOSE END-	840	1,400	0.60	3,948	1,089	5,037	84	4,953	8,400	0.59	0.01	1.73
Sub Total:			2,902	6,800	0.43	53,465	6,851	60,316	290	60,026	159,157	0.38	0.05	11.64
DAY FLUID POWER														
L102-0404	H	1/4" X 1/4" HOSE BARB TO MALE	256	700	0.37	28,721	5,976	34,697	26	34,671	100,440	0.35	0.02	5.76
L102-0812	H	1/2" X 3/4" HOSE BARB TO MALE	339	250	1.36	6,078	-108	5,969	34	5,935	5,515	1.08	0.28	20.71
L191-1012	B	5/8" GARDEN HOSE,FEMALE SWIVEL	608	600	1.01	25,642	-7,122	18,519	61	18,459	17,408	1.06	-0.05	-4.65
Sub Total:			1,204	1,550	0.78	60,440	-1,255	59,186	120	59,065	123,363	0.48	0.30	38.35
DELTA FAUCET COMPANY														
65102	B	BODY TEE-NO LEAD	6,425	2,052	3.13	41,532	23,396	64,929	642	64,286	15,230	4.22	-1.09	-34.81
6830	H	BODY-JACUZZI	624	72	8.66	2,505	522	3,027	62	2,965	254	11.67	-3.01	-34.69
68482	A	ADAPTER	914	128	7.14	15,478	-9,948	5,530	91	5,439	2,123	2.56	4.58	64.12
60988	B	BODY TEE-PEERLESS-NO LEAD	4,470	1,404	3.18	48,428	10,481	58,908	447	58,461	10,439	5.60	-2.42	-75.91

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20675	H	STEM	2,010	5,600	0.36	10,589	1,047	11,636	201	11,435	36,179	0.32	0.04	11.97
40072	B	SHANK-STEM	21,875	81,900	0.27	17,685	5,035	22,721	2,188	20,533	95,814	0.21	0.05	19.73
47024	B	SHANK-HANDSHOWER	7,567	2,665	2.84	30,003	39,718	69,721	757	68,964	12,724	5.42	-2.58	-90.89
5603	A	NUT	584	100	5.84	1,804	-1,166	638	58	580	325	1.78	4.05	69.44
53163	B	SHANK	40,640	18,522	2.19	77,467	25,374	102,841	4,064	98,777	46,320	2.13	0.06	2.81
51400	H	HANDLE BASE-TRESA	3,836	324	11.84	13,243	-7,109	6,134	384	5,750	976	5.89	5.95	50.24
50104	B	SHANK	11,647	31,000	0.38	18,154	-3,339	14,815	1,165	13,650	83,000	0.16	0.21	56.23
22138	H	HOUSING-PBD	1,065	1,152	0.92	17,273	10,804	28,077	106	27,970	27,294	1.02	-0.10	-10.87
10843	H	BODY	441	216	2.04	27,490	-163	27,327	44	27,283	12,347	2.21	-0.17	-8.17
11245	H	BODY	21,802	10,836	2.01	35,861	5,385	41,246	2,180	39,066	20,107	1.94	0.07	3.43
13895	H	STEM-DIAMOND-S.S. BALL	5,011	18,000	0.28	34,418	-15,991	18,427	501	17,926	113,215	0.16	0.12	43.13
202631	A	BODY-END-RT	786	336	2.34	12,071	2,906	14,977	79	14,898	4,763	3.13	-0.79	-33.79
266	H	PLUNGER-PUSH BUTTON DIVERTER	4,901	6,000	0.82	14,206	15,459	29,665	490	29,175	22,279	1.31	-0.49	-60.32
Sub Total:			134,597	180,307	0.75	418,207	102,411	520,618	13,460	507,158	503,389	1.01	-0.26	-34.97
DIXON VALVE & COUPLING COMPANY														
AN-06W		4" ADJ. NOZZLE WITH WASHER INS	1,682	375	4.48	2,720	24	2,744	168	2,576	750	3.43	1.05	23.40
Sub Total:			1,682	375	4.48	2,720	24	2,744	168	2,576	750	3.43	1.05	23.41
DRAMM CORP.														

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D10208I	H	VALVE BODY W/ CROSS HOLE	29,412	11,040	2.66	91,057	508	91,565	2,941	88,624	58,533	1.51	1.15	43.17
D10209E-O	B	STEM WITH O-RING	11,601	27,011	0.43	1,881	452	2,333	1,160	1,173	6,425	0.18	0.25	57.49
Sub Total:			41,013	38,051	1.08	92,938	960	93,898	4,101	89,797	64,958	1.38	-0.30	-28.26
E. JAMES COMPANY														
L191-1212	B	3/4" GARDEN HOSE,FEMALE SWIVEL	579	600	0.97	41,824	1,520	43,343	58	43,286	52,000	0.83	0.13	13.79
L102-1212	A	3/4" X 3/4" HOSE BARB TO MALE	238	200	1.19	13,985	918	14,903	24	14,879	15,335	0.97	0.22	18.51
L102-1208	A	3/4" X 1/2" HOSE BARB TO MALE	392	400	0.98	8,490	-163	8,327	39	8,287	10,621	0.78	0.20	20.32
L899-1012	H	5/8" FEMAL GH SWIVEL-OCTIGHT	293	350	0.84	6,203	-121	6,082	29	6,053	4,673	1.30	-0.46	-54.55
Sub Total:			1,502	1,550	0.97	70,501	2,153	72,655	150	72,504	82,629	0.88	0.09	9.48
EATON CORPORATION														
B3T21BS	H	SERIES 3-ST PLUG BODY	330	128	2.58	2,545	-218	2,327	33	2,294	283	8.10	-5.53	-214.22
+210221-4S	B	NUT SAE 37/45 FLARED TUBE	1,488	7,000	0.21	883	1,917	2,800	149	2,651	3,078	0.86	-0.65	-305.31
+210201-6S	B	NUT	13,565	57,600	0.24	13,652	-1,273	12,379	1,356	11,023	43,783	0.25	-0.02	-6.87
Sub Total:			15,382	64,728	0.24	17,081	425	17,506	1,538	15,968	47,144	0.34	-0.10	-42.50
EATON INDUSTRIES GMBH 3769F														
SE37P	H	1/4 PNEUMATIC SOCKET END	193	128	1.51	2,945	-140	2,804	19	2,785	2,304	1.21	0.30	19.73
SE37	H	1/4 PNEUMATIC SOCKET END	542	384	1.41	11,629	5,580	17,209	54	17,155	14,044	1.22	0.19	13.38
SE36	A	1/4 PNEUMATIC SOCKET END	882	512	1.72	10,804	3,927	14,731	88	14,642	13,871	1.06	0.67	38.74
B2HP01SL	B	SERIES 2-HKP SCK BDY-PIN HOL	193	128	1.51	6,098	883	6,981	19	6,961	768	9.06	-7.56	-501.07

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B2HP01NK	H	SERIES 2-HKP SOCKET BODY NP	762	399	1.91	1,324	-1,084	240	76	164	128	1.28	0.63	33.00
B2HP01	H	SERIES 2-HKP SOCKET BODY	4,124	2,356	1.75	113,933	-40,533	73,400	412	72,987	15,091	4.84	-3.09	-176.31
D5	H	D5 FERRULE 3/8 X 9/16	765	768	1.00	8,636	-4,349	4,287	77	4,210	1,483	2.84	-1.84	-184.87
B5	H	B5 FERRULE 1/4 X 9/16	340	256	1.33	13,380	-12,163	1,218	34	1,184	2,011	0.59	0.74	55.72
B4HKVA	H	SERIES 4-HK VALVE ACTUATOR	793	256	3.10	1,532	2,313	3,846	79	3,766	325	11.59	-8.49	-274.19
B2KP01NK		SERIES 2-HKP PLUG BODY	66	50	1.31									
SE33NK	H	1/4 PNEUMATIC SOCKET END	317	256	1.24	3,073	-2,156	917	32	885	998	0.89	0.35	28.41
0701A	H	SERIES 700 SOCKET BODY	1,087	1,792	0.61	78,523	-42,275	36,248	109	36,139	11,022	3.28	-2.67	-440.43
0701ASL	H	SERIES 700 SOCKET BODY	200	307	0.65	4,017	-1,886	2,131	20	2,111	511	4.13	-3.48	-532.76
10000801	H	SOCKET BODY	3,486	500	6.97	9,106	402	9,508	349	9,159	1,044	8.77	-1.80	-25.82
117-23404	A	ADAPTER BODY QCAB 04 X 04 MP	3,075	7,500	0.41	12,133	8,703	20,837	308	20,529	33,467	0.61	-0.20	-49.60
16S5101SL	H	SOCKET BODY	1,332	85	15.66	4,908	-3,167	1,741	133	1,608	251	6.41	9.26	59.09
4S02	H	SERIES 4-ST SLEEVE	2,489	1,973	1.26	18,024	4,185	22,209	249	21,960	15,205	1.44	-0.18	-14.49
33808C-B00CD10	H	NIPPLE-10QCAB TO -8 EC038	2,322	2,700	0.86	15,948	4,615	20,563	232	20,330	19,610	1.04	-0.18	-20.54
Sub Total:			22,969	20,350	1.13	316,014	-77,146	238,868	2,290	236,578	132,133	1.79	-0.66	-58.63
F. B. HARRIS CORP.														
L102-0604	A	3/8" X 1/4" HOSE BARB TO MALE	195	500	0.39	26,346	8,199	34,544	19	34,525	100,063	0.35	0.04	11.51
Sub Total:			195	500	0.39	26,346	8,199	34,544	19	34,525	100,063	0.35	0.04	11.52

LAKESHORE FITTINGS, INC.**Report: Actual Gross Margin by Customer by Part**

Report print date: 8/30/2017

Invoices Date Range: 2017-01-01 through 2017-01-29
Work Orders Date Range: 2017-01-01 through 2017-01-29

Customer Name														
Part	Out range	Description	Sales Dollars	Sales Units	Avg Price	Mfg Order Std Cost	Mfg Orders Variances	Mfg Orders Net Cost	Margin Adj	Net Act Cost	Units Produced	Avg Cost	Avg Margin	Margin Percen
FLEX-TECH HOSE & TUBING, INC.														
L198-1616	H	1" GARDEN HOSE MALE, SHORT	372	200	1.86	16,875	629	17,504	37	17,467	10,050	1.74	0.12	6.47
L163-06	H	HEXAGON HEAD PIPE PLUG, 3/8"	1,793	6,000	0.30	15,039	-320	14,719	179	14,540	50,138	0.29	0.01	3.01
L163-04	H	HEXAGON HEAD PIPE PLUG, 1/4"	1,753	7,000	0.25	18,883	368	19,251	175	19,075	80,724	0.24	0.01	5.63
L104-0608	H	3/8" X 1/2" HOSE BARB TO	1,007	1,500	0.67	11,294	355	11,649	101	11,548	15,090	0.77	-0.09	-14.03
L102-0606	A	3/8" X 3/8" HOSE BARB TO MALE	3,347	9,200	0.36	21,865	-97	21,769	335	21,434	53,704	0.40	-0.04	-9.70
L102-0604	A	3/8" X 1/4" HOSE BARB TO MALE	6,818	29,000	0.24	26,346	8,199	34,544	682	33,863	100,063	0.34	-0.10	-43.93
L102-0404	H	1/4" X 1/4" HOSE BARB TO MALE	3,937	10,752	0.37	28,721	5,976	34,697	394	34,303	100,440	0.34	0.02	6.71
L199-1616	B	1" GARDEN HOSE FEMALE-SHORT	430	200	2.15	9,844	160	10,004	43	9,961	3,558	2.80	-0.65	-30.06
L102-0806	B	1/2" X 3/8" HOSE BARB TO MALE	14,356	39,200	0.37	20,343	-5,610	14,733	1,436	13,297	48,954	0.27	0.09	25.83
Sub Total:			33,813	103,052	0.33	169,211	9,659	178,869	3,381	175,488	462,721	0.38	-0.05	-15.58
FLOW PRODUCTS, INC.														
L102-0404	H	1/4" X 1/4" HOSE BARB TO MALE	513	1,400	0.37	28,721	5,976	34,697	51	34,646	100,440	0.34	0.02	5.81
Sub Total:			513	1,400	0.37	28,721	5,976	34,697	51	34,646	100,440	0.34	0.02	5.82
GRAND RAPIDS INDUSTRIAL PROD.														
L802-0604-OCT	H	3/8"X1/4" HOSE BARB X MALE-OCT	23,470	100,000	0.23	7,589	-1,059	6,530	2,347	4,183	22,336	0.19	0.05	20.23
L802-0808-OCT	A	1/2" X 1/2" H B TO MALE-OCT	11,116	20,000	0.56	7,703	781	8,485	1,112	7,373	10,904	0.68	-0.12	-21.64
Sub Total:			34,586	120,000	0.29	15,292	-278	15,014	3,459	11,556	33,240	0.35	-0.06	-20.60
H.J. MURRAY & COMPANY														

