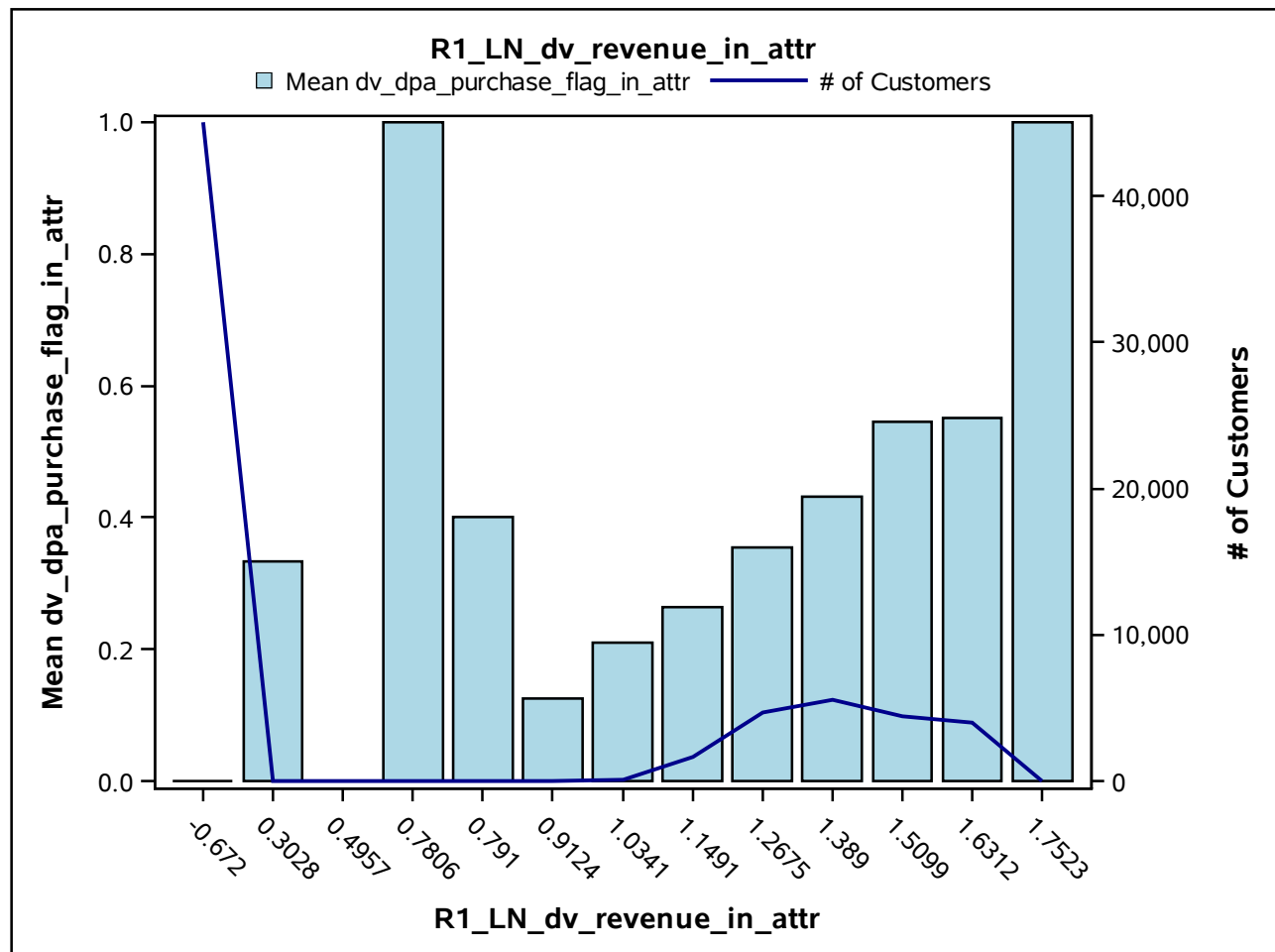


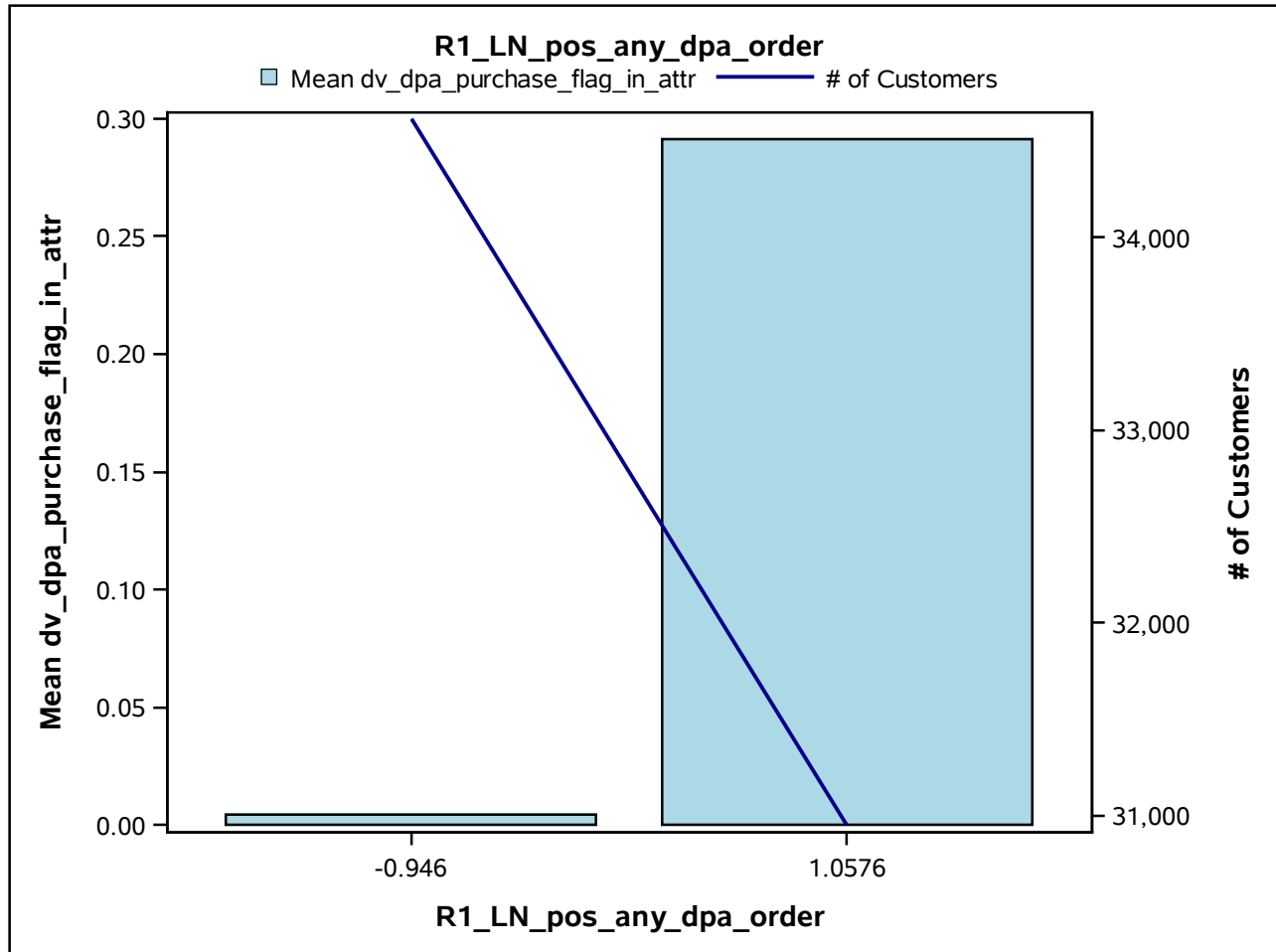
Variable: R1_LN_dv_revenue_in_attr

bin	count	lo	hi	mean
.	1	1.7523	1.7523	1.0000
1	45,056	-0.6721	-0.6721	0.0000
9	3	0.3028	0.3028	0.3333
10	1	0.4957	0.4957	0.0000
12	1	0.7806	0.7806	1.0000
13	30	0.7910	0.8927	0.4000
14	16	0.9124	1.0107	0.1250
15	86	1.0341	1.1429	0.2093
16	1,650	1.1491	1.2674	0.2642
17	4,686	1.2675	1.3885	0.3551
18	5,579	1.3890	1.5097	0.4323
19	4,445	1.5099	1.6310	0.5447
20	4,014	1.6312	1.8026	0.5503