LAKESHORE FITTINGS, INC.**Report: Actual Gross Margin by Customer by Part**

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Work Orders Date Range: 2017-01-01 through 2017-01-29

Customer Name														
Part	Out range	Description	Sales Dollars	Sales Units	Avg Price	Mfg Order Std Cost	Mfg Orders Variances	Mfg Orders Net Cost	Margin Adj	Net Act Cost	Units Produced	Avg Cost	Avg Margin	Margin Percen
AN-06	B	4" ADJ. BRASS HOSE NOZZLE	3,617	825	4.38	6,702	373	7,075	362	6,714	1,830	3.67	0.72	16.33
HW-1		GH WASHER-SARLINK 3480-WHITE	0	825	0.00									
Sub Total:			3,617	1,650	2.19	6,702	373	7,075	362	6,714	1,830	3.67	-1.48	-67.34
HAAS AUTOMATION														
MF67-1212	H	3/4" X 3/4" MALE GARDEN HOSE	1,116	1,200	0.93	30,822	-3,284	27,538	112	27,426	52,245	0.52	0.41	43.55
Sub Total:			1,116	1,200	0.93	30,822	-3,284	27,538	112	27,426	52,245	0.52	0.41	43.56
HBD/THERMOID, INC.														
L199-1212	B	3/4" GARDEN HOSE, FEMALE	1,459	1,800	0.81	59,554	3,950	63,505	146	63,359	46,513	1.36	-0.55	-68.05
L102-0404	H	1/4" X 1/4" HOSE BARB TO MALE	1,355	4,200	0.32	28,721	5,976	34,697	135	34,561	100,440	0.34	-0.02	-6.66
L102-0604	A	3/8" X 1/4" HOSE BARB TO MALE	3,656	11,500	0.32	26,346	8,199	34,544	366	34,179	100,063	0.34	-0.02	-7.42
L102-0808	A	1/2" X 1/2" HOSE BARB TO MALE	1,408	1,800	0.78	32,685	3,490	36,176	141	36,035	52,561	0.69	0.10	12.36
L198-1012	B	5/8" GARDEN HOSE MALE-SHORT	515	700	0.74	19,614	10,830	30,444	51	30,392	29,917	1.02	-0.28	-38.09
L198-1212	B	3/4" GARDEN HOSE MALE-SHORT	1,344	1,800	0.75	1,131	-1,726	-595	134	-729	1,700	-0.43	1.18	157.43
L199-1012	B	5/8" GARDEN HOSE,FEMALE SWIVEL	848	1,050	0.81	12,066	320	12,386	85	12,301	17,072	0.72	0.09	10.76
L199-1616	B	1" GARDEN HOSE FEMALE-SHORT	0	5	0.00	9,844	160	10,004	0	10,004	3,558	2.81	-2.81	
L198-1616	H	1" GARDEN HOSE MALE, SHORT	0	5	0.00	16,875	629	17,504	0	17,504	10,050	1.74	-1.74	
Sub Total:			10,585	22,860	0.46	206,836	31,829	238,665	1,058	237,606	361,874	0.66	-0.19	-41.80
HOSE ASSEMBLIES														
L199-1212	B	3/4" GARDEN HOSE, FEMALE	547	600	0.91	59,554	3,950	63,505	55	63,450	46,513	1.36	-0.45	-49.65

Customer Name														
Part	Out range	Description	Sales Dollars	Sales Units	Avg Price	Mfg Order Std Cost	Mfg Orders Variances	Mfg Orders Net Cost	Margin Adj	Net Act Cost	Units Produced	Avg Cost	Avg Margin	Margin Percen
Sub Total:			547	600	0.91	59,554	3,950	63,505	55	63,450	46,513	1.36	-0.45	-49.65
J.O. GALLOUP COMPANY														
L102-1612	H	1" X 3/4" HOSE BARB TO MALE	168	100	1.68	8,159	-199	7,960	17	7,943	5,600	1.42	0.27	15.75
L102-0404	H	1/4" X 1/4" HOSE BARB TO MALE	256	700	0.37	28,721	5,976	34,697	26	34,671	100,440	0.35	0.02	5.76
Sub Total:			425	800	0.53	36,880	5,777	42,657	42	42,615	106,040	0.40	0.13	24.32
JGB ENTERPRISES														
L191-1212	B	3/4" GARDEN HOSE,FEMALE SWIVEL	290	300	0.97	41,824	1,520	43,343	29	43,314	52,000	0.83	0.13	13.74
L190-1212	A	3/4" GARDEN HOSE, MALE,	279	300	0.93	16,097	3,209	19,306	28	19,278	20,436	0.94	-0.01	-1.31
Sub Total:			569	600	0.95	57,920	4,729	62,649	57	62,592	72,436	0.86	0.08	8.89
KENT RUBBER														
L191-0812	B	1/2" GARDEN HOSE,FEMALE SWIVEL	323	350	0.92	43,851	-976	42,876	32	42,843	54,027	0.79	0.13	14.18
Sub Total:			323	350	0.92	43,851	-976	42,876	32	42,843	54,027	0.79	0.13	14.19
KONGSBERG AUTOMOTIVE														
210210	H	INSERT MPR BR JIC-10	2,764	5,600	0.49	12,761	2,533	15,294	276	15,018	25,330	0.59	-0.10	-20.09
210208	H	INSERT MPR BR JIC-8	650	1,200	0.54	16,947	1,939	18,886	65	18,821	40,595	0.46	0.08	14.37
210106	H	MALE INSERT -06	1,421	3,000	0.47	23,331	3,053	26,384	142	26,242	59,936	0.44	0.04	7.57
310210	B	NUT-BR-10	2,762	4,000	0.69	9,550	3,784	13,334	276	13,058	14,575	0.90	-0.21	-29.72
A1547-07	H	TUBE SPLICE-3/8"	1,847	4,800	0.38	16,410	8,003	24,414	185	24,229	53,483	0.45	-0.07	-17.75
310208	A	NUT BR-08	2,015	3,400	0.59	16,068	-83	15,986	201	15,784	30,470	0.52	0.07	12.57
Sub Total:			11,458	22,000	0.52	95,067	19,231	114,298	1,146	113,152	224,389	0.50	0.02	3.19

LAKESHORE FITTINGS, INC.**Report: Actual Gross Margin by Customer by Part**

Report print date: 8/30/2017

Invoices Date Range: 2017-01-01 through 2017-01-29

Work Orders Date Range: 2017-01-01 through 2017-01-29

Customer Name														
Part	Out range	Description	Sales Dollars	Sales Units	Avg Price	Mfg Order Std Cost	Mfg Orders Variances	Mfg Orders Net Cost	Margin Adj	Net Act Cost	Units Produced	Avg Cost	Avg Margin	Margin Percen
LEE VALLEY TOOLS														
QC-10F	B	BRASS QUICK-CONNECT, FEMALE	3,350	1,100	3.05	1,142	158	1,300	335	965	550	1.75	1.29	42.41
AN-06W		4" ADJ. NOZZLE WITH WASHER INS	1,682	375	4.48	2,720	24	2,744	168	2,576	750	3.43	1.05	23.40
QC-10M	H	BRASS QUICK-CONNECT, MALE	1,323	1,750	0.76	12,348	1,441	13,789	132	13,656	20,285	0.67	0.08	10.95
Sub Total:			6,355	3,225	1.97	16,210	1,623	17,833	635	17,197	21,585	0.80	1.17	59.57
LEWIS LIFETIME TOOLS														
7HS322A	H	MALE HOSE THREAD	4,702	9,000	0.52	15,318	-460	14,858	470	14,388	32,814	0.44	0.08	16.07
8700 OCTA	H	OCTAGONAL NUT-.870 PIERCE	3,466	10,200	0.34	15,324	2,236	17,560	347	17,214	49,286	0.35	-0.01	-2.76
LMFS-08	H	HOSE SPUD	1,422	1,500	0.95	3,572	2,244	5,816	142	5,674	6,080	0.93	0.01	1.57
Sub Total:			9,590	20,700	0.46	34,214	4,020	38,235	959	37,276	88,180	0.42	0.04	8.77
LEWIS-GOETZ AND COMPANY														
L102-1616	H	1" X 1" HOSE BARB TO MALE PIPE	488	200	2.44	18,994	2,415	21,408	49	21,360	10,890	1.96	0.48	19.57
L102-0808	A	1/2" X 1/2" HOSE BARB TO MALE	485	600	0.81	32,685	3,490	36,176	48	36,127	52,561	0.69	0.12	14.92
Sub Total:			972	800	1.22	51,679	5,905	57,584	97	57,487	63,451	0.91	0.31	25.47
M.B. STURGIS, INC.														
401510	H	SOCKET BODY CONNECTION, 4/500	5,972	6,800	0.88	48,570	16,476	65,046	597	64,448	58,426	1.10	-0.22	-25.58
Sub Total:			5,972	6,800	0.88	48,570	16,476	65,046	597	64,448	58,426	1.10	-0.22	-25.58
MASCO CANADA LIMITED														
284601	A	END BODY-C693	26,099	10,112	2.58	46,971	7,219	54,190	2,610	51,580	21,315	2.42	0.16	6.24
284617	B	BODY-LINERLESS-C693	33,262	11,776	2.82	11,113	50,558	61,671	3,326	58,345	4,416	13.21	-10.39	-367.76

Customer Name														
Part	Out range	Description	Sales Dollars	Sales Units	Avg Price	Mfg Order Std Cost	Mfg Orders Variances	Mfg Orders Net Cost	Margin Adj	Net Act Cost	Units Produced	Avg Cost	Avg Margin	Margin Percen
Sub Total:			59,362	21,888	2.71	58,083	57,778	115,861	5,936	109,925	25,731	4.27	-1.56	-57.52
MILPAWS, INC.														
L191-1212	B	3/4" GARDEN HOSE,FEMALE SWIVEL	101	105	0.97	41,824	1,520	43,343	10	43,333	52,000	0.83	0.13	13.69
Sub Total:			101	105	0.97	41,824	1,520	43,343	10	43,333	52,000	0.83	0.13	13.69
NOTT COMPANY - ARDEN HILLS														
L198-1012	B	5/8" GARDEN HOSE MALE-SHORT	2,749	3,500	0.79	19,614	10,830	30,444	275	30,169	29,917	1.01	-0.22	-28.40
Sub Total:			2,749	3,500	0.79	19,614	10,830	30,444	275	30,169	29,917	1.01	-0.22	-28.41
ORLANDO HOSE & FLUID POWER INC														
L102-0808	A	1/2" X 1/2" HOSE BARB TO MALE	646	800	0.81	32,685	3,490	36,176	65	36,111	52,561	0.69	0.12	14.96
Sub Total:			646	800	0.81	32,685	3,490	36,176	65	36,111	52,561	0.69	0.12	14.96
PERLICK CORPORATION														
L102-0404	H	1/4" X 1/4" HOSE BARB TO MALE	256	700	0.37	28,721	5,976	34,697	26	34,671	100,440	0.35	0.02	5.76
L102-0806	B	1/2" X 3/8" HOSE BARB TO MALE	1,122	2,100	0.53	20,343	-5,610	14,733	112	14,621	48,954	0.30	0.24	44.13
Sub Total:			1,379	2,800	0.49	49,064	365	49,430	138	49,292	149,394	0.33	0.16	33.01
POWER COMPONENTS CORP.														
L102-0806	B	1/2" X 3/8" HOSE BARB TO MALE	187	350	0.53	20,343	-5,610	14,733	19	14,714	48,954	0.30	0.23	43.76
L102-0808	A	1/2" X 1/2" HOSE BARB TO MALE	162	200	0.81	32,685	3,490	36,176	16	36,160	52,561	0.69	0.12	14.85
Sub Total:			349	550	0.63	53,029	-2,120	50,909	35	50,874	101,515	0.50	0.13	20.95
PRECISION MACHINE TECHNOLOGIES														
2003784	B	SQUARE FITTING	6,231	3,120	2.00	1,039	16,457	17,496	623	##16,879#####792###24,641##22,000#####				
2006886	H	ADAPTER	4,340	2,880	1.51	16,038	16,704	32,742	434	32,308	16,956	1.91	-0.40	-26.45