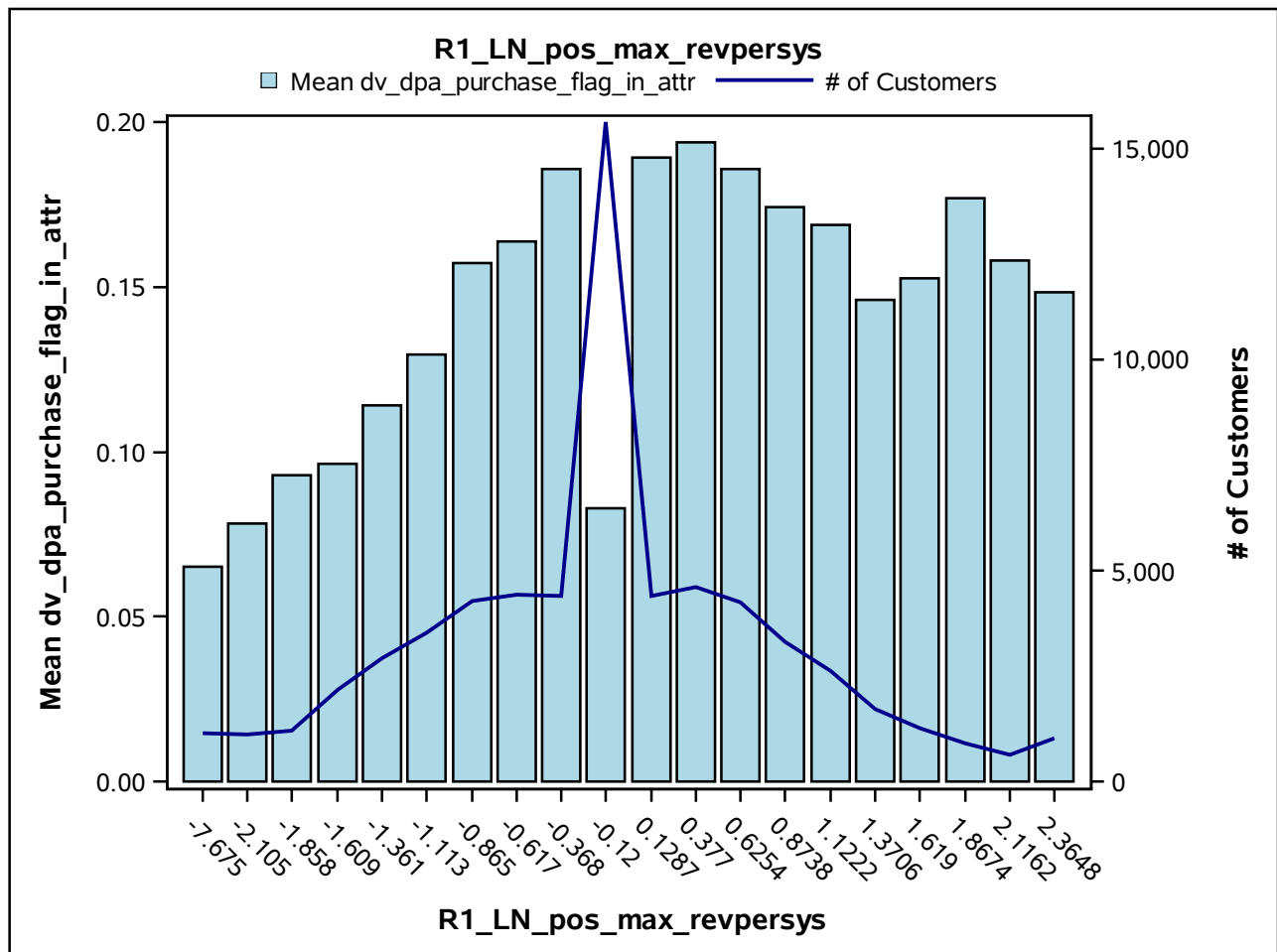
Variable: R1_LN_pos_any_dpa_order

R1_LN_pos_any_dpa_order	count	mean
-0.94556	34,617	0.0044
1.05756	30,951	0.2916



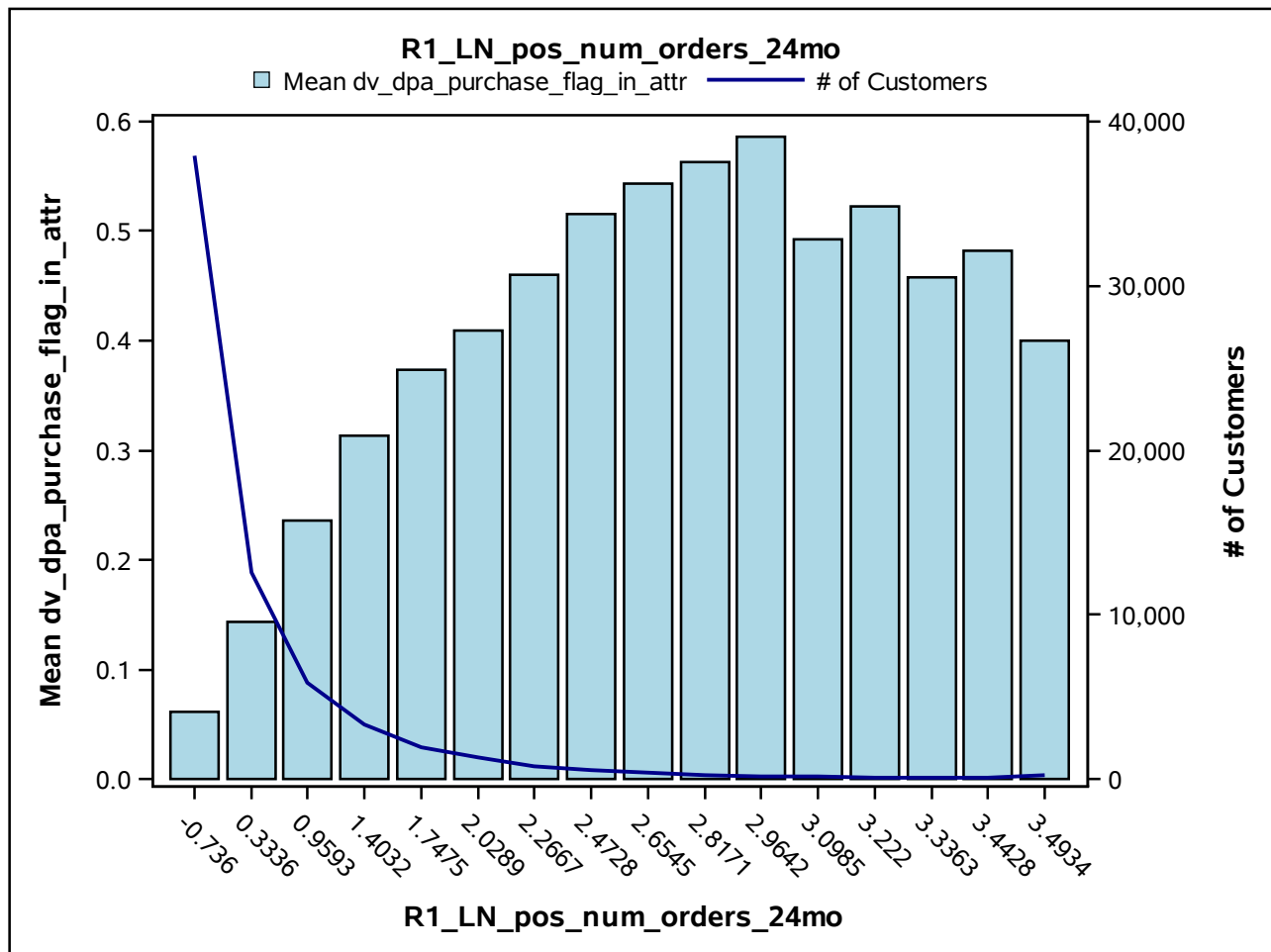
Variable: R1_LN_pos_max_revpersys

bin	count	lo	hi	mean
1	1,150	-7.6753	-2.1071	0.0652
2	1,110	-2.1053	-1.8594	0.0784
3	1,196	-1.8583	-1.6107	0.0928
4	2,186	-1.6091	-1.3620	0.0965
5	2,915	-1.3606	-1.1135	0.1139
6	3,519	-1.1131	-0.8653	0.1296
7	4,280	-0.8649	-0.6169	0.1572
8	4,417	-0.6166	-0.3683	0.1637
9	4,411	-0.3682	-0.1199	0.1857
10	15,631	-0.1197	0.1284	0.0830
11	4,399	0.1287	0.3769	0.1894
12	4,622	0.3770	0.6253	0.1936
13	4,252	0.6254	0.8737	0.1858
14	3,307	0.8738	1.1221	0.1742
15	2,615	1.1222	1.3701	0.1686
16	1,732	1.3706	1.6187	0.1461
17	1,258	1.6190	1.8672	0.1526
18	904	1.8674	2.1156	0.1770
19	626	2.1162	2.3641	0.1581
20	1,038	2.3648	3.2787	0.1484



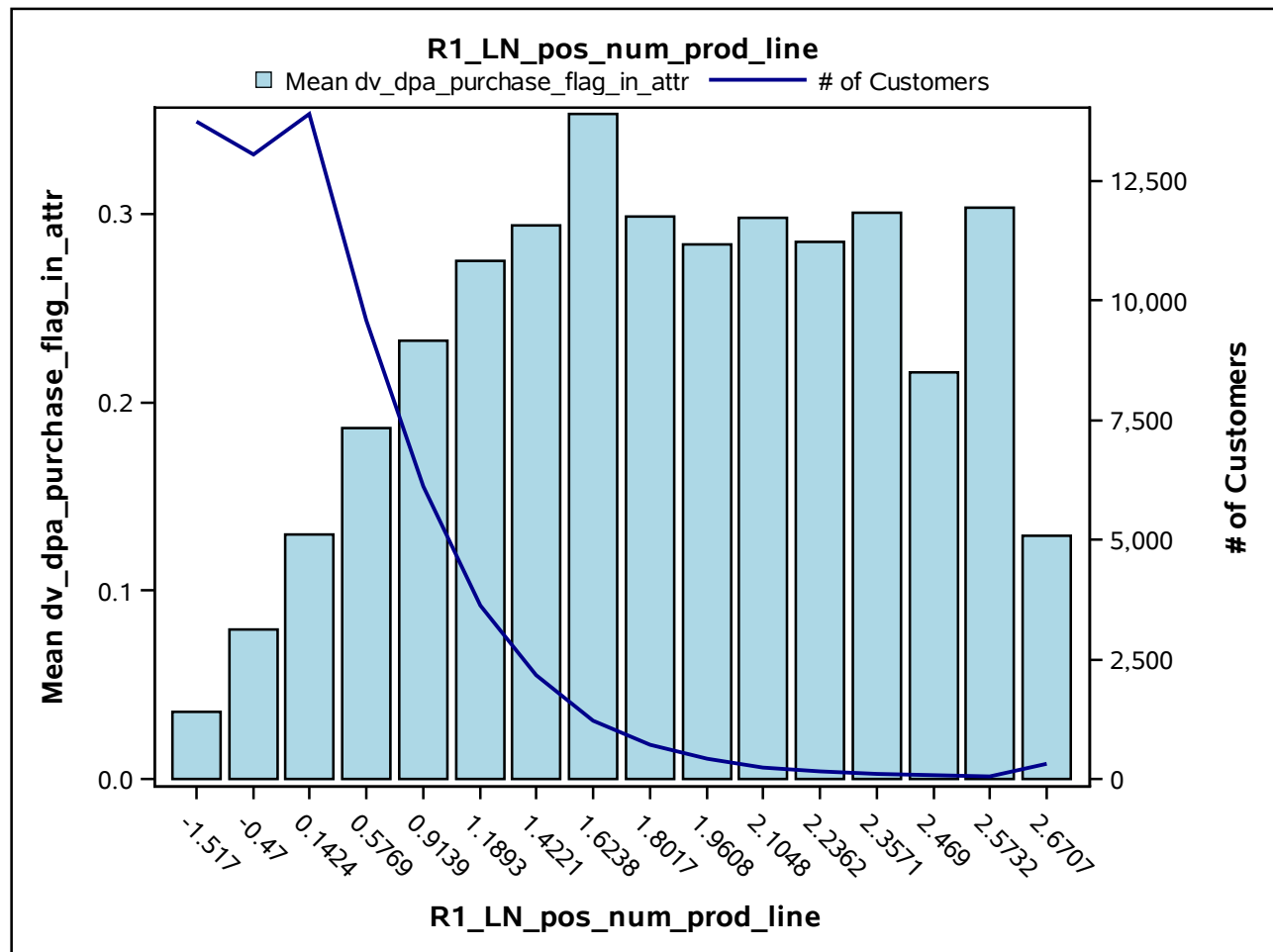
Variable: R1_LN_pos_num_orders_24mo

R1_LN_pos_num_orders_24mo	count	mean
-0.73600	37,884	0.0615
0.33360	12,545	0.1435
0.95927	5,850	0.2362
1.40319	3,289	0.3132
1.74753	1,920	0.3734
2.02887	1,289	0.4088
2.26674	821	0.4604
2.47279	574	0.5157
2.65454	372	0.5430
2.81712	215	0.5628
2.96419	191	0.5864
3.09846	142	0.4930
3.22198	111	0.5225
3.33633	59	0.4576
3.44279	56	0.4821
3.49339	250	0.4000



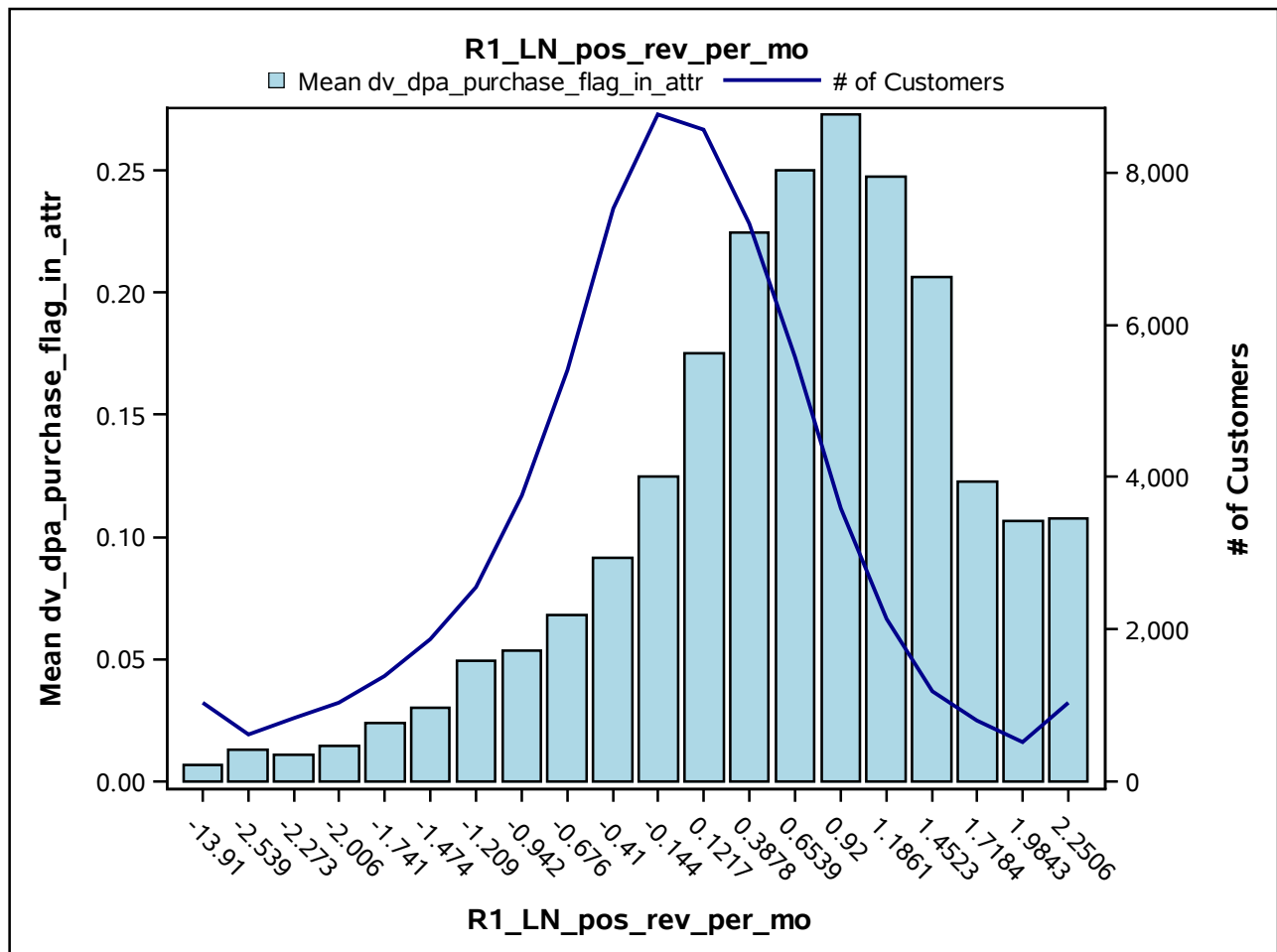
Variable: R1_LN_pos_num_prod_line

R1_LN_pos_num_prod_line	count	mean
-1.51690	13,748	0.0360
-0.47000	13,060	0.0792
0.14240	13,902	0.1301
0.57690	9,592	0.1860
0.91393	6,107	0.2324
1.18930	3,629	0.2747
1.42212	2,162	0.2937
1.62380	1,235	0.3530
1.80169	713	0.2987
1.96082	419	0.2840
2.10478	255	0.2980
2.23619	172	0.2849
2.35709	113	0.3009
2.46902	88	0.2159
2.57322	56	0.3036
2.67070	317	0.1293



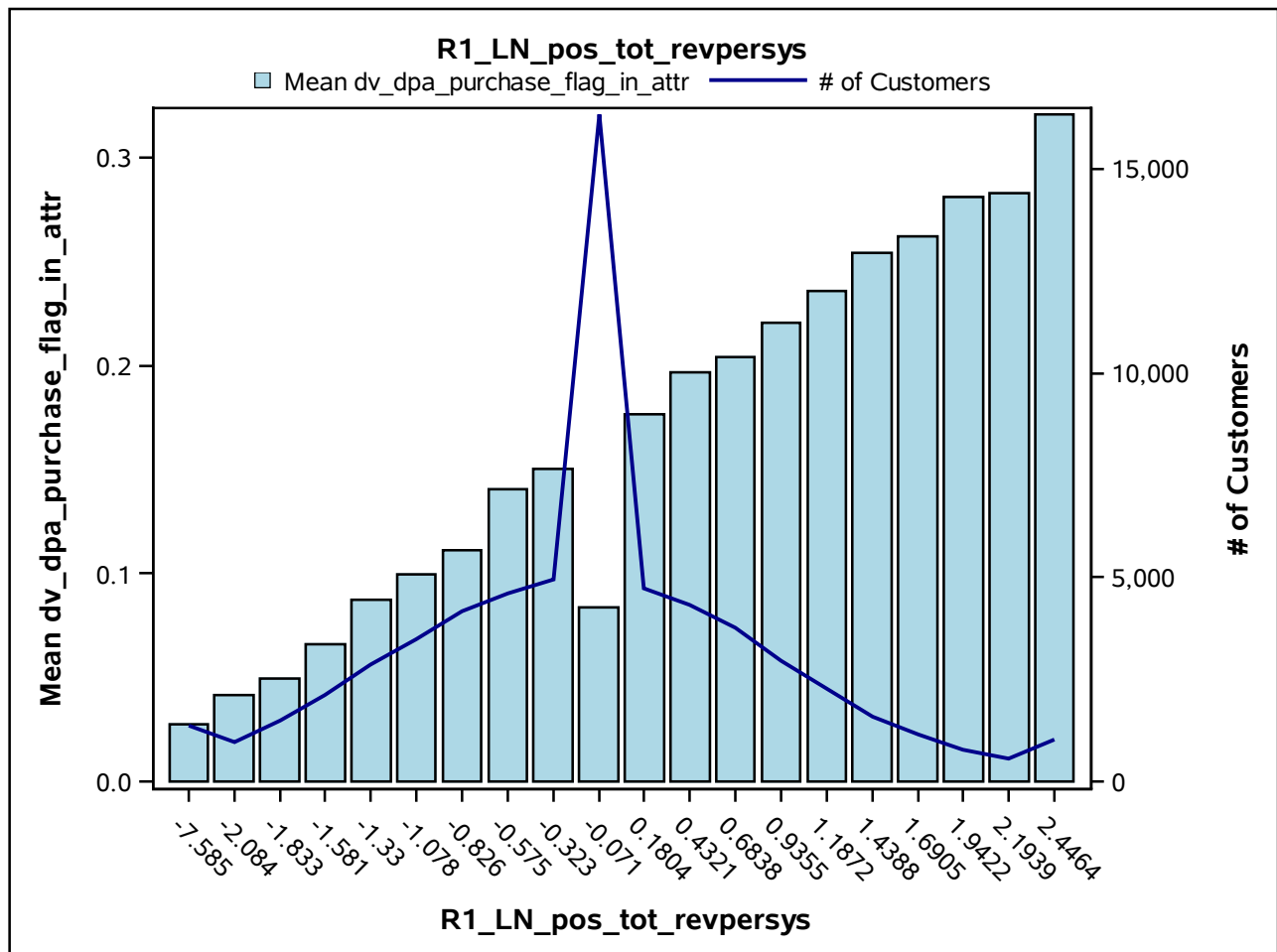
Variable: R1_LN_pos_rev_per_mo

bin	count	lo	hi	mean
1	1,044	-13.9115	-2.5395	0.0067
2	613	-2.5387	-2.2735	0.0131
3	832	-2.2728	-2.0069	0.0108
4	1,043	-2.0063	-1.7410	0.0144
5	1,390	-1.7407	-1.4748	0.0237
6	1,875	-1.4739	-1.2088	0.0304
7	2,559	-1.2085	-0.9425	0.0496
8	3,758	-0.9425	-0.6765	0.0535
9	5,405	-0.6764	-0.4105	0.0681
10	7,523	-0.4103	-0.1443	0.0917
11	8,764	-0.1443	0.1217	0.1248
12	8,563	0.1217	0.3877	0.1753
13	7,327	0.3878	0.6539	0.2248
14	5,575	0.6539	0.9199	0.2502
15	3,598	0.9200	1.1858	0.2729
16	2,146	1.1861	1.4520	0.2474
17	1,192	1.4523	1.7182	0.2064
18	806	1.7184	1.9837	0.1228
19	526	1.9843	2.2500	0.1065
20	1,029	2.2506	2.8523	0.1079