Customer Name														
Part	Out range	Description	Sales Dollars	Sales Units	Avg Price	Mfg Order Std Cost	Mfg Orders Variances	Mfg Orders Net Cost	Margin Adj	Net Act Cost	Units Produced	Avg Cost	Avg Margin	Margin Percen
2006882	B	ADAPTER	2,043	1,536	1.33	5,246	9,998	15,244	204	15,039	2,117	7.10	-5.77	-434.14
Sub Total:			12,613	7,536	1.67	22,322	43,159	65,481	1,261	64,220	19,775	3.25	-1.57	-94.03
RIVER BEND HOSE														
L190-0612	H	3/8" GARDEN HOSE, MALE,	489	350	1.40	9,658	-1,041	8,617	49	8,568	10,225	0.84	0.56	40.04
Sub Total:			489	350	1.40	9,658	-1,041	8,617	49	8,568	10,225	0.84	0.56	40.05
ROBO-FIT, INC.														
L199-0612	B	3/8" GARDEN HOSE, FEMALE	377	400	0.94	18,155	1,062	19,216	38	19,179	22,401	0.86	0.09	9.19
AN-06	B	4" ADJ. BRASS HOSE NOZZLE	2,302	525	4.38	6,702	373	7,075	230	6,845	1,830	3.74	0.64	14.69
SN-22	A	SWEEPER NOZZLE	370	300	1.23	10,179	1,450	11,629	37	11,592	11,418	1.02	0.22	17.71
L272-0604	H	3/8" X 1/4" HOSE BARB TO MALE	65	247	0.26	5,325	1,290	6,615	6	6,608	12,321	0.54	-0.27	-104.92
QC-10	B	BRASS QUICK-CONNECT SET	1,541	400	3.85	2,376	14	2,390	154	2,236	875	2.56	1.30	33.64
HW-1		GH WASHER-SARLINK 3480-WHITE	0	825	0.00									
QC-10M	H	BRASS QUICK-CONNECT, MALE	265	350	0.76	12,348	1,441	13,789	26	13,762	20,285	0.68	0.08	10.26
Sub Total:			4,919	3,047	1.61	55,084	5,630	60,714	492	60,222	69,130	0.87	0.74	46.04
RS RUBBER CORPORATION														
L191-1212	B	3/4" GARDEN HOSE,FEMALE SWIVEL	290	300	0.97	41,824	1,520	43,343	29	43,314	52,000	0.83	0.13	13.74
Sub Total:			290	300	0.97	41,824	1,520	43,343	29	43,314	52,000	0.83	0.13	13.74
SPECIALTY SALES, INC.														
L102-0806	B	1/2" X 3/8" HOSE BARB TO MALE	187	350	0.53	20,343	-5,610	14,733	19	14,714	48,954	0.30	0.23	43.76
L102-0808	A	1/2" X 1/2" HOSE BARB TO MALE	1,131	1,400	0.81	32,685	3,490	36,176	113	36,063	52,561	0.69	0.12	15.07

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Customer Name

<u>Part</u>	<u>Out</u> <u>range</u>	<u>Description</u>	<u>Sales</u> <u>Dollars</u>	<u>Sales</u> <u>Units</u>	<u>Avg</u> <u>Price</u>	<u>Mfg Order</u> <u>Std Cost</u>	<u>Mfg Orders</u> <u>Variances</u>	<u>Mfg Orders</u> <u>Net Cost</u>	<u>Margin</u> <u>Adj</u>	<u>Net Act</u> <u>Cost</u>	<u>Units</u> <u>Produced</u>	<u>Avg</u> <u>Cost</u>	<u>Avg</u> <u>Margin</u>	<u>Margin</u> <u>Percen</u>
Sub Total:			1,318	1,750	0.75	53,029	-2,120	50,909	132	50,777	101,515	0.50	0.25	33.60
SPOKANE HOUSE OF HOSE														
L191-1212	B	3/4" GARDEN HOSE,FEMALE SWIVEL	290	300	0.97	41,824	1,520	43,343	29	43,314	52,000	0.83	0.13	13.74
L191-1012	B	5/8" GARDEN HOSE,FEMALE SWIVEL	608	600	1.01	25,642	-7,122	18,519	61	18,459	17,408	1.06	-0.05	-4.65
L191-0812	B	1/2" GARDEN HOSE,FEMALE SWIVEL	323	350	0.92	43,851	-976	42,876	32	42,843	54,027	0.79	0.13	14.18
L190-1212	A	3/4" GARDEN HOSE, MALE,	279	300	0.93	16,097	3,209	19,306	28	19,278	20,436	0.94	-0.01	-1.31
Sub Total:			1,500	1,550	0.97	127,413	-3,369	124,044	150	123,894	143,871	0.86	0.11	11.04
STANDARD MACHINE & MFG.														
L191-0812	B	1/2" GARDEN HOSE,FEMALE SWIVEL	11,644	12,600	0.92	43,851	-976	42,876	1,164	41,711	54,027	0.77	0.15	16.45
MF65-1204	H	3/4" X 1/4 MALE HOSE TO FEMALE	3,391	5,000	0.68	27,089	5,319	32,408	339	32,069	53,067	0.60	0.07	10.88
L190-0812	H	1/2" GARDEN HOSE MALE	4,193	5,250	0.80	35,516	5,101	40,617	419	40,198	49,818	0.81	-0.01	-1.02
Sub Total:			19,227	22,850	0.84	106,456	9,445	115,901	1,923	113,978	156,912	0.73	0.12	13.68
STAR GARDEN SUPPLY, INC.														
L190-1012	H	5/8" GARDEN HOSE, MALE,	1,075	1,200	0.90	12,408	8,481	20,889	108	20,781	15,447	1.35	-0.45	-50.12
L190-1212	A	3/4" GARDEN HOSE, MALE,	279	300	0.93	16,097	3,209	19,306	28	19,278	20,436	0.94	-0.01	-1.31
L191-1212	B	3/4" GARDEN HOSE,FEMALE SWIVEL	290	300	0.97	41,824	1,520	43,343	29	43,314	52,000	0.83	0.13	13.74
L191-1012	B	5/8" GARDEN HOSE,FEMALE SWIVEL	1,216	1,200	1.01	25,642	-7,122	18,519	122	18,398	17,408	1.06	-0.04	-4.31
Sub Total:			2,860	3,000	0.95	95,971	6,087	102,058	286	101,772	105,291	0.97	-0.01	-1.38
TCH INDUSTRIES, INC.														
L102-0808	A	1/2" X 1/2" HOSE BARB TO MALE	162	200	0.81	32,685	3,490	36,176	16	36,160	52,561	0.69	0.12	14.85

<u>Customer Name</u>														
<u>Part</u>	<u>Out range</u>	<u>Description</u>	<u>Sales Dollars</u>	<u>Sales Units</u>	<u>Avg Price</u>	<u>Mfg Order Std Cost</u>	<u>Mfg Orders Variances</u>	<u>Mfg Orders Net Cost</u>	<u>Margin Adj</u>	<u>Net Act Cost</u>	<u>Units Produced</u>	<u>Avg Cost</u>	<u>Avg Margin</u>	<u>Margin Percen</u>
L102-0812	H	1/2" X 3/4" HOSE BARB TO MALE	679	500	1.36	6,078	-108	5,969	68	5,902	5,515	1.07	0.29	21.17
L102-1216	H	3/4" X 1" HOSE BARB TO MALE	397	174	2.28	23,474	-7,758	15,716	40	15,676	5,105	3.07	-0.79	-34.69
L102-0404	H	1/4" X 1/4" HOSE BARB TO MALE	1,282	3,500	0.37	28,721	5,976	34,697	128	34,569	100,440	0.34	0.02	6.03
Sub Total:			2,519	4,374	0.58	90,958	1,600	92,558	252	92,306	163,621	0.56	0.01	2.04
TITEFLEX CORPORATION														
XR3TRMBKT-8-12B		XR3 #8 TRMBKT (BX/12)	2,824	58	48.69	4,357	-16	4,341	282	4,059	96	42.28	6.41	13.16
XR3TRMBKT-20-6H		XR3 #20 TRMBKT (BX/6)	350	2	174.77	262	25	286	35	251	5	50.25	124.52	71.25
XR3TRMBKT-16-6H		XR3 #16 TRMBKT (BX/6)	341	5	68.19	1,011	8	1,019	34	985	32	30.78	37.41	54.86
XR3TRMBKT-11-12B		XR3 #11 TRMBKT (BX/12)	1,136	16	71.01	2,216	-14	2,202	114	2,088	64	32.63	38.38	54.05
XR3TRM-8-NF	A	SIZE 8 TRM FTG- NO FLANGE-BLUK	2,070	1,000	2.07	3,741	-142	3,599	207	3,392	2,000	1.70	0.37	18.07
XR3TRM-8-12		XR3 SIZE 8 TRM (BX/12)	42,381	912	46.47	31,050	-102	30,948	4,238	26,710	816	32.73	13.74	29.56
XR3TRM-24-4	B	XR3 SIZE 24 TRM (BX/4)	416	3	138.58	595	64	660	42	618	7	88.30	50.28	36.28
XR3TRM-20-6	B	XR3 SIZE 20 TRM (BX/6)	1,243	11	113.00	1,879	170	2,049	124	1,924	32	60.13	52.87	46.78
XR3TRM-16-6	B	XR3 SIZE 16 TRM (BX/6)	6,827	144	47.41	7,328	133	7,461	683	6,778	192	35.30	12.11	25.53
XR3TRM-11-12	B	XR3 SIZE 11 TRM (BX/12)	19,206	332	57.85	2,051	167	2,218	1,921	298	42	7.09	50.76	87.74
XR3T-8-12	B	1/2 X 1/2 X 1/2 XR3 TEE FTG	2,094	20	104.70	9,557	293	9,850	209	9,640	93	103.66	1.04	0.99
XR3T-16-16-8-6	B	1 X 1 X 1/2 XR3 TEE FTG	350	2	175.23	814	20	834	35	799	5	159.79	15.44	8.81
XR3T-16-16-11-6	B	1 X 1 X 3/4 XR3 TEE FTG	838	5	167.56	1,516	8	1,524	84	1,440	10	143.99	23.57	14.06

LAKESHORE FITTINGS, INC.**Report: Actual Gross Margin by Customer by Part**

Report print date: 8/30/2017

Invoices Date Range: 2017-01-01 through 2017-01-29

Work Orders Date Range: 2017-01-01 through 2017-01-29

<u>Customer Name</u>														
<u>Part</u>	<u>Out range</u>	<u>Description</u>	<u>Sales Dollars</u>	<u>Sales Units</u>	<u>Avg Price</u>	<u>Mfg Order Std Cost</u>	<u>Mfg Orders Variances</u>	<u>Mfg Orders Net Cost</u>	<u>Margin Adj</u>	<u>Net Act Cost</u>	<u>Units Produced</u>	<u>Avg Cost</u>	<u>Avg Margin</u>	<u>Margin Percen</u>
XR3T-16-11-8-6	B	1 X 3/4 X 1/2 XR3 TEE FTG	356	2	177.97	1,647	48	1,694	36	1,659	10	165.89	12.08	6.78
XR3T-11-12	A	3/4 X 3/4 X 3/4 XR3 TEE FTG	1,530	10	153.01	2,369	68	2,436	153	2,283	18	126.86	26.15	17.09
XR3T-11-11-8-6	B	3/4 X 3/4 X 1/2 XR3 TEE FTG	3,194	36	88.73	4,646	77	4,723	319	4,404	60	73.39	15.34	17.28
XR3REDFTG-16-12-12	B	XR3 RED SIZE 16/12 (BX/12)	1,160	7	165.76	2,153	-21	2,132	116	2,016	20	100.80	64.96	39.18
XR3FTGFM-8-24	B	XR3 FEM SIZE 8 (BX/24)	9,516	140	67.97	4,744	95	4,839	952	3,887	109	35.66	32.31	47.53
XR3FTGFM-8		XR3 FEM 8-BULK	8,280	3,000	2.76	1,985	538	2,523	828	1,695	1,177	1.44	1.32	47.82
XR3FTGFM-11-8-24	B	XR3 FEM SIZE 11/8 (BX/24)	1,625	11	147.77	8,453	450	8,903	163	8,740	120	72.83	74.94	50.71
XR3FTGFM-11-8	A	XR3 FEM 11/8-BULK	918	150	6.12	2,980	389	3,369	92	3,277	1,000	3.28	2.84	46.45
XR3FTGFM-11	B	XR3 FEM 11-BULK	3,546	900	3.94	2,372	228	2,600	355	2,245	900	2.49	1.45	36.69
XR3FTG-8-24	B	XR3 SIZE 8 FTG (BX/24)	144,095	3,220	44.75	155,079	5,693	160,773	14,410	146,363	3,724	39.30	5.45	12.17
XR3FTG-32-4	B	XR3 SIZE 32 FTG (BX/4)	4,234	23	184.10	3,246	175	3,420	423	2,997	23	130.30	53.80	29.22
XR3FTG-24-4	B	XR3 SIXE 24 FTG (BX/4)	10,514	102	103.08	2,452	74	2,526	1,051	1,475	32	46.08	57.00	55.29
XR3FTG-20-6	B	XR3 SIZE 20 FTG (BX/6)	9,151	170	53.83	2,015	217	2,232	915	1,317	65	20.25	33.58	62.37
XR3FTG-16-12	B	XR3 SIZE 16 FTG (BX/12)	59,344	1,020	58.18	30,604	1,408	32,012	5,934	26,078	597	43.68	14.50	24.92
XR3FTG-11-24	B	XR3 SIZE 11 FTG (BX/24)	120,393	1,842	65.36	70,025	6,266	76,291	12,039	64,252	1,329	48.35	17.01	26.03
XR3CPL-8-12		XR3 SIZE 8 CPLG (BX/12)	6,638	130	51.06	7,463	-1,964	5,499	664	4,836	210	23.03	28.03	54.90
XR3CPL-24-4	B	XR3 SIZE 24 CPLG (BX/4)	489	3	163.15	661	15	676	49	627	5	125.36	37.79	23.16