Variable: R1_LN_pos_tot_revpersys

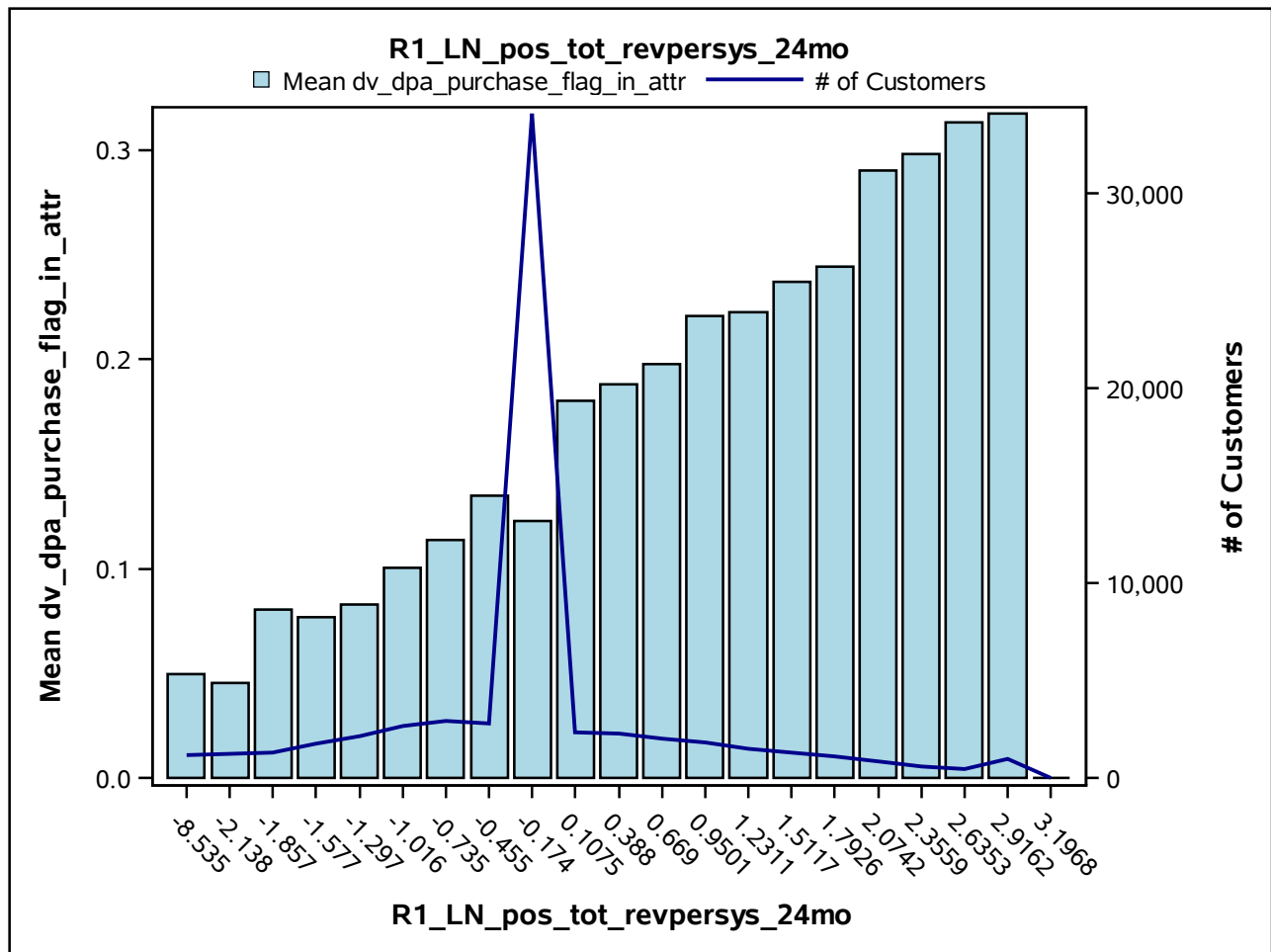
bin	count	lo	hi	mean
1	1,371	-7.5846	-2.0859	0.0277
2	981	-2.0844	-1.8330	0.0418
3	1,509	-1.8328	-1.5823	0.0497
4	2,108	-1.5813	-1.3299	0.0659
5	2,874	-1.3296	-1.0780	0.0873
6	3,492	-1.0777	-0.8263	0.0997
7	4,165	-0.8263	-0.5747	0.1112
8	4,602	-0.5746	-0.3230	0.1404
9	4,943	-0.3229	-0.0714	0.1501
10	16,331	-0.0713	0.1803	0.0839
11	4,718	0.1804	0.4320	0.1763
12	4,335	0.4321	0.6837	0.1970
13	3,779	0.6838	0.9354	0.2043
14	2,955	0.9355	1.1869	0.2203
15	2,271	1.1872	1.4386	0.2356
16	1,587	1.4388	1.6902	0.2539
17	1,167	1.6905	1.9421	0.2622
18	779	1.9422	2.1936	0.2811
19	566	2.1939	2.4455	0.2827
20	1,035	2.4464	3.3737	0.3208



Variable: R1_LN_pos_tot_revpersys_24mo

bin	count	lo	hi	mean
.	1	3.1968	3.1968	0.0000
1	1,187	-8.5349	-2.1413	0.0497
2	1,255	-2.1380	-1.8594	0.0454
3	1,329	-1.8566	-1.5787	0.0805
4	1,743	-1.5772	-1.2973	0.0769
5	2,169	-1.2973	-1.0166	0.0830
6	2,684	-1.0164	-0.7356	0.1006
7	2,920	-0.7350	-0.4548	0.1137
8	2,783	-0.4547	-0.1738	0.1347
9	34,129	-0.1737	0.1071	0.1229
10	2,363	0.1075	0.3880	0.1799
11	2,264	0.3880	0.6688	0.1882
12	2,029	0.6690	0.9496	0.1976
13	1,856	0.9501	1.2304	0.2209
14	1,529	1.2311	1.5114	0.2224
15	1,317	1.5117	1.7924	0.2369
16	1,113	1.7926	2.0732	0.2444
17	838	2.0742	2.3541	0.2900
18	597	2.3559	2.6336	0.2982
19	463	2.6353	2.9149	0.3132
20	999	2.9162	4.3689	0.3173

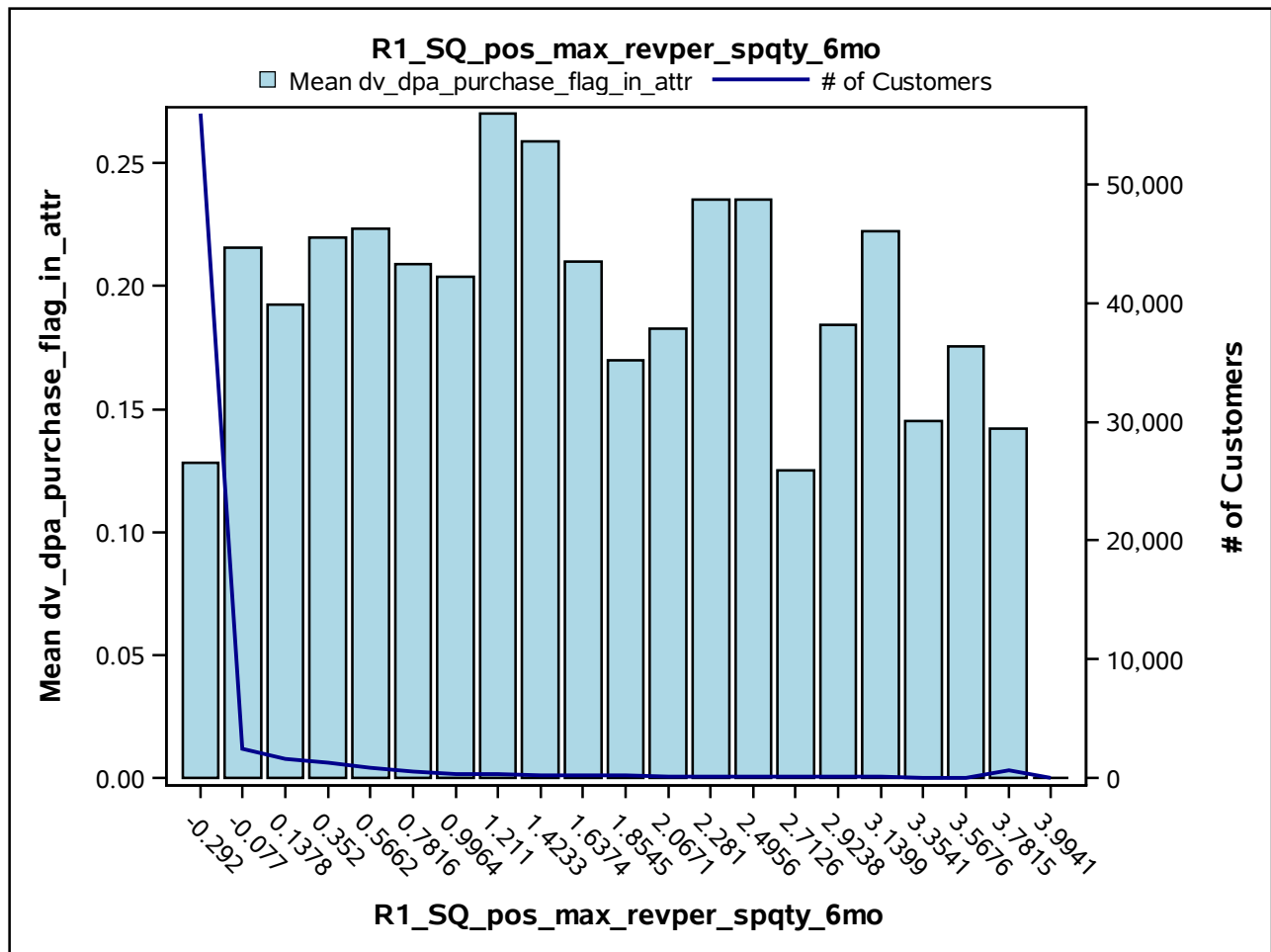
Variable: R1_LN_pos_tot_revpersys_24mo



Variable: R1_SQ_pos_max_revper_spqty_6mo

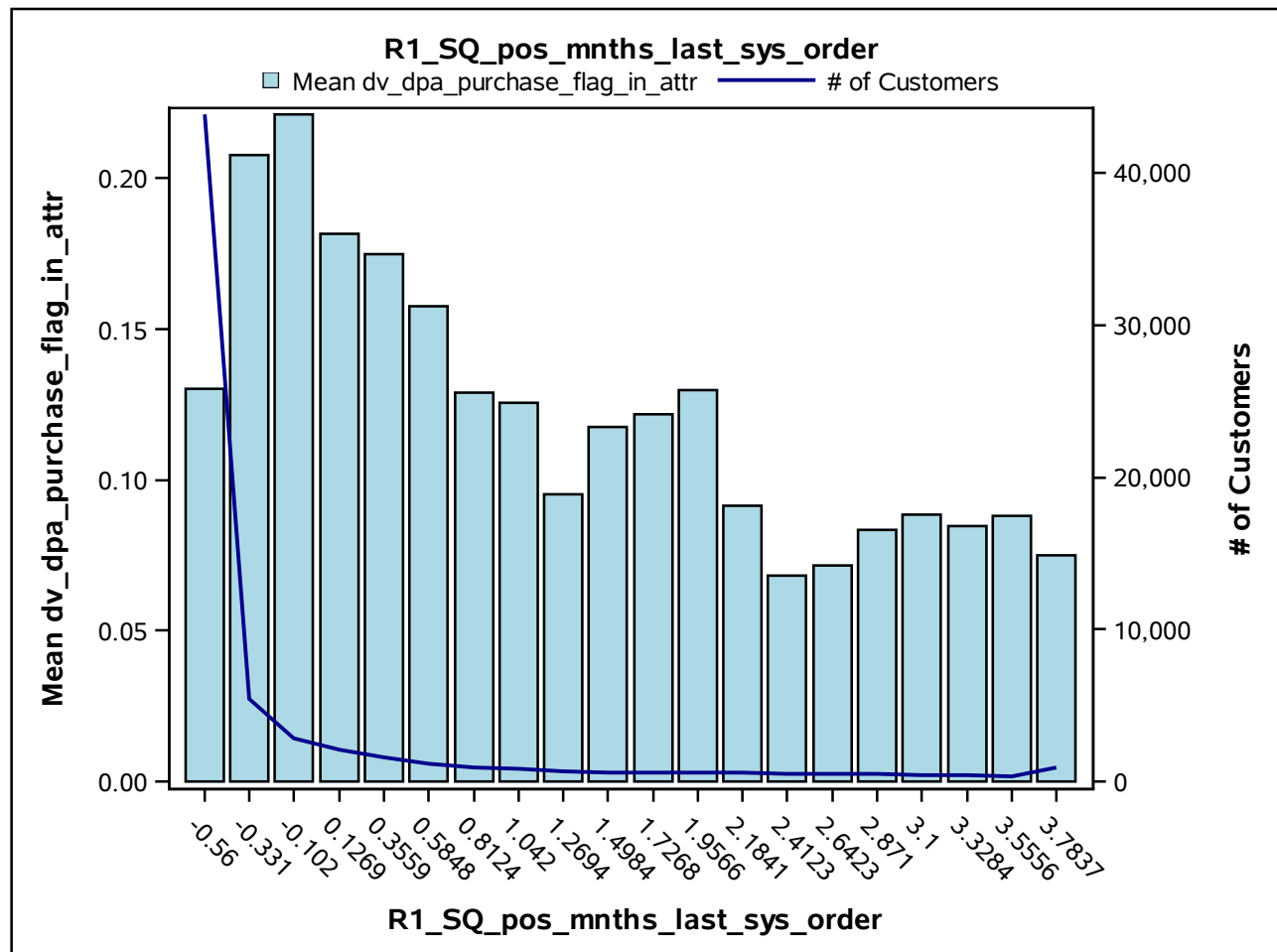
bin	count	lo	hi	mean
.	3	3.9941	3.9941	0.0000
1	55,956	-0.2918	-0.0779	0.1284
2	2,441	-0.0767	0.1368	0.2159
3	1,590	0.1378	0.3509	0.1925
4	1,257	0.3520	0.5658	0.2196
5	823	0.5662	0.7797	0.2236
6	598	0.7816	0.9943	0.2090
7	363	0.9964	1.2080	0.2039
8	370	1.2110	1.4223	0.2703
9	282	1.4233	1.6335	0.2589
10	195	1.6374	1.8507	0.2103
11	206	1.8545	2.0637	0.1699
12	153	2.0671	2.2771	0.1830
13	119	2.2810	2.4926	0.2353
14	119	2.4956	2.7059	0.2353
15	104	2.7126	2.9211	0.1250
16	76	2.9238	3.1369	0.1842
17	90	3.1399	3.3473	0.2222
18	62	3.3541	3.5649	0.1452
19	57	3.5676	3.7778	0.1754
20	704	3.7815	16.0475	0.1420

Variable: R1_SQ_pos_max_revper_spqty_6mo



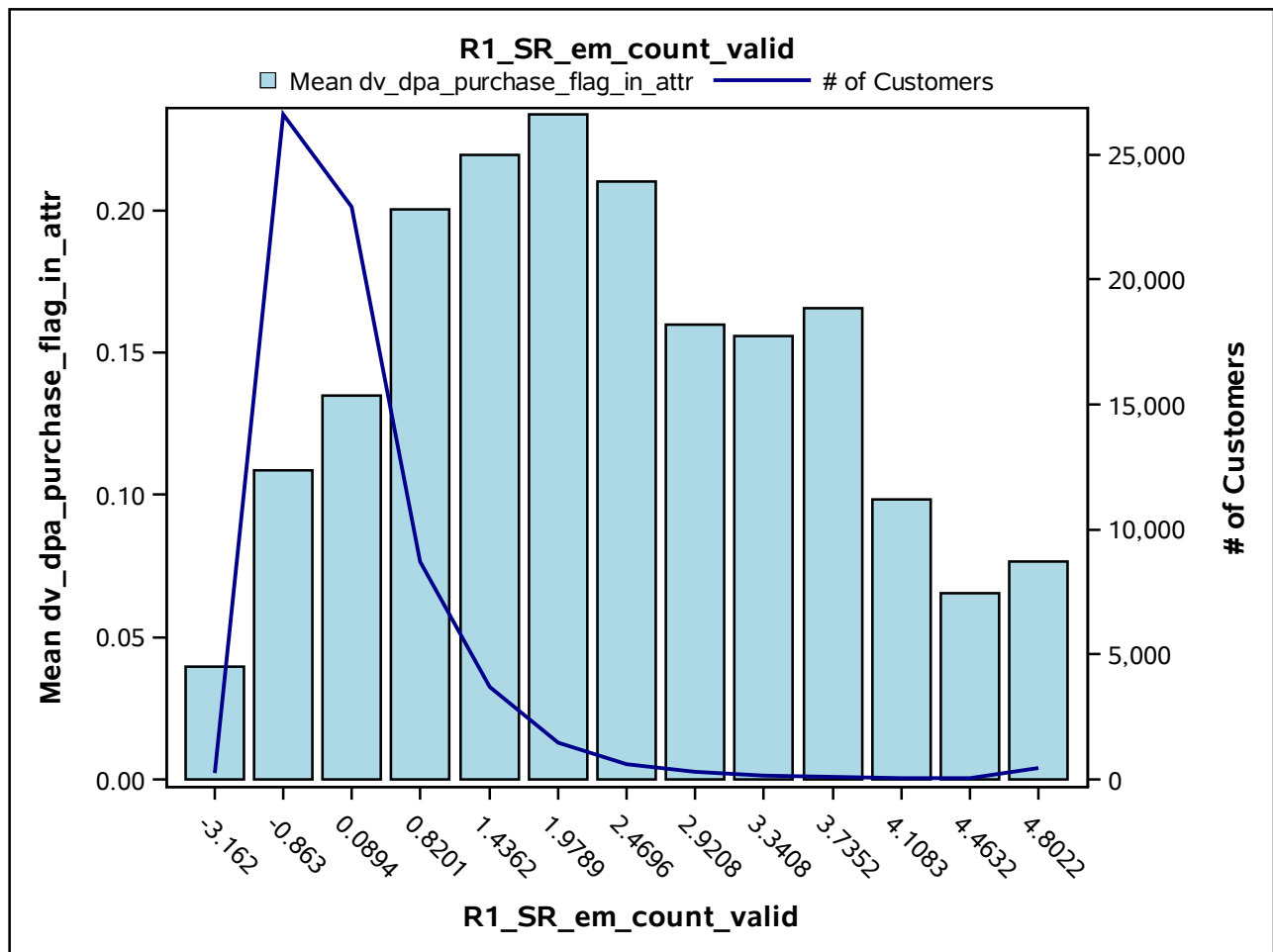
Variable: R1_SQ_pos_mnth_last_sys_order

bin	count	lo	hi	mean
1	43,837	-0.5596	-0.3314	0.1300
2	5,474	-0.3307	-0.1033	0.2077
3	2,884	-0.1024	0.1258	0.2212
4	2,113	0.1269	0.3546	0.1817
5	1,574	0.3559	0.5833	0.1747
6	1,187	0.5848	0.8108	0.1575
7	961	0.8124	1.0403	0.1290
8	851	1.0420	1.2676	0.1257
9	703	1.2694	1.4965	0.0953
10	630	1.4984	1.7248	0.1175
11	592	1.7268	1.9545	0.1216
12	562	1.9566	2.1819	0.1299
13	622	2.1841	2.4100	0.0916
14	527	2.4123	2.6399	0.0683
15	501	2.6423	2.8686	0.0719
16	479	2.8710	3.0974	0.0835
17	406	3.1000	3.3258	0.0887
18	390	3.3284	3.5529	0.0846
19	340	3.5556	3.7809	0.0882
20	935	3.7837	7.4403	0.0749