LAKESHORE FITTINGS, INC.**Report: Actual Gross Margin by Customer by Part**

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Work Orders Date Range: 2017-01-01 through 2017-01-29

Customer Name

<u>Part</u>	<u>Out</u> <u>range</u>	<u>Description</u>	<u>Sales</u> <u>Dollars</u>	<u>Sales</u> <u>Units</u>	<u>Avg</u> <u>Price</u>	<u>Mfg_Order</u> <u>Std_Cost</u>	<u>Mfg_Orders</u> <u>Variances</u>	<u>Mfg_Orders</u> <u>Net_Cost</u>	<u>Margin</u> <u>Adj</u>	<u>Net_Act</u> <u>Cost</u>	<u>Units</u> <u>Produced</u>	<u>Avg</u> <u>Cost</u>	<u>Avg</u> <u>Margin</u>	<u>Margin</u> <u>Percen</u>
XR3CPL-20-6	A	XR3 SIZE 20 CPLG (BX/6)	960	5	192.03	3,289	98	3,387	96	3,291	40	82.27	109.76	57.15
XR3CPL-16-6	B	XR3 SIZE 16 CPLG (BX/6)	3,287	50	65.74	2,884	-65	2,819	329	2,491	60	41.51	24.23	36.85
XR3CPL-11-12	A	XR3 SIZE 11 CPLG (BX/12)	3,430	55	62.36	7,270	132	7,402	343	7,059	127	55.58	6.78	10.87
XR2FTG-6-24	B	#6X1/2" NPT MALE (BOX/24)	916	15	61.04	868	51	919	92	827	5	165.49	-104.45	-171.11
XR3FTGFM-11-24	B	XR3 FEM SIZE 11 (BX/24)	4,587	48	95.56	6,561	539	7,100	459	6,641	105	63.25	32.31	33.81

Sub Total:			478,239	13,449	35.56	390,139	15,125	405,264	47,824	357,440	13,130	27.22	8.34	23.44
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TRUEX, INC.

38959C	H	.715 IAF1 ALUMINUM NUT	48,931	123,531	0.40	1,633	1,441	3,074	4,893	-1,819	5,456	-0.33	0.73	184.19
39152C	H	MINI-G MALE SLEEVE	33,589	113,400	0.30	10,496	2,242	12,738	3,359	9,379	51,680	0.18	0.11	38.75
39151C	H	605 MINI-G NUT	84,758	162,000	0.52	15,336	-2,347	12,988	8,476	4,512	49,985	0.09	0.43	82.75
38963C	B	TAPERED ALUMINUM MALE SLEEVE	73,367	129,600	0.57	19,024	-1,335	17,689	7,337	10,352	39,777	0.26	0.31	54.03
38961C	B	.605 TAPERED ALUMINUM NUT	71,124	113,400	0.63	11,810	-1,227	10,582	7,112	3,470	33,119	0.10	0.52	83.30
38040C	B	ALUMINUM NUT-ADVANTAGE AF1	51,798	97,200	0.53	54,374	-20,197	34,177	5,180	28,997	24,142	1.20	-0.67	-125.41
38499C	B	ALUMINUM NUT-VENTUS AF-2, CR	95,025	160,380	0.59	5,495	3,830	9,325	9,503	-177	13,056	-0.01	0.61	102.27
38291C	H	830 ALUM NUT OCT	14,961	50,240	0.30	14,441	120	14,561	1,496	13,065	50,601	0.26	0.04	13.30
38123C	B	12-SIDED ALUM MALE SLEEVE	154,276	518,400	0.30	904	-266	639	15,428	-14,789	3,670	-4.03	4.33	1454.03

Sub Total:			627,829	1,468,151	0.43	133,513	-17,739	115,774	62,783	52,991	271,486	0.20	0.23	54.37
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UNISOURCE MANUFACTURING

Customer Name														
Part	Out range	Description	Sales Dollars	Sales Units	Avg Price	Mfg Order Std Cost	Mfg Orders Variances	Mfg Orders Net Cost	Margin Adj	Net Act Cost	Units Produced	Avg Cost	Avg Margin	Margin Percen
L102-0808	A	1/2" X 1/2" HOSE BARB TO MALE	1,616	2,000	0.81	32,685	3,490	36,176	162	36,014	52,561	0.69	0.12	15.19
L102-0604	A	3/8" X 1/4" HOSE BARB TO MALE	1,950	5,000	0.39	26,346	8,199	34,544	195	34,349	100,063	0.34	0.05	11.97
Sub Total:			3,565	7,000	0.51	59,031	11,689	70,720	357	70,364	152,624	0.46	0.05	9.50
VEYANCE TECHNOLOGIES, INC.														
L103-0404	B	1/4" 1/4" HOSE BARB TO MALE	17,072	23,800	0.72	34,906	1,209	36,115	1,707	34,408	46,255	0.74	-0.03	-3.69
L102-1212	A	3/4" X 3/4" HOSE BARB TO MALE	755	600	1.26	13,985	918	14,903	76	14,827	15,335	0.97	0.29	23.19
L102-0808	A	1/2" X 1/2" HOSE BARB TO MALE	1,425	2,200	0.65	32,685	3,490	36,176	142	36,033	52,561	0.69	-0.04	-5.83
L104-0606	A	3/8" X 3/8" HOSE BARB TO	2,183	3,600	0.61	12,181	2,848	15,030	218	14,811	25,600	0.58	0.03	4.61
A899-1012	B	5/8" GH FEM SWIVEL - ALUM	18,302	21,000	0.87	45,956	3,656	49,612	1,830	47,782	50,227	0.95	-0.08	-9.15
A898-1212	H	3/4" GH MALE-6061 ALUM	770	900	0.86	6,053	6,090	12,143	77	12,066	6,721	1.80	-0.94	-109.89
A898-1012	H	5/8" GH MALE-6061 ALUM	13,349	22,050	0.61	59,134	3,923	63,057	1,335	61,722	97,322	0.63	-0.03	-4.77
173I903NUT1	H	HOSE CONNECTION NUT SPECIAL LH	249	1,100	0.23	11,187	2,410	13,597	25	13,572	50,000	0.27	-0.04	-19.77
L198-1212	B	3/4" GARDEN HOSE MALE-SHORT	639	900	0.71	1,131	-1,726	-595	64	-659	1,700	-0.39	1.10	154.54
L199-1012HNSP	B	5/8" RIVETED FEMALE W/SPRING	11,480	14,000	0.82	60,610	1,351	61,961	1,148	60,813	46,414	1.31	-0.49	-59.78
L199-1212	B	3/4" GARDEN HOSE, FEMALE	701	900	0.78	59,554	3,950	63,505	70	63,435	46,513	1.36	-0.58	-75.04
L802-0404	H	1/4"X1/4" HOSE BARB X MALE /NS	3,981	15,400	0.26	12,917	3,429	16,346	398	15,948	50,410	0.32	-0.06	-22.35
L802-0604	H	3/8"X1/4" HOSE BARB X MALE-NS	3,199	12,000	0.27	24,819	4,365	29,183	320	28,863	99,617	0.29	-0.02	-8.66
L888-1012	B	5/8" MALE GH-NEW STYLE-SHORT	30,860	52,500	0.59	62,181	1,632	63,813	3,086	60,727	100,300	0.61	-0.02	-2.99

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Customer Name														
Part	Out range	Description	Sales Dollars	Sales Units	Avg Price	Mfg Order Std Cost	Mfg Orders Variances	Mfg Orders Net Cost	Margin Adj	Net Act Cost	Units Produced	Avg Cost	Avg Margin	Margin Percen
L889-1012	B	5/8" FEMAL GH-NEW STYLE-SHORT	13,879	21,000	0.66	107,072	5,142	112,214	1,388	110,827	101,233	1.09	-0.43	-65.63
173538158	B	5/8" X 1/2" NPT MALE FITTING	4,465	2,800	1.59	74,214	25,875	100,089	447	99,642	59,389	1.68	-0.08	-5.19
173538159	B	FLEXIBLE DISCHARGE FERRULE	8,040	5,600	1.44	27,894	45,986	73,880	804	73,076	20,825	3.51	-2.07	-144.41
L102-0606	A	3/8" X 3/8" HOSE BARB TO MALE	2,145	4,800	0.45	21,865	-97	21,769	214	21,554	53,704	0.40	0.05	10.18
173538176	H	FLEXIBLE DISCHARGE FEMALE	7,683	2,850	2.70	47,113	5,407	52,521	768	51,752	25,606	2.02	0.67	25.02
Sub Total:			141,177	208,000	0.68	715,458	119,860	835,319	14,118	821,201	949,732	0.86	-0.19	-27.39
WEST MICHIGAN RUBBER & SUPPLY														
L102-1212	A	3/4" X 3/4" HOSE BARB TO MALE	238	200	1.19	13,985	918	14,903	24	14,879	15,335	0.97	0.22	18.51
L102-0808	A	1/2" X 1/2" HOSE BARB TO MALE	162	200	0.81	32,685	3,490	36,176	16	36,160	52,561	0.69	0.12	14.85
Sub Total:			400	400	1.00	46,670	4,408	51,078	40	51,039	67,896	0.75	0.25	24.78
WOODFORD MANUFACTURING COMP.														
01333	B	14 RETAINER V-GROOVE	41,710	70,100	0.60	20,880	8,442	29,322	4,171	25,151	70,392	0.36	0.24	39.94
10116	B	SRH BRASS FLOW COUPLING	4,130	640	6.45	9,173	-1,306	7,867	413	7,454	1,905	3.91	2.54	39.36
10120	B	SRH BRASS PLUNGER BODY	6,089	550	11.07	9,424	7,034	16,459	609	15,850	1,036	15.30	-4.23	-38.20
10121	H	SRH BRASS VENTURI	2,974	200	14.87	5,913	-888	5,026	297	4,728	440	10.75	4.12	27.73
10159	H	W34 PIVOT	1,642	2,250	0.73	8,313	2,023	10,336	164	10,172	17,550	0.58	0.15	20.59
30013	B	VALVE SEAT BODY 1/2" COMB.	21,967	23,800	0.92	8,683	18,601	27,285	2,197	25,088	12,398	2.02	-1.10	-119.23
30015	B	1/2" VALVE BODY WIRSBO	4,984	5,227	0.95	58,915	2,345	61,260	498	60,761	72,974	0.83	0.12	12.67

Customer Name														
Part	Out range	Description	Sales Dollars	Sales Units	Avg Price	Mfg Order Std Cost	Mfg Orders Variances	Mfg Orders Net Cost	Margin Adj	Net Act Cost	Units Produced	Avg Cost	Avg Margin	Margin Percen
30016	H	VALVE BODY-WIRSBO 3/4"	4,479	2,625	1.71	20,441	7,523	27,964	448	27,517	14,294	1.93	-0.22	-12.83
30020	H	PX VALVE BODY	4,918	5,100	0.96	36,457	-1,850	34,607	492	34,115	45,655	0.75	0.22	22.51
30021	B	3/4" PEX VALVE BODY	2,210	2,500	0.88	14,266	-6,645	7,621	221	7,400	16,952	0.44	0.45	50.62
30104	H	OPERATING STEM	6,241	7,200	0.87	9,626	7,178	16,804	624	16,180	27,437	0.59	0.28	31.96
30241	A	BRASS HEAD NUT	2,354	1,176	2.00	31,533	12,413	43,946	235	43,710	19,341	2.26	-0.26	-12.89
30570	H	PACKING NUT, MODEL 101	742	1,137	0.65	14,581	8,300	22,882	74	22,808	41,475	0.55	0.10	15.67
30571	B	STEM SCREW, MODEL 101	8,278	4,200	1.97	34,866	-12,617	22,249	828	21,421	7,491	2.86	-0.89	-45.08
30801	H	FPD RETAINER	14,965	21,000	0.71	55,723	5,068	60,791	1,496	59,295	148,249	0.40	0.31	43.88
32028	A	34-HA BODY	7,984	4,752	1.68	8,223	2,204	10,428	798	9,629	5,289	1.82	-0.14	-8.35
32030	A	34-HF BODY BRASS	10,025	6,480	1.55	6,520	3,374	9,894	1,003	8,891	4,760	1.87	-0.32	-20.73
51014	A	WH YOKE NUT	11,990	7,000	1.71	7,827	7,948	15,774	1,199	14,575	8,485	1.72	0.00	-0.28
51116	H	DOOR LOCK SCREW-BOX HYDRANT	1,686	3,000	0.56	13,372	5,402	18,775	169	18,606	33,288	0.56	0.00	0.55
51118		OPERATING STEM SCREW ASSY.	2,049	1,200	1.71	7,710	-244	7,467	205	7,262	6,100	1.19	0.52	30.27
55062	B	OPERATING STEM SCREW ASSEMBLY	10,834	6,750	1.61	3,677	-94	3,583	1,083	2,499	3,600	0.69	0.91	56.74
80062	H	HEATER WELL THUMB NUT	3,463	10,121	0.34	3,744	4,437	8,181	346	7,835	15,790	0.50	-0.15	-45.01
MF67-1212	H	3/4" X 3/4" MALE GARDEN HOSE	11,978	15,000	0.80	30,822	-3,284	27,538	1,198	26,340	52,245	0.50	0.29	36.86
Sub Total:			187,691	202,008	0.93	420,691	75,365	496,057	18,769	477,288	627,146	0.76	0.17	18.09