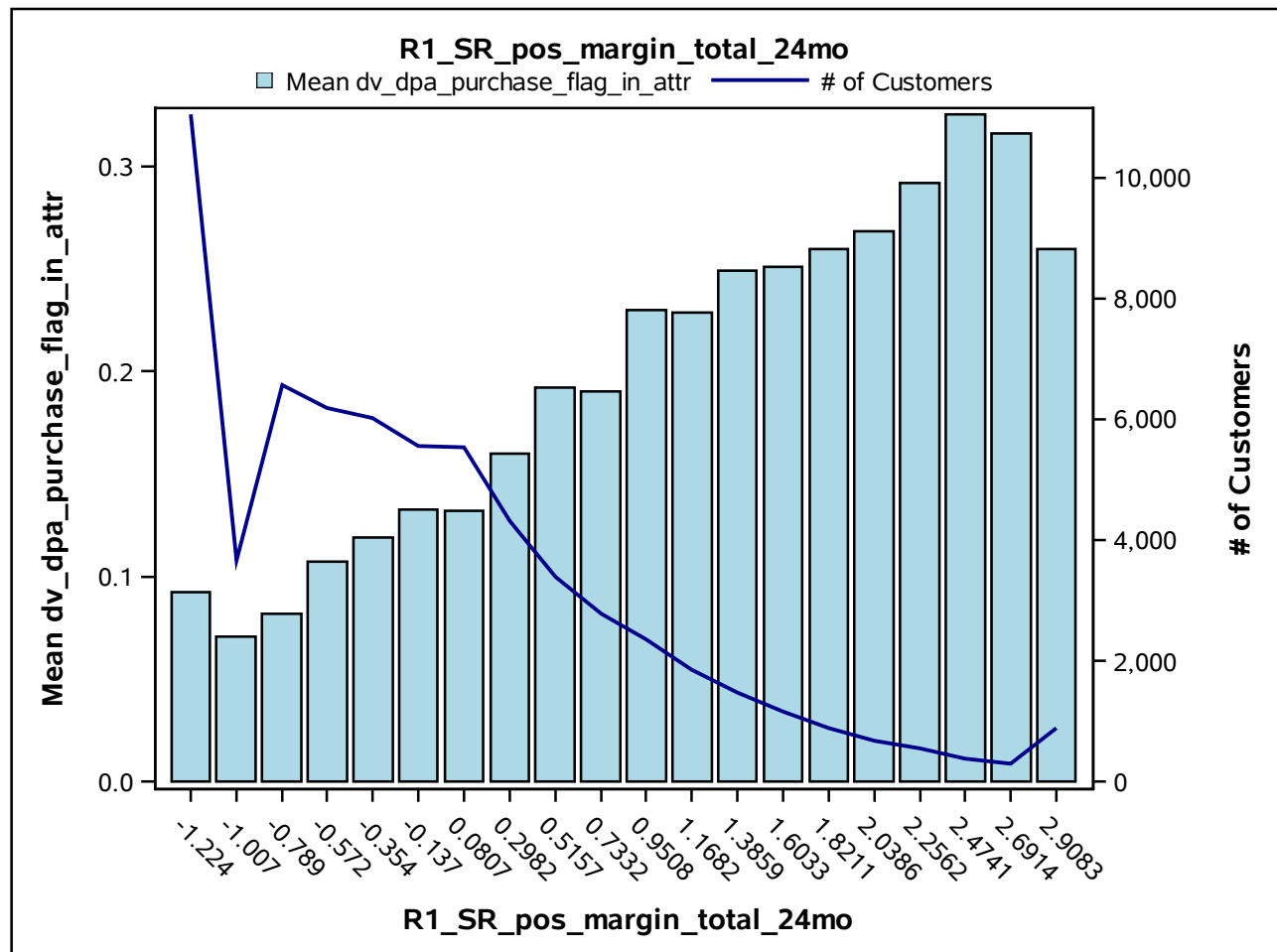
Variable: R1_SR_em_count_valid

R1_SR_em_count_valid	count	mean
-3.16198	276	0.0399
-0.86291	26,615	0.1085
0.08939	22,889	0.1349
0.82012	8,731	0.2003
1.43615	3,714	0.2194
1.97889	1,498	0.2336
2.46956	633	0.2101
2.92077	319	0.1599
3.34076	167	0.1557
3.73522	133	0.1654
4.10830	61	0.0984
4.46316	61	0.0656
4.80221	471	0.0764



Variable: R1_SR_pos_margin_total_24mo

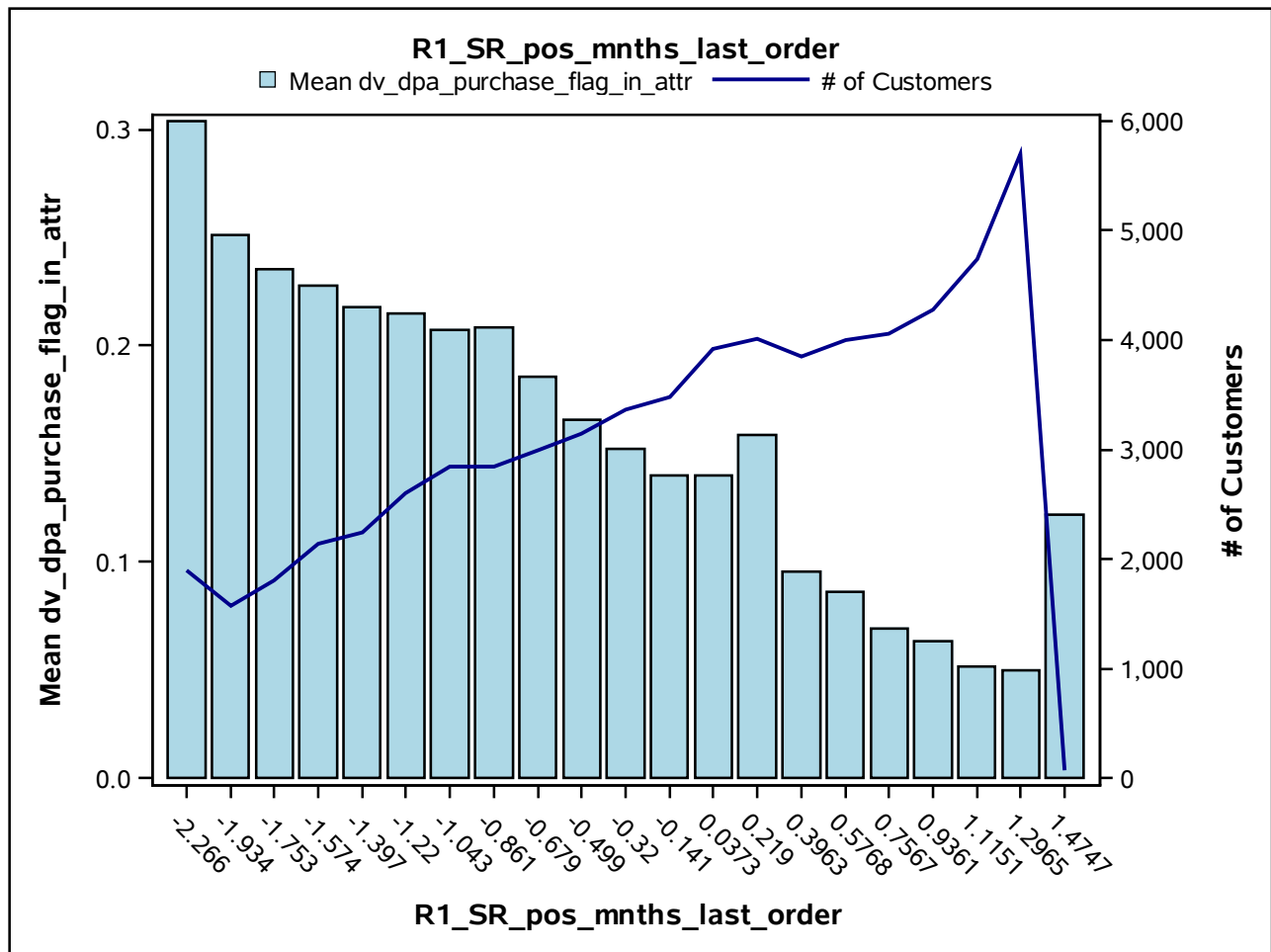
bin	count	lo	hi	mean
1	11,045	-1.2244	-1.0070	0.0924
2	3,661	-1.0067	-0.7894	0.0705
3	6,572	-0.7892	-0.5719	0.0819
4	6,181	-0.5718	-0.3545	0.1073
5	6,017	-0.3543	-0.1370	0.1188
6	5,561	-0.1367	0.0807	0.1329
7	5,535	0.0807	0.2981	0.1322
8	4,319	0.2982	0.5157	0.1600
9	3,392	0.5157	0.7331	0.1922
10	2,775	0.7332	0.9506	0.1903
11	2,358	0.9508	1.1682	0.2299
12	1,852	1.1682	1.3855	0.2289
13	1,475	1.3859	1.6032	0.2488
14	1,156	1.6033	1.8205	0.2509
15	890	1.8211	2.0376	0.2596
16	686	2.0386	2.2554	0.2682
17	545	2.2562	2.4731	0.2917
18	375	2.4741	2.6890	0.3253
19	291	2.6914	2.9076	0.3162
20	882	2.9083	3.9566	0.2596



Variable: R1_SR_pos_mnths_last_order

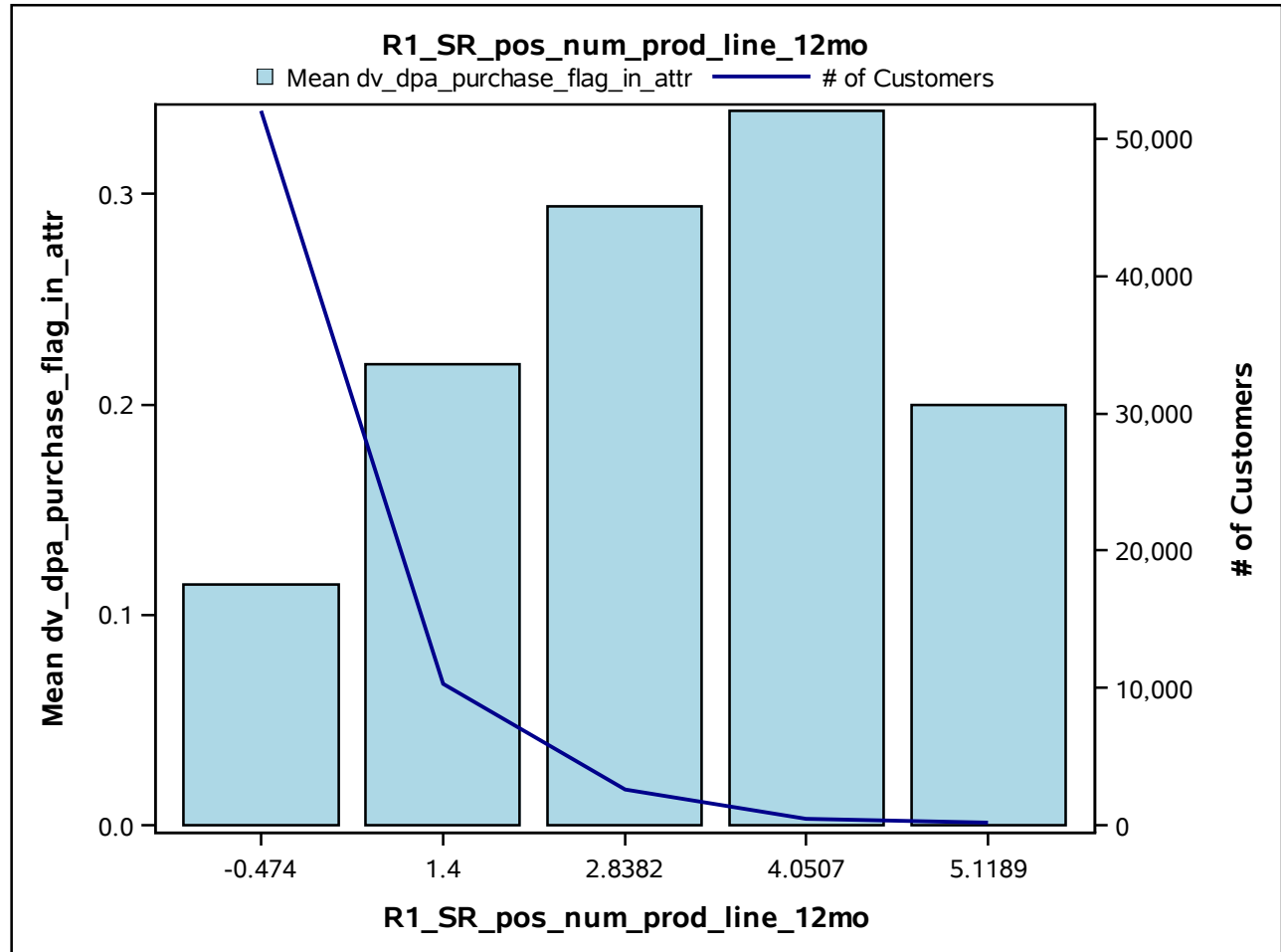
bin	count	lo	hi	mean
.	74	1.4747	1.4747	0.1216
1	1,895	-2.2658	-1.9563	0.3040
2	1,574	-1.9342	-1.7688	0.2510
3	1,799	-1.7530	-1.5866	0.2357
4	2,136	-1.5742	-1.4069	0.2275
5	2,242	-1.3967	-1.2285	0.2177
6	2,607	-1.2198	-1.0509	0.2152
7	2,846	-1.0434	-0.8671	0.2073
8	2,842	-0.8605	-0.6852	0.2087
9	2,997	-0.6792	-0.5044	0.1855
10	3,146	-0.4990	-0.3246	0.1656
11	3,366	-0.3197	-0.1455	0.1524
12	3,482	-0.1410	0.0331	0.1401
13	3,919	0.0373	0.2151	0.1398
14	4,008	0.2190	0.3926	0.1589
15	3,853	0.3963	0.5733	0.0955
16	4,004	0.5768	0.7534	0.0859
17	4,060	0.7567	0.9330	0.0692
18	4,277	0.9361	1.1122	0.0631
19	4,737	1.1151	1.2937	0.0515
20	5,704	1.2965	1.4958	0.0500

Variable: R1_SR_pos_mnth_last_order



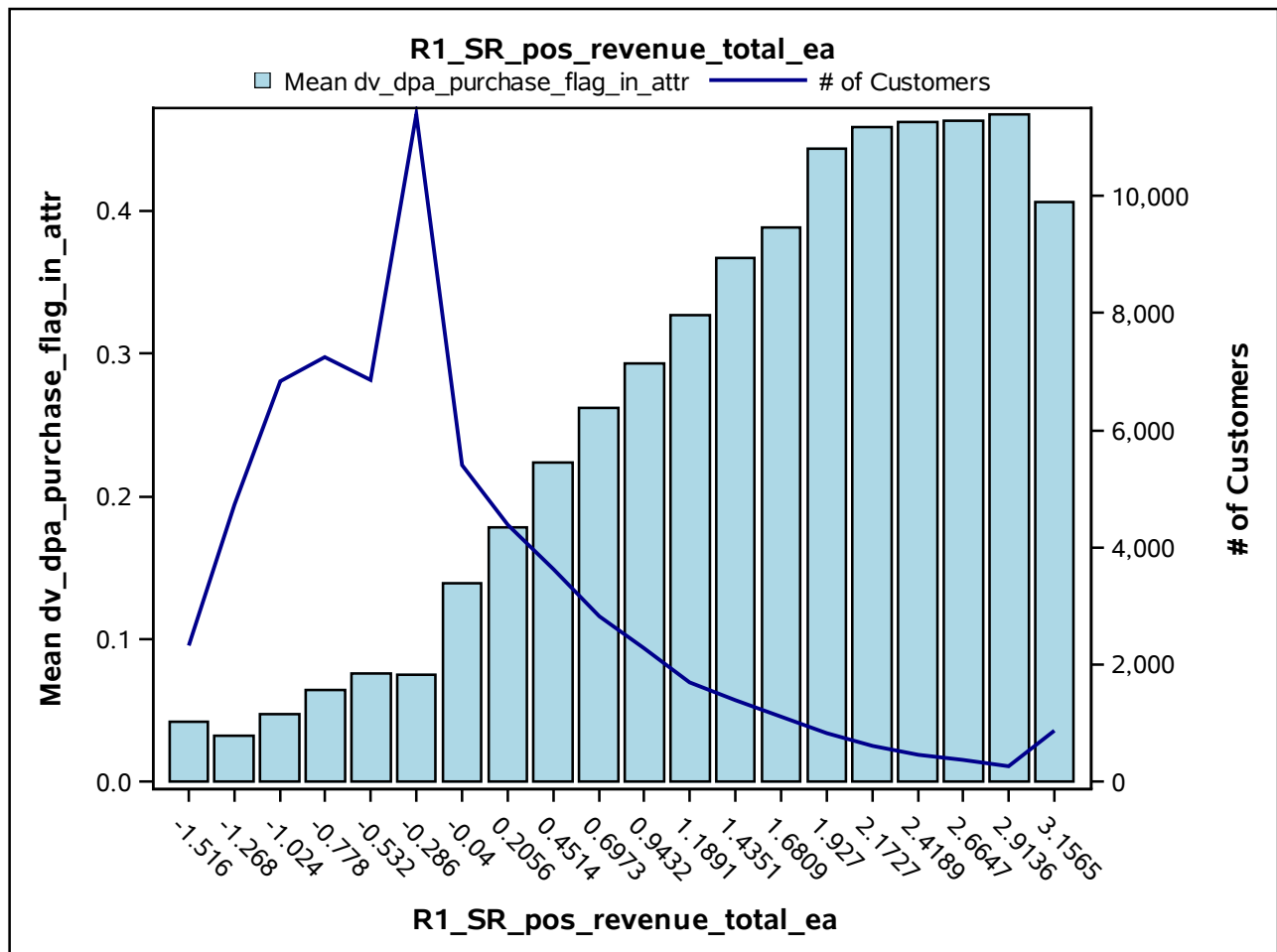
Variable: R1_SR_pos_num_prod_line_12mo

R1_SR_pos_num_prod_line_12mo	count	mean
-0.47426	52,026	0.1146
1.40002	10,264	0.2191
2.83821	2,616	0.2940
4.05066	477	0.3396
5.11885	185	0.2000



Variable: R1_SR_pos_revenue_total_ea

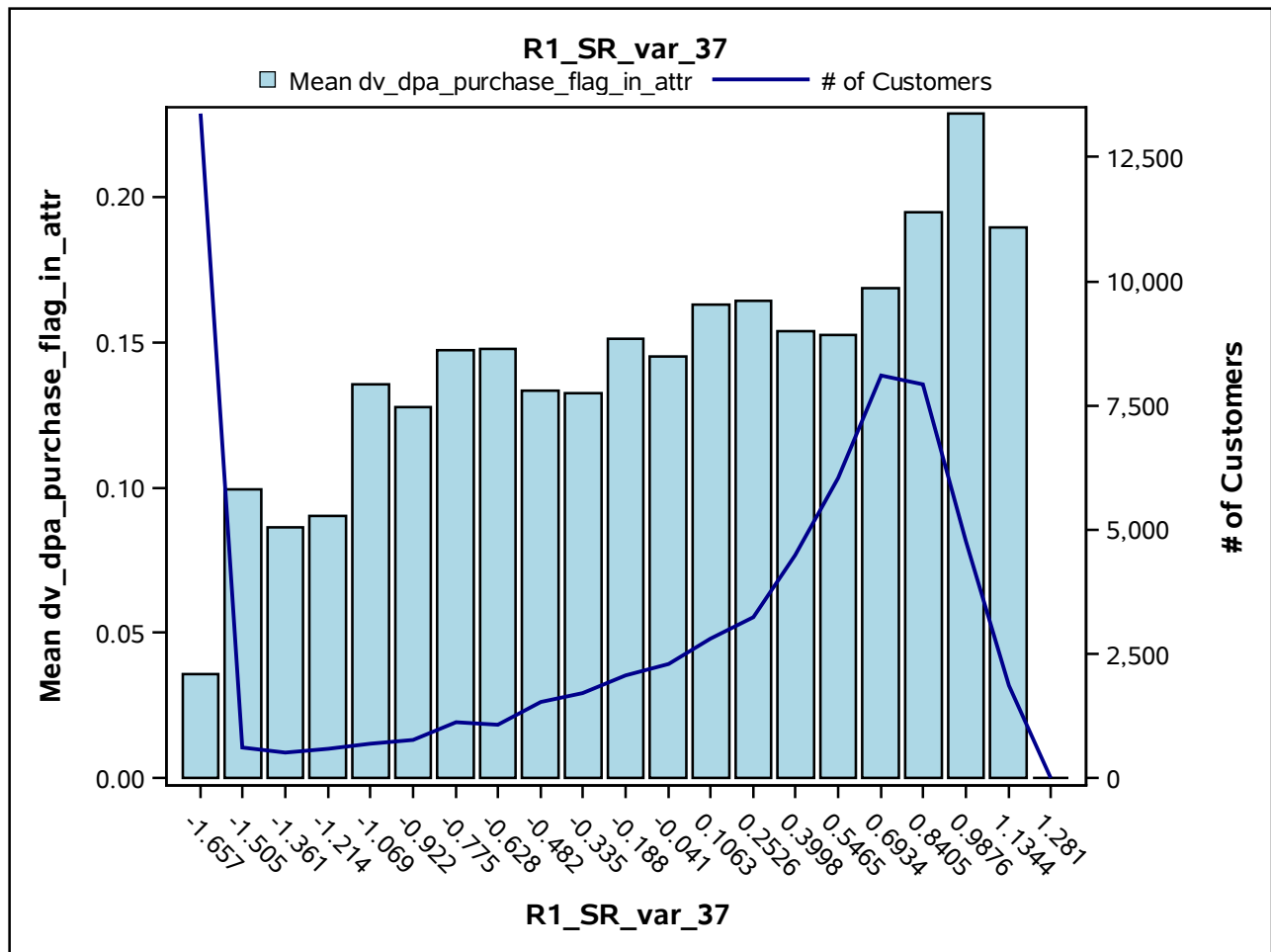
bin	count	lo	hi	mean
1	2,325	-1.5160	-1.2717	0.0422
2	4,741	-1.2682	-1.0242	0.0323
3	6,846	-1.0241	-0.7783	0.0476
4	7,256	-0.7780	-0.5325	0.0641
5	6,860	-0.5323	-0.2865	0.0758
6	11,396	-0.2864	-0.0405	0.0748
7	5,409	-0.0404	0.2053	0.1387
8	4,388	0.2056	0.4513	0.1784
9	3,618	0.4514	0.6971	0.2233
10	2,815	0.6973	0.9430	0.2618
11	2,285	0.9432	1.1889	0.2932
12	1,703	1.1891	1.4349	0.3265
13	1,398	1.4351	1.6808	0.3670
14	1,115	1.6809	1.9265	0.3883
15	820	1.9270	2.1727	0.4439
16	619	2.1727	2.4180	0.4588
17	459	2.4189	2.6641	0.4619
18	376	2.6647	2.9092	0.4628
19	263	2.9136	3.1556	0.4677
20	876	3.1565	4.4270	0.4064