LAKESHORE FITTINGS, INC.**Report: Actual Gross Margin by Customer by Part**

Report print date: 8/30/2017

Invoices Date Range: 2017-01-01 through 2017-01-29

Work Orders Date Range: 2017-01-01 through 2017-01-29

Customer Name

<u>Part</u>	<u>Out</u> <u>range</u>	<u>Description</u>	<u>Sales</u> <u>Dollars</u>	<u>Sales</u> <u>Units</u>	<u>Avg</u> <u>Price</u>	<u>Mfg Order</u> <u>Std Cost</u>	<u>Mfg Orders</u> <u>Variances</u>	<u>Mfg Orders</u> <u>Net Cost</u>	<u>Margin</u> <u>Adj</u>	<u>Net Act</u> <u>Cost</u>	<u>Units</u> <u>Produced</u>	<u>Avg</u> <u>Cost</u>	<u>Avg</u> <u>Margin</u>	<u>Margin</u> <u>Percen</u>
Grand Total:			1,929,065	2,649,581	0.73	3,539,691	458,485	3,998,178	192,899	3,805,278	4,312,550	0.88		

Customer Summary

A-1 INDUSTRIAL HOSE & SUPPLY	1,583	1,850	0.86	111,460	12,751	124,210	158	124,052	145,207	0.85	0.00	0.15
ABBOTT RUBBER COMPANY, INC.	1,395	1,600	0.87	28,123	9,924	38,047	140	37,907	37,839	1.00	-0.13	-14.89
AGRICULTURAL MFG & TEXTILES	6,417	7,150	0.90	41,844	1,879	43,723	642	43,081	49,431	0.87	0.03	2.90
AMAZON HOSE & RUBBER CO.	570	250	2.28	23,474	-7,758	15,716	57	15,659	5,105	3.07	-0.79	-34.54
AMERICAN COPPER & BRASS	903	1,400	0.65	72,572	5,000	77,573	90	77,482	154,467	0.50	0.14	22.26
APPLIED POWER PRODUCTS	5,025	6,500	0.77	93,086	20,617	113,703	503	113,200	199,990	0.57	0.21	26.80
ARCHER INDUSTRIAL CORP	1,720	1,350	1.27	15,073	738	15,811	172	15,639	13,200	1.18	0.09	7.02
ARONSON MFG.	3,827	4,450	0.86	108,056	13,116	121,173	383	120,790	117,441	1.03	-0.17	-19.59
ASCOT SUPPLY CORPORATION	780	2,000	0.39	26,346	8,199	34,544	78	34,466	100,063	0.34	0.05	11.67
AUSTER RUBBER	345	350	0.99	451	-23	428	35	394	350	1.13	-0.14	-14.07
COLDBREAK BREWING	377	400	0.94	18,155	1,062	19,216	38	19,179	22,401	0.86	0.09	9.20
COMMERCIAL PRODUCTS	15,011	28,625	0.52	139,138	40,610	179,748	1,501	178,247	254,667	0.70	-0.18	-33.46
COSMOFLEX, INC.	2,902	6,800	0.43	53,465	6,851	60,316	290	60,026	159,157	0.38	0.05	11.64
DAY FLUID POWER	1,204	1,550	0.78	60,440	-1,255	59,186	120	59,065	123,363	0.48	0.30	38.35
DELTA FAUCET COMPANY	134,597	180,307	0.75	418,207	102,411	520,618	13,460	507,158	503,389	1.01	-0.26	-34.97
DIXON VALVE & COUPLING COMPANY	1,682	375	4.48	2,720	24	2,744	168	2,576	750	3.43	1.05	23.41
DRAMM CORP.	41,013	38,051	1.08	92,938	960	93,898	4,101	89,797	64,958	1.38	-0.30	-28.26
E. JAMES COMPANY	1,502	1,550	0.97	70,501	2,153	72,655	150	72,504	82,629	0.88	0.09	9.48
EATON CORPORATION	15,382	64,728	0.24	17,081	425	17,506	1,538	15,968	47,144	0.34	-0.10	-42.50
EATON INDUSTRIES GMBH 3769F	22,969	20,350	1.13	316,014	-77,146	238,868	2,290	236,578	132,133	1.79	-0.66	-58.63
F. B. HARRIS CORP.	195	500	0.39	26,346	8,199	34,544	19	34,525	100,063	0.35	0.04	11.52
FLEX-TECH HOSE & TUBING, INC.	33,813	103,052	0.33	169,211	9,659	178,869	3,381	175,488	462,721	0.38	-0.05	-15.58
FLOW PRODUCTS, INC.	513	1,400	0.37	28,721	5,976	34,697	51	34,646	100,440	0.34	0.02	5.82
GRAND RAPIDS INDUSTRIAL PROD.	34,586	120,000	0.29	15,292	-278	15,014	3,459	11,556	33,240	0.35	-0.06	-20.60

LAKESHORE FITTINGS, INC.**Report: Actual Gross Margin by Customer by Part**

Report print date: 8/30/2017

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Work Orders Date Range: 2017-01-01 through 2017-01-29

Customer Name													
<u>Part</u>	<u>Out</u> <u>range</u>	<u>Description</u>	<u>Sales</u> <u>Dollars</u>	<u>Sales</u> <u>Units</u>	<u>Avg</u> <u>Price</u>	<u>Mfg Order</u> <u>Std Cost</u>	<u>Mfg Orders</u> <u>Variances</u>	<u>Mfg Orders</u> <u>Net Cost</u>	<u>Margin</u> <u>Adj</u>	<u>Net Act</u> <u>Cost</u>	<u>Units</u> <u>Produced</u>	<u>Avg</u> <u>Cost</u>	<u>Avg</u> <u>Margin</u> <u>Percen</u>
H.J. MURRAY & COMPANY			3,617	1,650	2.19	6,702	373	7,075	362	6,714	1,830	3.67	-1.48 -67.34
HAAS AUTOMATION			1,116	1,200	0.93	30,822	-3,284	27,538	112	27,426	52,245	0.52	0.41 43.56
HBD/THERMOID, INC.			10,585	22,860	0.46	206,836	31,829	238,665	1,058	237,606	361,874	0.66	-0.19 -41.80
HOSE ASSEMBLIES			547	600	0.91	59,554	3,950	63,505	55	63,450	46,513	1.36	-0.45 -49.65
J.O. GALLOUP COMPANY			425	800	0.53	36,880	5,777	42,657	42	42,615	106,040	0.40	0.13 24.32
JGB ENTERPRISES			569	600	0.95	57,920	4,729	62,649	57	62,592	72,436	0.86	0.08 8.89
KENT RUBBER			323	350	0.92	43,851	-976	42,876	32	42,843	54,027	0.79	0.13 14.19
KONGSBERG AUTOMOTIVE			11,458	22,000	0.52	95,067	19,231	114,298	1,146	113,152	224,389	0.50	0.02 3.19
LEE VALLEY TOOLS			6,355	3,225	1.97	16,210	1,623	17,833	635	17,197	21,585	0.80	1.17 59.57
LEWIS LIFETIME TOOLS			9,590	20,700	0.46	34,214	4,020	38,235	959	37,276	88,180	0.42	0.04 8.77
LEWIS-GOETZ AND COMPANY			972	800	1.22	51,679	5,905	57,584	97	57,487	63,451	0.91	0.31 25.47
M.B. STURGIS, INC.			5,972	6,800	0.88	48,570	16,476	65,046	597	64,448	58,426	1.10	-0.22 -25.58
MASCO CANADA LIMITED			59,362	21,888	2.71	58,083	57,778	115,861	5,936	109,925	25,731	4.27	-1.56 -57.52
MILPAWS, INC.			101	105	0.97	41,824	1,520	43,343	10	43,333	52,000	0.83	0.13 13.69
NOTT COMPANY - ARDEN HILLS			2,749	3,500	0.79	19,614	10,830	30,444	275	30,169	29,917	1.01	-0.22 -28.41
ORLANDO HOSE & FLUID POWER INC			646	800	0.81	32,685	3,490	36,176	65	36,111	52,561	0.69	0.12 14.96
PERLICK CORPORATION			1,379	2,800	0.49	49,064	365	49,430	138	49,292	149,394	0.33	0.16 33.01
POWER COMPONENTS CORP.			349	550	0.63	53,029	-2,120	50,909	35	50,874	101,515	0.50	0.13 20.95
PRECISION MACHINE TECHNOLOGIES			12,613	7,536	1.67	22,322	43,159	65,481	1,261	64,220	19,775	3.25	-1.57 -94.03
RIVER BEND HOSE			489	350	1.40	9,658	-1,041	8,617	49	8,568	10,225	0.84	0.56 40.05
ROBO-FIT, INC.			4,919	3,047	1.61	55,084	5,630	60,714	492	60,222	69,130	0.87	0.74 46.04
RS RUBBER CORPORATION			290	300	0.97	41,824	1,520	43,343	29	43,314	52,000	0.83	0.13 13.74
SPECIALTY SALES, INC.			1,318	1,750	0.75	53,029	-2,120	50,909	132	50,777	101,515	0.50	0.25 33.60
SPOKANE HOUSE OF HOSE			1,500	1,550	0.97	127,413	-3,369	124,044	150	123,894	143,871	0.86	0.11 11.04
STANDARD MACHINE & MFG.			19,227	22,850	0.84	106,456	9,445	115,901	1,923	113,978	156,912	0.73	0.12 13.68
STAR GARDEN SUPPLY, INC.			2,860	3,000	0.95	95,971	6,087	102,058	286	101,772	105,291	0.97	-0.01 -1.38
TCH INDUSTRIES, INC.			2,519	4,374	0.58	90,958	1,600	92,558	252	92,306	163,621	0.56	0.01 2.04
TITFLEX CORPORATION			478,239	13,449	35.56	390,139	15,125	405,264	47,824	357,440	13,130	27.22	8.34 23.44

Customer Name													
Part	Out range	Description	Sales Dollars	Sales Units	Avg Price	Mfg Order Std Cost	Mfg Orders Variances	Mfg Orders Net Cost	Margin Adj	Net Act Cost	Units Produced	Avg Cost	Avg Margin Percen
TRUEX, INC.			627,829	1,468,151	0.43	133,513	-17,739	115,774	62,783	52,991	271,486	0.20	0.23 54.37
UNISOURCE MANUFACTURING			3,565	7,000	0.51	59,031	11,689	70,720	357	70,364	152,624	0.46	0.05 9.50
VEYANCE TECHNOLOGIES, INC.			141,177	208,000	0.68	715,458	119,860	835,319	14,118	821,201	949,732	0.86	-0.19 -27.39
WEST MICHIGAN RUBBER & SUPPLY			400	400	1.00	46,670	4,408	51,078	40	51,039	67,896	0.75	0.25 24.78
WOODFORD MANUFACTURING COMP.			187,691	202,008	0.93	420,691	75,365	496,057	18,769	477,288	627,146	0.76	0.17 18.09
Grand Total:			1,929,065	2,649,581	0.73								

LAKESHORE FITTINGS, INC.**Report: Actual Gross Margin by Customer by Part**

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Customer Name

<u>Part</u>	<u>Out</u> <u>range</u>	<u>Description</u>	<u>Sales</u> <u>Dollars</u>	<u>Sales</u> <u>Units</u>	<u>Avg</u> <u>Price</u>	<u>Mfg Order</u> <u>Std Cost</u>	<u>Mfg Orders</u> <u>Variances</u>	<u>Mfg Orders</u> <u>Net Cost</u>	<u>Margin</u> <u>Adj</u>	<u>Net Act</u> <u>Cost</u>	<u>Units</u> <u>Produced</u>	<u>Avg</u> <u>Cost</u>	<u>Avg</u> <u>Margin</u>	<u>Margin</u> <u>Percen</u>
Part Summary														
+210201-6S	B	NUT	13,565	57,600	0.24	13,652	-1,273	12,379	1,356	11,023	43,783	0.25	-0.02	-6.88
+210221-4S	B	NUT SAE 37/45 FLARED TUBE	1,488	7,000	0.21	883	1,917	2,800	149	2,651	3,078	0.86	-0.65	-305.32
01333	B	14 RETAINER V-GROOVE	41,710	70,100	0.60	20,880	8,442	29,322	4,171	25,151	70,392	0.36	0.24	39.95
0701A	H	SERIES 700 SOCKET BODY	1,087	1,792	0.61	78,523	-42,275	36,248	109	36,139	11,022	3.28	-2.67	-440.43
0701ASL	H	SERIES 700 SOCKET BODY	200	307	0.65	4,017	-1,886	2,131	20	2,111	511	4.13	-3.48	-532.76
10000801	H	SOCKET BODY	3,486	500	6.97	9,106	402	9,508	349	9,159	1,044	8.77	-1.80	-25.83
10116	B	SRH BRASS FLOW COUPLING	4,130	640	6.45	9,173	-1,306	7,867	413	7,454	1,905	3.91	2.54	39.37
10120	B	SRH BRASS PLUNGER BODY	6,089	550	11.07	9,424	7,034	16,459	609	15,850	1,036	15.30	-4.23	-38.20
10121	H	SRH BRASS VENTURI	2,974	200	14.87	5,913	-888	5,026	297	4,728	440	10.75	4.12	27.74
10159	H	W34 PIVOT	1,642	2,250	0.73	8,313	2,023	10,336	164	10,172	17,550	0.58	0.15	20.59
10843	H	BODY	441	216	2.04	27,490	-163	27,327	44	27,283	12,347	2.21	-0.17	-8.18
11245	H	BODY	21,802	10,836	2.01	35,861	5,385	41,246	2,180	39,066	20,107	1.94	0.07	3.43
117-23404	A	ADAPTER BODY QCAB 04 X 04 MP	3,075	7,500	0.41	12,133	8,703	20,837	308	20,529	33,467	0.61	-0.20	-49.61
13895	H	STEM-DIAMOND-S.S. BALL	5,011	18,000	0.28	34,418	-15,991	18,427	501	17,926	113,215	0.16	0.12	43.14
16S5101SL	H	SOCKET BODY	1,332	85	15.66	4,908	-3,167	1,741	133	1,608	251	6.41	9.26	59.10
173538158	B	5/8" X 1/2" NPT MALE FITTING	4,465	2,800	1.59	74,214	25,875	100,089	447	99,642	59,389	1.68	-0.08	-5.20
173538159	B	FLEXIBLE DISCHARGE FERRULE	8,040	5,600	1.44	27,894	45,986	73,880	804	73,076	20,825	3.51	-2.07	-144.41
173538176	H	FLEXIBLE DISCHARGE FEMALE	7,683	2,850	2.70	47,113	5,407	52,521	768	51,752	25,606	2.02	0.67	25.03
173I903NUT1	H	HOSE CONNECTION NUT SPECIAL LH	249	1,100	0.23	11,187	2,410	13,597	25	13,572	50,000	0.27	-0.04	-19.77
2003784	B	SQUARE FITTING	6,231	3,120	2.00	1,039	16,457	17,496	623	16,873	702	24.04	-22.04	-1,103.57
2006882	B	ADAPTER	2,043	1,536	1.33	5,246	9,998	15,244	204	15,039	2,117	7.10	-5.77	-434.14
2006886	H	ADAPTER	4,340	2,880	1.51	16,038	16,704	32,742	434	32,308	16,956	1.91	-0.40	-26.46
202631	A	BODY-END-RT	786	336	2.34	12,071	2,906	14,977	79	14,898	4,763	3.13	-0.79	-33.79
20675	H	STEM	2,010	5,600	0.36	10,589	1,047	11,636	201	11,435	36,179	0.32	0.04	11.98
210106	H	MALE INSERT -06	1,421	3,000	0.47	23,331	3,053	26,384	142	26,242	59,936	0.44	0.04	7.58
210208	H	INSERT MPR BR JIC-8	650	1,200	0.54	16,947	1,939	18,886	65	18,821	40,595	0.46	0.08	14.37
210210	H	INSERT MPR BR JIC-10	2,764	5,600	0.49	12,761	2,533	15,294	276	15,018	25,330	0.59	-0.10	-20.10
22138	H	HOUSING-PBD	1,065	1,152	0.92	17,273	10,804	28,077	106	27,970	27,294	1.02	-0.10	-10.87
266	H	PLUNGER-PUSH BUTTON DIVERTER	4,901	6,000	0.82	14,206	15,459	29,665	490	29,175	22,279	1.31	-0.49	-60.32
284601	A	END BODY-C693	26,099	10,112	2.58	46,971	7,219	54,190	2,610	51,580	21,315	2.42	0.16	6.24

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Customer Name

<u>Part</u>	<u>Out</u> <u>range</u>	<u>Description</u>	<u>Sales</u> <u>Dollars</u>	<u>Sales</u> <u>Units</u>	<u>Avg</u> <u>Price</u>	<u>Mfg Order</u> <u>Std Cost</u>	<u>Mfg Orders</u> <u>Variances</u>	<u>Mfg Orders</u> <u>Net Cost</u>	<u>Margin</u> <u>Adj</u>	<u>Net Act</u> <u>Cost</u>	<u>Units</u> <u>Produced</u>	<u>Avg</u> <u>Cost</u>	<u>Avg</u> <u>Margin</u>	<u>Margin</u> <u>Percen</u>
284617	B	BODY-LINERLESS-C693	33,262	11,776	2.82	11,113	50,558	61,671	3,326	58,345	4,416	13.21	-10.39	-367.77
30013	B	VALVE SEAT BODY 1/2" COMB.	21,967	23,800	0.92	8,683	18,601	27,285	2,197	25,088	12,398	2.02	-1.10	-119.23
30015	B	1/2" VALVE BODY WIRSBO	4,984	5,227	0.95	58,915	2,345	61,260	498	60,761	72,974	0.83	0.12	12.67
30016	H	VALVE BODY-WIRSBO 3/4"	4,479	2,625	1.71	20,441	7,523	27,964	448	27,517	14,294	1.93	-0.22	-12.83
30020	H	PX VALVE BODY	4,918	5,100	0.96	36,457	-1,850	34,607	492	34,115	45,655	0.75	0.22	22.51
30021	B	3/4" PEX VALVE BODY	2,210	2,500	0.88	14,266	-6,645	7,621	221	7,400	16,952	0.44	0.45	50.63
30104	H	OPERATING STEM	6,241	7,200	0.87	9,626	7,178	16,804	624	16,180	27,437	0.59	0.28	31.97
30241	A	BRASS HEAD NUT	2,354	1,176	2.00	31,533	12,413	43,946	235	43,710	19,341	2.26	-0.26	-12.89
30570	H	PACKING NUT, MODEL 101	742	1,137	0.65	14,581	8,300	22,882	74	22,808	41,475	0.55	0.10	15.67
30571	B	STEM SCREW, MODEL 101	8,278	4,200	1.97	34,866	-12,617	22,249	828	21,421	7,491	2.86	-0.89	-45.09
30801	H	FPD RETAINER	14,965	21,000	0.71	55,723	5,068	60,791	1,496	59,295	148,249	0.40	0.31	43.88
310208	A	NUT BR-08	2,015	3,400	0.59	16,068	-83	15,986	201	15,784	30,470	0.52	0.07	12.57
310210	B	NUT-BR-10	2,762	4,000	0.69	9,550	3,784	13,334	276	13,058	14,575	0.90	-0.21	-29.73
32028	A	34-HA BODY	7,984	4,752	1.68	8,223	2,204	10,428	798	9,629	5,289	1.82	-0.14	-8.36
32030	A	34-HF BODY BRASS	10,025	6,480	1.55	6,520	3,374	9,894	1,003	8,891	4,760	1.87	-0.32	-20.74
33808C-B00CD10	H	NIPPLE-10QCAB TO -8 EC038	2,322	2,700	0.86	15,948	4,615	20,563	232	20,330	19,610	1.04	-0.18	-20.55
38040C	B	ALUMINUM NUT-ADVANTAGE AF1	51,798	97,200	0.53	54,374	-20,197	34,177	5,180	28,997	24,142	1.20	-0.67	-125.41
38123C	B	12-SIDED ALUM MALE SLEEVE	154,276	518,400	0.30	904	-266	639	15,428	-14,789	3,670	-4.03	4.33	1,454.03
38291C	H	830 ALUM NUT OCT	14,961	50,240	0.30	14,441	120	14,561	1,496	13,065	50,601	0.26	0.04	13.30
38499C	B	ALUMINUM NUT-VENTUS AF-2, CR	95,025	160,380	0.59	5,495	3,830	9,325	9,503	-177	13,056	-0.01	0.61	102.28
38959C	H	.715 IAF1 ALUMINUM NUT	48,931	123,531	0.40	1,633	1,441	3,074	4,893	-1,819	5,456	-0.33	0.73	184.19
38961C	B	.605 TAPERED ALUMINUM NUT	71,124	113,400	0.63	11,810	-1,227	10,582	7,112	3,470	33,119	0.10	0.52	83.30
38963C	B	TAPERED ALUMINUM MALE SLEEVE	73,367	129,600	0.57	19,024	-1,335	17,689	7,337	10,352	39,777	0.26	0.31	54.04
39151C	H	605 MINI-G NUT	84,758	162,000	0.52	15,336	-2,347	12,988	8,476	4,512	49,985	0.09	0.43	82.76
39152C	H	MINI-G MALE SLEEVE	33,589	113,400	0.30	10,496	2,242	12,738	3,359	9,379	51,680	0.18	0.11	38.76
40072	B	SHANK-STEM	21,875	81,900	0.27	17,685	5,035	22,721	2,188	20,533	95,814	0.21	0.05	19.74
401510	H	SOCKET BODY CONNECTION, 4/50	5,972	6,800	0.88	48,570	16,476	65,046	597	64,448	58,426	1.10	-0.22	-25.58
47024	B	SHANK-HANDSHOWER	7,567	2,665	2.84	30,003	39,718	69,721	757	68,964	12,724	5.42	-2.58	-90.90
4S02	H	SERIES 4-ST SLEEVE	2,489	1,973	1.26	18,024	4,185	22,209	249	21,960	15,205	1.44	-0.18	-14.49
50104	B	SHANK	11,647	31,000	0.38	18,154	-3,339	14,815	1,165	13,650	83,000	0.16	0.21	56.23
51014	A	WH YOKE NUT	11,990	7,000	1.71	7,827	7,948	15,774	1,199	14,575	8,485	1.72	0.00	-0.28