Variable: R1_SR_var_37

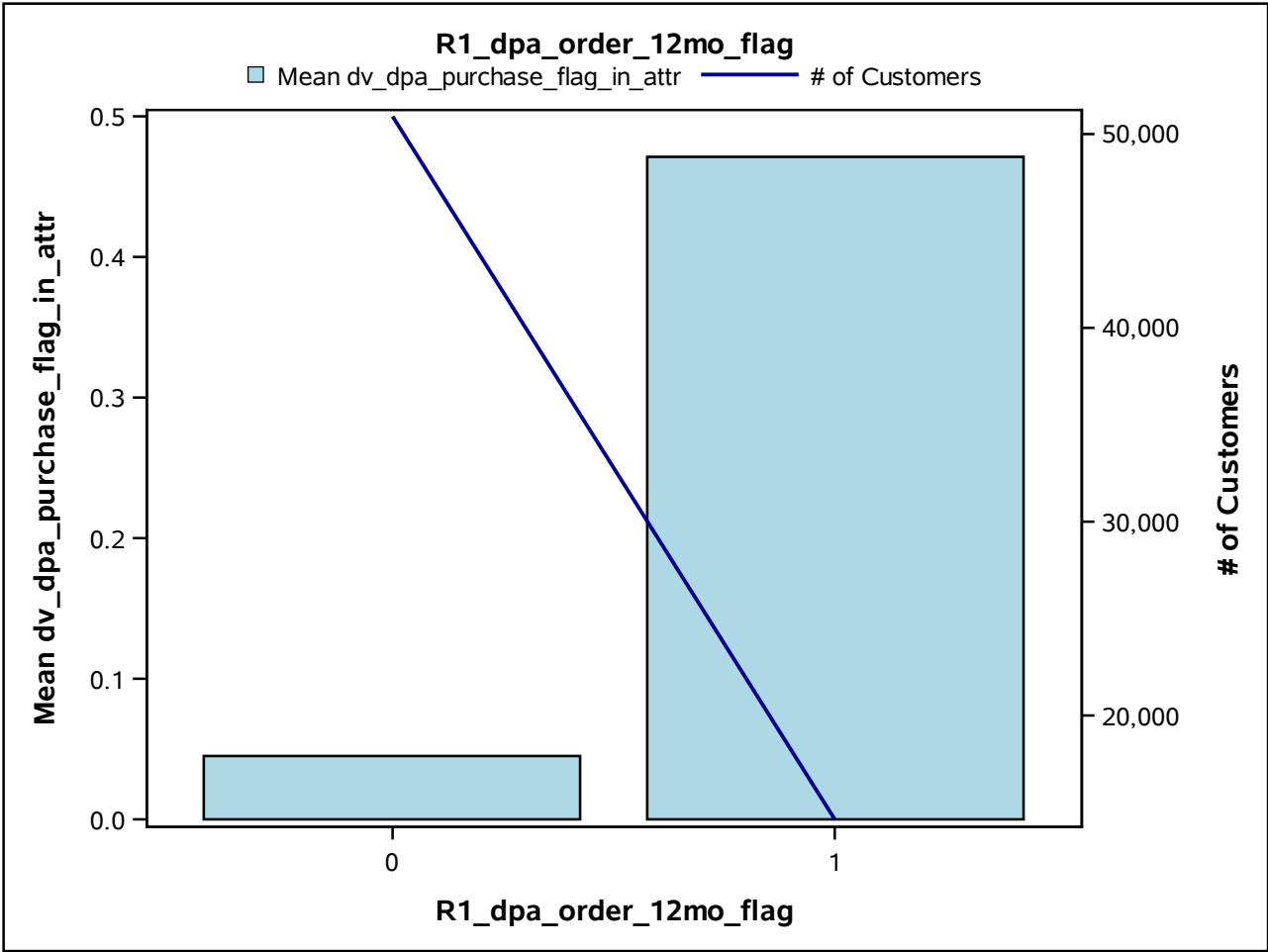
bin	count	lo	hi	mean
.	3	1.2810	1.2810	0.0000
1	13,377	-1.6572	-1.5131	0.0357
2	615	-1.5053	-1.3650	0.0992
3	509	-1.3611	-1.2170	0.0864
4	588	-1.2144	-1.0709	0.0901
5	694	-1.0689	-0.9240	0.1354
6	769	-0.9225	-0.7768	0.1274
7	1,122	-0.7754	-0.6293	0.1471
8	1,083	-0.6281	-0.4826	0.1477
9	1,525	-0.4816	-0.3357	0.1331
10	1,713	-0.3348	-0.1885	0.1325
11	2,071	-0.1877	-0.0419	0.1511
12	2,291	-0.0412	0.1056	0.1449
13	2,799	0.1063	0.2520	0.1629
14	3,226	0.2526	0.3992	0.1643
15	4,475	0.3998	0.5460	0.1537
16	6,051	0.5465	0.6929	0.1525
17	8,115	0.6934	0.8400	0.1685
18	7,929	0.8405	0.9872	0.1949
19	4,757	0.9876	1.1340	0.2287
20	1,856	1.1344	1.9704	0.1897

Variable: R1_SR_var_37



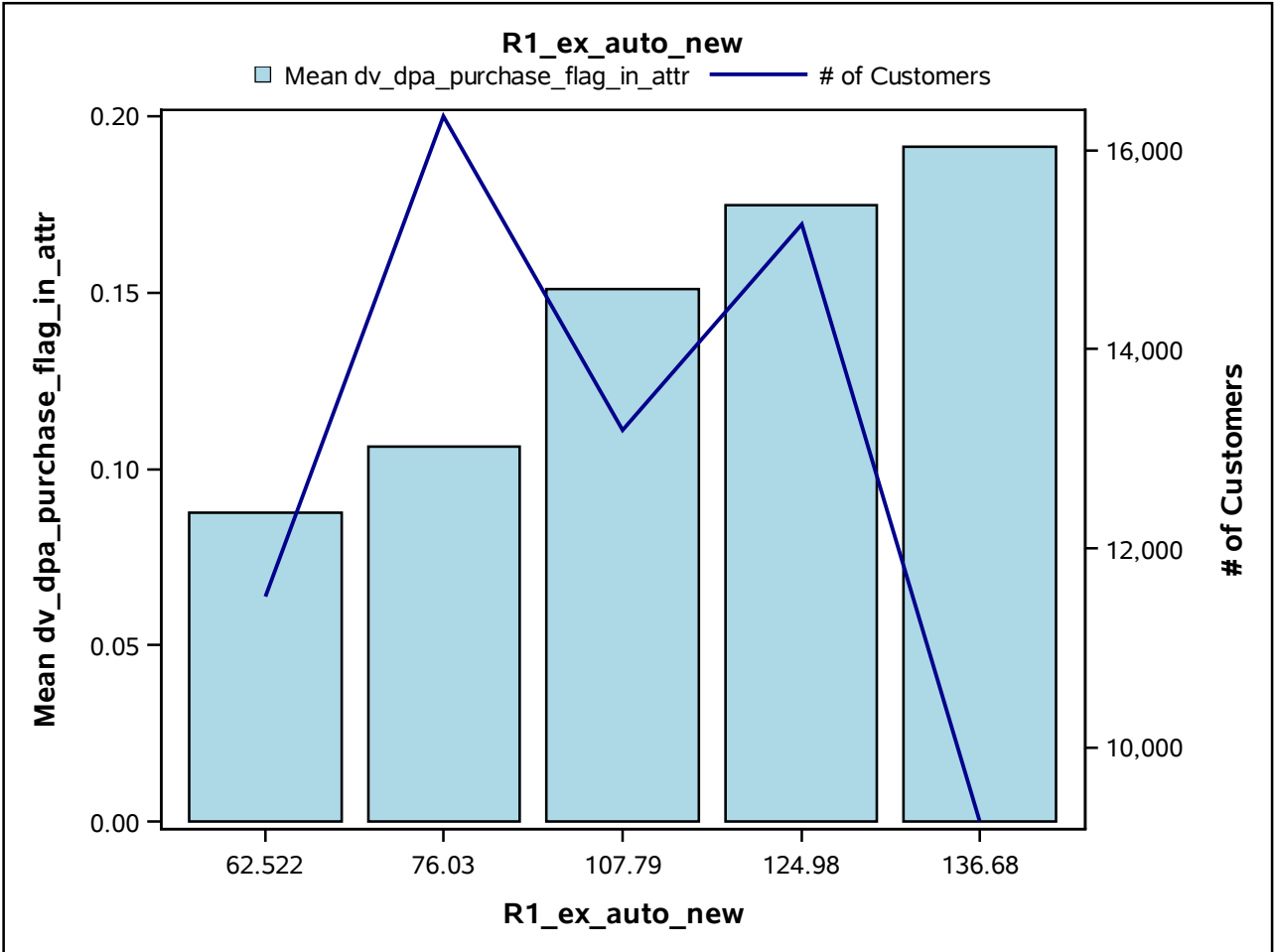
Variable: R1_dpa_order_12mo_flag

R1_dpa_order_12mo_flag	count	mean
0	50,909	0.0447
1	14,659	0.4707



Variable: R1_ex_auto_new

R1_ex_auto_new	count	mean
62.522	11,519	0.0875
76.030	16,342	0.1064
107.787	13,191	0.1509
124.980	15,258	0.1749
136.676	9,258	0.1913



Variable: R1_pos_all_dpa_orders

R1_pos_all_dpa_orders	count	mean
-0.45135	54,471	0.0909
2.21552	11,097	0.3808