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Customer Name

<u>Part</u>	<u>Out</u> <u>range</u>	<u>Description</u>	<u>Sales</u> <u>Dollars</u>	<u>Sales</u> <u>Units</u>	<u>Avg</u> <u>Price</u>	<u>Mfg Order</u> <u>Std Cost</u>	<u>Mfg Orders</u> <u>Variances</u>	<u>Mfg Orders</u> <u>Net Cost</u>	<u>Margin</u> <u>Adj</u>	<u>Net Act</u> <u>Cost</u>	<u>Units</u> <u>Produced</u>	<u>Avg</u> <u>Cost</u>	<u>Avg</u> <u>Margin</u>	<u>Margin</u> <u>Percen</u>
51116	H	DOOR LOCK SCREW-BOX HYDRANT	1,686	3,000	0.56	13,372	5,402	18,775	169	18,606	33,288	0.56	0.00	0.55
51118		OPERATING STEM SCREW ASSY.	2,049	1,200	1.71	7,710	-244	7,467	205	7,262	6,100	1.19	0.52	30.28
51400	H	HANDLE BASE-TRESA	3,836	324	11.84	13,243	-7,109	6,134	384	5,750	976	5.89	5.95	50.24
53163	B	SHANK	40,640	18,522	2.19	77,467	25,374	102,841	4,064	98,777	46,320	2.13	0.06	2.81
55062	B	OPERATING STEM SCREW ASSEMBLY	6,834	6,750	1.61	3,677	-94	3,583	1,083	2,499	3,600	0.69	0.91	56.75
5603	A	NUT	584	100	5.84	1,804	-1,166	638	58	580	325	1.78	4.05	69.45
60988	B	BODY TEE-PEERLESS-NO LEAD	4,470	1,404	3.18	48,428	10,481	58,908	447	58,461	10,439	5.60	-2.42	-75.91
65102	B	BODY TEE-NO LEAD	6,425	2,052	3.13	41,532	23,396	64,929	642	64,286	15,230	4.22	-1.09	-34.82
6830	H	BODY-JACUZZI	624	72	8.66	2,505	522	3,027	62	2,965	254	11.67	-3.01	-34.70
68482	A	ADAPTER	914	128	7.14	15,478	-9,948	5,530	91	5,439	2,123	2.56	4.58	64.12
7HS322A	H	MALE HOSE THREAD	4,702	9,000	0.52	15,318	-460	14,858	470	14,388	32,814	0.44	0.08	16.08
80062	H	HEATER WELL THUMBNUIT	3,463	10,121	0.34	3,744	4,437	8,181	346	7,835	15,790	0.50	-0.15	-45.02
8700 OCTA	H	OCTAGONAL NUT-.870 PIERCE	3,466	10,200	0.34	15,324	2,236	17,560	347	17,214	49,286	0.35	-0.01	-2.77
A1547-07	H	TUBE SPLICE-3/8"	1,847	4,800	0.38	16,410	8,003	24,414	185	24,229	53,483	0.45	-0.07	-17.75
A898-1012	H	5/8" GH MALE-6061 ALUM	13,349	22,050	0.61	59,134	3,923	63,057	1,335	61,722	97,322	0.63	-0.03	-4.77
A898-1212	H	3/4" GH MALE-6061 ALUM	770	900	0.86	6,053	6,090	12,143	77	12,066	6,721	1.80	-0.94	-109.89
A899-1012	B	5/8" GH FEM SWIVEL - ALUM	18,302	21,000	0.87	45,956	3,656	49,612	1,830	47,782	50,227	0.95	-0.08	-9.16
AN-06	B	4" ADJ. BRASS HOSE NOZZLE	5,919	1,350	4.38	6,702	373	7,075	592	6,483	1,830	3.54	0.84	19.20
AN-06W		4" ADJ. NOZZLE WITH WASHER INS	3,364	750	4.48	2,720	24	2,744	336	2,408	750	3.21	1.27	28.41
B2HP01	H	SERIES 2-HKP SOCKET BODY	4,124	2,356	1.75	113,933	-40,533	73,400	412	72,987	15,091	4.84	-3.09	-176.32
B2HP01NK	H	SERIES 2-HKP SOCKET BODY NP	762	399	1.91	1,324	-1,084	240	76	164	128	1.28	0.63	33.01
B2HP01SL	B	SERIES 2-HKP SCK BDY-PIN HOL	193	128	1.51	6,098	883	6,981	19	6,961	768	9.06	-7.56	-501.07
B2KP01NK		SERIES 2-HKP PLUG BODY	66	50	1.31									
B3T21BS	H	SERIES 3-ST PLUG BODY	330	128	2.58	2,545	-218	2,327	33	2,294	283	8.10	-5.53	-214.22
B4HKVA	H	SERIES 4-HK VALVE ACTUATOR	793	256	3.10	1,532	2,313	3,846	79	3,766	325	11.59	-8.49	-274.19
B5	H	B5 FERRULE 1/4 X 9/16	340	256	1.33	13,380	-12,163	1,218	34	1,184	2,011	0.59	0.74	55.73
D10208I	H	VALVE BODY W/ CROSS HOLE	29,412	11,040	2.66	91,057	508	91,565	2,941	88,624	58,533	1.51	1.15	43.17
D10209E-O	B	STEM WITH O-RING	11,601	27,011	0.43	1,881	452	2,333	1,160	1,173	6,425	0.18	0.25	57.50
D5	H	D5 FERRULE 3/8 X 9/16	765	768	1.00	8,636	-4,349	4,287	77	4,210	1,483	2.84	-1.84	-184.88
HW-1		GH WASHER-SARLINK 3480-WHITE	0	1,650	0.00									0.00
L102-0404	H	1/4" X 1/4" HOSE BARB TO MALE	8,368	23,352	0.36	28,721	5,976	34,697	837	33,860	100,440	0.34	0.02	5.92

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Customer Name

<u>Part</u>	<u>Out</u> <u>range</u>	<u>Description</u>	<u>Sales</u> <u>Dollars</u>	<u>Sales</u> <u>Units</u>	<u>Avg</u> <u>Price</u>	<u>Mfg_Order</u> <u>Std_Cost</u>	<u>Mfg_Orders</u> <u>Variances</u>	<u>Mfg_Orders</u> <u>Net_Cost</u>	<u>Margin</u> <u>Adj</u>	<u>Net_Act</u> <u>Cost</u>	<u>Units</u> <u>Produced</u>	<u>Avg</u> <u>Cost</u>	<u>Avg</u> <u>Margin</u>	<u>Margin</u> <u>Percen</u>
L102-0604	A	3/8" X 1/4" HOSE BARB TO MALE	13,398	48,000	0.28	26,346	8,199	34,544	1,340	33,205	100,063	0.33	-0.05	-18.88
L102-0606	A	3/8" X 3/8" HOSE BARB TO MALE	5,492	14,000	0.39	21,865	-97	21,769	549	21,219	53,704	0.40	0.00	-0.74
L102-0806	B	1/2" X 3/8" HOSE BARB TO MALE	15,853	42,000	0.38	20,343	-5,610	14,733	1,585	13,147	48,954	0.27	0.11	28.86
L102-0808	A	1/2" X 1/2" HOSE BARB TO MALE	9,619	12,400	0.78	32,685	3,490	36,176	962	35,214	52,561	0.67	0.11	13.64
L102-0812	H	1/2" X 3/4" HOSE BARB TO MALE	1,018	750	1.36	6,078	-108	5,969	102	5,868	5,515	1.06	0.29	21.62
L102-1208	A	3/4" X 1/2" HOSE BARB TO MALE	392	400	0.98	8,490	-163	8,327	39	8,287	10,621	0.78	0.20	20.32
L102-1212	A	3/4" X 3/4" HOSE BARB TO MALE	1,470	1,200	1.22	13,985	918	14,903	147	14,756	15,335	0.96	0.26	21.43
L102-1216	H	3/4" X 1" HOSE BARB TO MALE	967	424	2.28	23,474	-7,758	15,716	97	15,619	5,105	3.06	-0.78	-34.21
L102-1612	H	1" X 3/4" HOSE BARB TO MALE	168	100	1.68	8,159	-199	7,960	17	7,943	5,600	1.42	0.27	15.76
L102-1616	H	1" X 1" HOSE BARB TO MALE PIPE	488	200	2.44	18,994	2,415	21,408	49	21,360	10,890	1.96	0.48	19.58
L103-0404	B	1/4" 1/4" HOSE BARB TO MALE	17,615	24,500	0.72	34,906	1,209	36,115	1,762	34,353	46,255	0.74	-0.02	-3.30
L103-0606		3/8" x 3/8" HOSE BARB TO MALE	345	350	0.99	451	-23	428	35	394	350	1.13	-0.14	-14.07
L104-0606	A	3/8" X 3/8" HOSE BARB TO	2,183	3,600	0.61	12,181	2,848	15,030	218	14,811	25,600	0.58	0.03	4.62
L104-0608	H	3/8" X 1/2" HOSE BARB TO	1,007	1,500	0.67	11,294	355	11,649	101	11,548	15,090	0.77	-0.09	-14.04
L124-1212	A	3/4" X 3/4" HOSE BARB TO	1,911	1,500	1.27	15,073	738	15,811	191	15,620	13,200	1.18	0.09	7.13
L163-04	H	HEXAGON HEAD PIPE PLUG, 1/4"	1,753	7,000	0.25	18,883	368	19,251	175	19,075	80,724	0.24	0.01	5.63
L163-06	H	HEXAGON HEAD PIPE PLUG, 3/8"	1,793	6,000	0.30	15,039	-320	14,719	179	14,540	50,138	0.29	0.01	3.01
L189-1012	H	5/8" FEMALE GARDEN HOSE END-	840	1,400	0.60	3,948	1,089	5,037	84	4,953	8,400	0.59	0.01	1.73
L190-0612	H	3/8" GARDEN HOSE, MALE,	489	350	1.40	9,658	-1,041	8,617	49	8,568	10,225	0.84	0.56	40.05
L190-0812	H	1/2" GARDEN HOSE MALE	4,193	5,250	0.80	35,516	5,101	40,617	419	40,198	49,818	0.81	-0.01	-1.03
L190-1012	H	5/8" GARDEN HOSE, MALE,	1,075	1,200	0.90	12,408	8,481	20,889	108	20,781	15,447	1.35	-0.45	-50.13
L190-1212	A	3/4" GARDEN HOSE, MALE,	838	900	0.93	16,097	3,209	19,306	84	19,222	20,436	0.94	-0.01	-1.01
L191-0812	B	1/2" GARDEN HOSE,FEMALE SWIV	12,937	14,000	0.92	43,851	-976	42,876	1,294	41,582	54,027	0.77	0.15	16.71
L191-1012	B	5/8" GARDEN HOSE,FEMALE SWIV	2,431	2,400	1.01	25,642	-7,122	18,519	243	18,276	17,408	1.05	-0.04	-3.62
L191-1212	B	3/4" GARDEN HOSE,FEMALE SWIV	2,129	2,205	0.97	41,824	1,520	43,343	213	43,131	52,000	0.83	0.14	14.10
L194-1012LF		5/8" 2-PIECE GH MALE-LF	995	1,400	0.71	24,699	1,398	26,096	100	25,997	51,140	0.51	0.20	28.51
L198-0612	A	3/8"GARDEN HOSE MALE, SHORT	641	800	0.80	9,968	8,862	18,830	64	18,766	15,438	1.22	-0.41	-51.75
L198-0812	H	1/2" GARDEN HOSE MALE-SHORT	270	350	0.77	32,666	10,071	42,737	27	42,710	50,069	0.85	-0.08	-10.78
L198-1012	B	5/8" GARDEN HOSE MALE-SHORT	4,638	5,950	0.78	19,614	10,830	30,444	464	29,980	29,917	1.00	-0.22	-28.57
L198-1212	B	3/4" GARDEN HOSE MALE-SHORT	3,166	4,200	0.75	1,131	-1,726	-595	317	-911	1,700	-0.54	1.29	171.11
L198-1616	H	1" GARDEN HOSE MALE, SHORT	372	205	1.81	16,875	629	17,504	37	17,467	10,050	1.74	0.08	4.14

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L199-0612	B	3/8" GARDEN HOSE, FEMALE	1,508	1,600	0.94	18,155	1,062	19,216	151	19,066	22,401	0.85	0.09	9.73
L199-0812	A	1/2" GARDEN HOSE, FEMALE	3,733	4,200	0.89	14,705	821	15,526	373	15,152	19,159	0.79	0.10	11.01
L199-1012	B	5/8" GARDEN HOSE, FEMALE SWIVEL	5,831	6,650	0.88	12,066	320	12,386	583	11,803	17,072	0.69	0.19	21.16
L199-1012HNSP	B	5/8" RIVETED FEMALE W/SPRING	11,480	14,000	0.82	60,610	1,351	61,961	1,148	60,813	46,414	1.31	-0.49	-59.78
L199-1212	B	3/4" GARDEN HOSE, FEMALE	4,074	4,800	0.85	59,554	3,950	63,505	407	63,097	46,513	1.36	-0.51	-59.81
L199-1616	B	1" GARDEN HOSE FEMALE-SHORT	430	205	2.10	9,844	160	10,004	43	9,961	3,558	2.80	-0.70	-33.32
L272-0604	H	3/8" X 1/4" HOSE BARB TO MALE	65	247	0.26	5,325	1,290	6,615	6	6,608	12,321	0.54	-0.27	-104.93
L802-0404	H	1/4"X1/4" HOSE BARB X MALE /NS	3,981	15,400	0.26	12,917	3,429	16,346	398	15,948	50,410	0.32	-0.06	-22.36
L802-0604	H	3/8"X1/4" HOSE BARB X MALE-NS	4,266	16,000	0.27	24,819	4,365	29,183	427	28,757	99,617	0.29	-0.02	-8.25
L802-0604-OCT	H	3/8"X1/4" HOSE BARB X MALE-OCT	23,470	100,000	0.23	7,589	-1,059	6,530	2,347	4,183	22,336	0.19	0.05	20.24
L802-0808-OCT	A	1/2" X 1/2" H B TO MALE-OCT	11,116	20,000	0.56	7,703	781	8,485	1,112	7,373	10,904	0.68	-0.12	-21.64
L888-1012	B	5/8" MALE GH-NEW STYLE-SHORT	30,860	52,500	0.59	62,181	1,632	63,813	3,086	60,727	100,300	0.61	-0.02	-2.99
L889-1012	B	5/8" FEMAL GH-NEW STYLE-SHORT	13,879	21,000	0.66	107,072	5,142	112,214	1,388	110,827	101,233	1.09	-0.43	-65.64
L899-1012	H	5/8" FEMAL GH SWIVEL-OCTIGHT	293	350	0.84	6,203	-121	6,082	29	6,053	4,673	1.30	-0.46	-54.56
LMFS-08	H	HOSE SPUD	1,422	1,500	0.95	3,572	2,244	5,816	142	5,674	6,080	0.93	0.01	1.57
MF65-1204	H	3/4" X 1/4 MALE HOSE TO FEMALE	3,391	5,000	0.68	27,089	5,319	32,408	339	32,069	53,067	0.60	0.07	10.88
MF67-1212	H	3/4" X 3/4" MALE GARDEN HOSE	13,094	16,200	0.81	30,822	-3,284	27,538	1,309	26,229	52,245	0.50	0.31	37.89
QC-10	B	BRASS QUICK-CONNECT SET	1,541	400	3.85	2,376	14	2,390	154	2,236	875	2.56	1.30	33.65
QC-10F	B	BRASS QUICK-CONNECT, FEMALE	3,350	1,100	3.05	1,142	158	1,300	335	965	550	1.75	1.29	42.41
QC-10M	H	BRASS QUICK-CONNECT, MALE	1,588	2,100	0.76	12,348	1,441	13,789	159	13,630	20,285	0.67	0.08	11.12
SE33NK	H	1/4 PNEUMATIC SOCKET END	317	256	1.24	3,073	-2,156	917	32	885	998	0.89	0.35	28.41
SE36	A	1/4 PNEUMATIC SOCKET END	882	512	1.72	10,804	3,927	14,731	88	14,642	13,871	1.06	0.67	38.75
SE37	H	1/4 PNEUMATIC SOCKET END	542	384	1.41	11,629	5,580	17,209	54	17,155	14,044	1.22	0.19	13.39
SE37P	H	1/4 PNEUMATIC SOCKET END	193	128	1.51	2,945	-140	2,804	19	2,785	2,304	1.21	0.30	19.73
SN-22	A	SWEEPER NOZZLE	370	300	1.23	10,179	1,450	11,629	37	11,592	11,418	1.02	0.22	17.71
X104-1302-10-2	H	INSERT #10 TK2 BRASS JIC	363	400	0.91	9,752	4,358	14,111	36	14,074	10,900	1.29	-0.38	-42.25
X104-1302-12-2	H	INSERT #12 TK2 BRASS JIC	495	450	1.10	10,168	4,777	14,946	49	14,896	10,160	1.47	-0.37	-33.33
X104-1302-16-2	H	INSERT #16 TK2 BRASS JIC	961	450	2.14	19,381	3,671	23,052	96	22,956	10,510	2.18	-0.05	-2.30
X104-1302-4-2	B	INSERT #4 TK2 BRASS JIC	300	800	0.38	5,231	7,008	12,239	30	12,209	14,897	0.82	-0.44	-118.48
X104-1302-6-2	H	INSERT #6 TK2 BRASS JIC	470	1,000	0.47	8,814	3,818	12,632	47	12,585	19,800	0.64	-0.17	-35.30
X104-1302-8-2	H	INSERT #8 TK2 BRASS JIC	765	975	0.78	12,578	2,677	15,255	77	15,178	18,700	0.81	-0.03	-3.41

LAKESHORE FITTINGS, INC.**Report: Actual Gross Margin by Customer by Part**

Report print date: 8/30/2017

Invoices Date Range: 2017-01-01 through 2017-01-29

Work Orders Date Range: 2017-01-01 through 2017-01-29

Customer Name														
<u>Part</u>	<u>Out</u> <u>range</u>	<u>Description</u>	<u>Sales</u> <u>Dollars</u>	<u>Sales</u> <u>Units</u>	<u>Avg</u> <u>Price</u>	<u>Mfg Order</u> <u>Std Cost</u>	<u>Mfg Orders</u> <u>Variances</u>	<u>Mfg Orders</u> <u>Net Cost</u>	<u>Margin</u> <u>Adj</u>	<u>Net Act</u> <u>Cost</u>	<u>Units</u> <u>Produced</u>	<u>Avg</u> <u>Cost</u>	<u>Avg</u> <u>Margin</u>	<u>Margin</u> <u>Percen</u>
X104-1303-10-2	H	INSERT #10 TK2 BRASS MNPT	3,793	5,100	0.74	11,498	3,470	14,967	379	14,588	15,650	0.93	-0.19	-25.32
X104-1303-6T-2	H	INSERT #6 TK2 BR/MNPT-1/4-18	265	500	0.53	9,419	4,872	14,292	26	14,265	20,950	0.68	-0.15	-28.57
X104-1304-16-2	H	COLLAR #16 TK2 BRASS	261	300	0.87	12,622	2,522	15,144	26	15,118	16,000	0.94	-0.08	-8.80
XR2FTG-6-24	B	#6X1/2" NPT MALE (BOX/24)	916	15	61.04	868	51	919	92	827	5	165.49	-104.45	-171.12
XR3CPL-11-12	A	XR3 SIZE 11 CPLG (BX/12)	3,430	55	62.36	7,270	132	7,402	343	7,059	127	55.58	6.78	10.87
XR3CPL-16-6	B	XR3 SIZE 16 CPLG (BX/6)	3,287	50	65.74	2,884	-65	2,819	329	2,491	60	41.51	24.23	36.86
XR3CPL-20-6	A	XR3 SIZE 20 CPLG (BX/6)	960	5	192.03	3,289	98	3,387	96	3,291	40	82.27	109.76	57.16
XR3CPL-24-4	B	XR3 SIZE 24 CPLG (BX/4)	489	3	163.15	661	15	676	49	627	5	125.36	37.79	23.16
XR3CPL-8-12		XR3 SIZE 8 CPLG (BX/12)	6,638	130	51.06	7,463	-1,964	5,499	664	4,836	210	23.03	28.03	54.90
XR3FTG-11-24	B	XR3 SIZE 11 FTG (BX/24)	120,393	1,842	65.36	70,025	6,266	76,291	12,039	64,252	1,329	48.35	17.01	26.03
XR3FTG-16-12	B	XR3 SIZE 16 FTG (BX/12)	59,344	1,020	58.18	30,604	1,408	32,012	5,934	26,078	597	43.68	14.50	24.92
XR3FTG-20-6	B	XR3 SIZE 20 FTG (BX/6)	9,151	170	53.83	2,015	217	2,232	915	1,317	65	20.25	33.58	62.37
XR3FTG-24-4	B	XR3 SICE 24 FTG (BX/4)	10,514	102	103.08	2,452	74	2,526	1,051	1,475	32	46.08	57.00	55.30
XR3FTG-32-4	B	XR3 SIZE 32 FTG (BX/4)	4,234	23	184.10	3,246	175	3,420	423	2,997	23	130.30	53.80	29.22
XR3FTG-8-24	B	XR3 SIZE 8 FTG (BX/24)	144,095	3,220	44.75	155,079	5,693	160,773	14,410	146,363	3,724	39.30	5.45	12.17
XR3FTGFM-11	B	XR3 FEM 11-BULK	3,546	900	3.94	2,372	228	2,600	355	2,245	900	2.49	1.45	36.69
XR3FTGFM-11-24	B	XR3 FEM SIZE 11 (BX/24)	4,587	48	95.56	6,561	539	7,100	459	6,641	105	63.25	32.31	33.81
XR3FTGFM-11-8	A	XR3 FEM 11/8-BULK	918	150	6.12	2,980	389	3,369	92	3,277	1,000	3.28	2.84	46.45
XR3FTGFM-11-8-24	B	XR3 FEM SIZE 11/8 (BX/24)	1,625	11	147.77	8,453	450	8,903	163	8,740	120	72.83	74.94	50.71
XR3FTGFM-8		XR3 FEM 8-BULK	8,280	3,000	2.76	1,985	538	2,523	828	1,695	1,177	1.44	1.32	47.83
XR3FTGFM-8-24	B	XR3 FEM SIZE 8 (BX/24)	9,516	140	67.97	4,744	95	4,839	952	3,887	109	35.66	32.31	47.53
XR3REDFTG-16-12	B	XR3 RED SIZE 16/12 (BX/12)	1,160	7	165.76	2,153	-21	2,132	116	2,016	20	100.80	64.96	39.19
XR3T-11-11-8-6	B	3/4 X 3/4 X 1/2 XR3 TEE FTG	3,194	36	88.73	4,646	77	4,723	319	4,404	60	73.39	15.34	17.29
XR3T-11-12	A	3/4 X 3/4 X 3/4 XR3 TEE FTG	1,530	10	153.01	2,369	68	2,436	153	2,283	18	126.86	26.15	17.09
XR3T-16-11-8-6	B	1 X 3/4 X 1/2 XR3 TEE FTG	356	2	177.97	1,647	48	1,694	36	1,659	10	165.89	12.08	6.79
XR3T-16-16-11-6	B	1 X 1 X 3/4 XR3 TEE FTG	838	5	167.56	1,516	8	1,524	84	1,440	10	143.99	23.57	14.06
XR3T-16-16-8-6	B	1 X 1 X 1/2 XR3 TEE FTG	350	2	175.23	814	20	834	35	799	5	159.79	15.44	8.81
XR3T-8-12	B	1/2 X 1/2 X 1/2 XR3 TEE FTG	2,094	20	104.70	9,557	293	9,850	209	9,640	93	103.66	1.04	0.99
XR3TRM-11-12	B	XR3 SIZE 11 TRM (BX/12)	19,206	332	57.85	2,051	167	2,218	1,921	298	42	7.09	50.76	87.75
XR3TRM-16-6	B	XR3 SIZE 16 TRM (BX/6)	6,827	144	47.41	7,328	133	7,461	683	6,778	192	35.30	12.11	25.54
XR3TRM-20-6	B	XR3 SIZE 20 TRM (BX/6)	1,243	11	113.00	1,879	170	2,049	124	1,924	32	60.13	52.87	46.78

LAKESHORE FITTINGS, INC.**Report: Actual Gross Margin by Customer by Part**

Report print date: 8/30/2017

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Customer Name

<u>Part</u>	<u>Out</u> <u>range</u>	<u>Description</u>	<u>Sales</u> <u>Dollars</u>	<u>Sales</u> <u>Units</u>	<u>Avg</u> <u>Price</u>	<u>Mfg Order</u> <u>Std Cost</u>	<u>Mfg Orders</u> <u>Variances</u>	<u>Mfg Orders</u> <u>Net Cost</u>	<u>Margin</u> <u>Adj</u>	<u>Net Act</u> <u>Cost</u>	<u>Units</u> <u>Produced</u>	<u>Avg</u> <u>Cost</u>	<u>Avg</u> <u>Margin</u>	<u>Margin</u> <u>Percen</u>
XR3TRM-24-4	B	XR3 SIZE 24 TRM (BX/4)	416	3	138.58	595	64	660	42	618	7	88.30	50.28	36.28
XR3TRM-8-12		XR3 SIZE 8 TRM (BX/12)	42,381	912	46.47	31,050	-102	30,948	4,238	26,710	816	32.73	13.74	29.56
XR3TRM-8-NF	A	SIZE 8 TRM FTG- NO FLANGE-BLUK	2,070	1,000	2.07	3,741	-142	3,599	207	3,392	2,000	1.70	0.37	18.08
XR3TRMBKT-11-12B		XR3 #11 TRMBKT (BX/12)	1,136	16	71.01	2,216	-14	2,202	114	2,088	64	32.63	38.38	54.05
XR3TRMBKT-16-6	H	XR3 #16 TRMBKT (BX/6)	341	5	68.19	1,011	8	1,019	34	985	32	30.78	37.41	54.87
XR3TRMBKT-20-6	H	XR3 #20 TRMBKT (BX/6)	350	2	174.77	262	25	286	35	251	5	50.25	124.52	71.25
XR3TRMBKT-8-12	B	XR3 #8 TRMBKT (BX/12)	2,824	58	48.69	4,357	-16	4,341	282	4,059	96	42.28	6.41	13.17
Y20310-2	H	SWAGE INSERT #10 TEFLON R115	3,078	5,600	0.55	7,483	1,669	9,153	308	8,845	16,180	0.55	0.00	0.55
Y20504-2	H	SWAGE COLLAR #4 PTFE-R115	606	2,000	0.30	4,671	548	5,219	61	5,159	20,900	0.25	0.06	18.55
Y20508-2	H	BRASS COLLAR	327	1,000	0.33	11,591	837	12,428	33	12,395	40,500	0.31	0.02	6.31
Y20510-2	H	SWAGE COLLAR #10 PTFE R115	2,792	9,350	0.30	8,627	2,405	11,033	279	10,753	28,170	0.38	-0.08	-27.83
Y20512-2	H	SWAGE COLLAR #12	537	700	0.77	7,301	-2,022	5,279	54	5,225	11,350	0.46	0.31	39.96
Grand Total:			1,929,065	2,649,581	0.73	3,539,691	458,485	3,998,178	192,899	3,805,278	4,312,550	0.88	-0.15	-21.19