

Seward Sales

Seward 3rd Quarter GROSS Sales by Industry - 1998-2004 - in \$								
	1998	1999	2000	2001	2002	2003	2004	Annual Change
AFF	121,700	128,618	333,788	181,243	99,235	233,386	248,373	6.4%
Min	82,393	93,274	117,514	129,526	133,354	49,094	89,202	81.7%
Const	4,373,537	2,774,781	3,770,097	7,349,494	2,214,673	9,666,976	6,785,893	-29.8%
Manu	937,605	1,283,794	4,015,318	4,172,900	3,854,201	2,466,178	3,472,567	40.8%
TCPU	4,977,332	4,506,935	5,766,771	4,716,280	5,193,908	5,201,510	3,371,419	-35.2%
Whole	2,602,464	530,048	672,386	816,708	755,749	888,555	1,199,749	35.0%
Retail	18,076,304	19,646,603	20,890,672	20,218,997	21,042,392	21,286,157	24,059,747	13.0%
FIRE	2,116,795	3,276,936	2,015,451	2,602,544	2,473,329	2,068,760	2,485,667	20.2%
Service	17,191,933	18,268,656	19,678,082	22,684,750	20,938,726	19,836,458	21,030,838	6.0%
Total	50,480,063	50,509,645	57,260,079	62,872,442	56,705,567	61,697,074	62,743,455	1.7%
Annual Change		0.1%	13.4%	9.8%	-9.8%	8.8%	1.7%	

Table 5.1

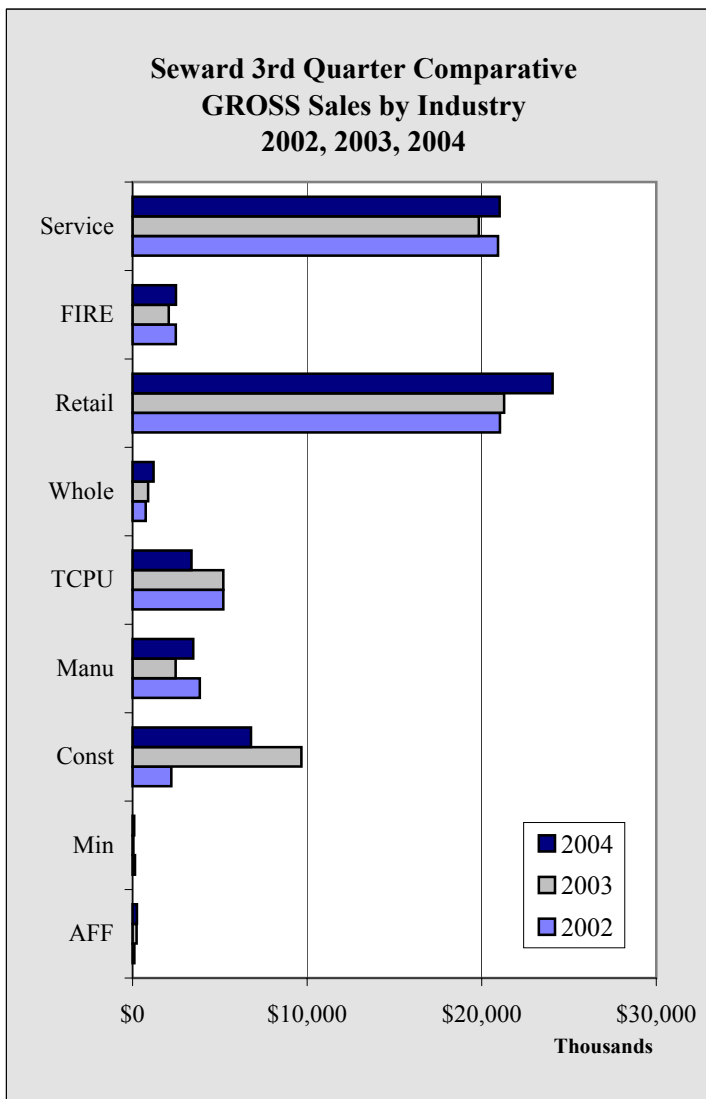


Chart 5.1

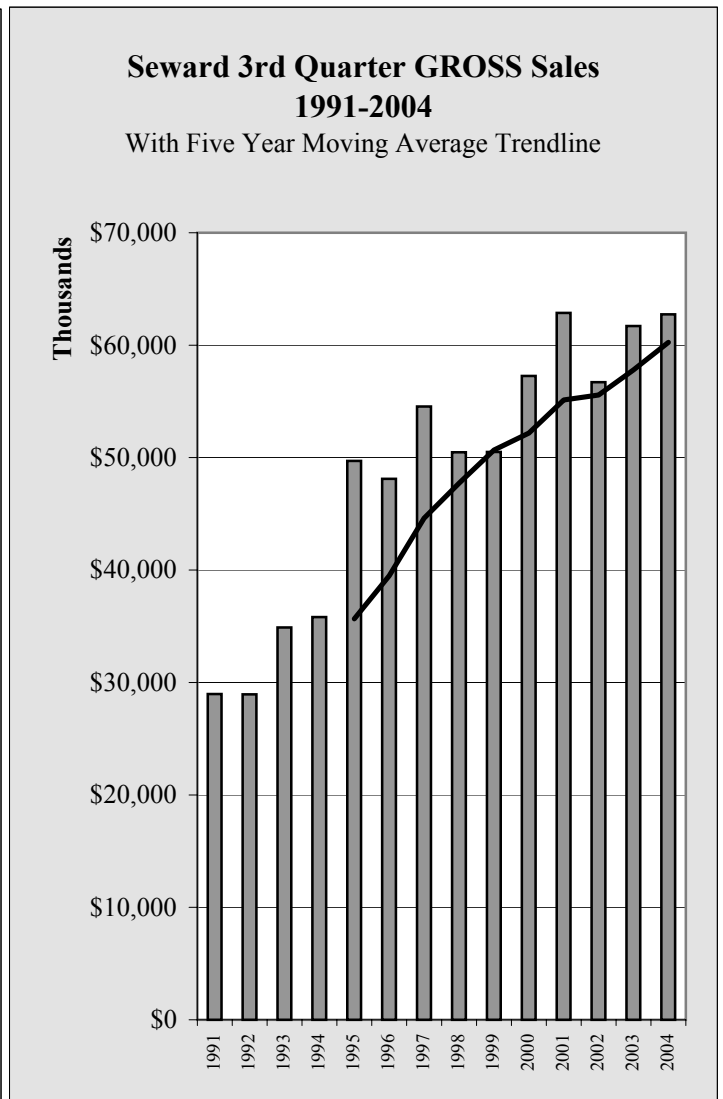


Chart 5.2

Seward Sales

Seward 3rd Quarter TAXABLE Sales by Industry - 1998-2004 - in \$								
	1998	1999	2000	2001	2002	2003	2004	Annual Change
AFF	50,133	42,899	134,031	81,902	39,602	116,949	129,744	10.9%
Min	0	0	0	0	0	1,701	0	NA
Const	200,997	199,459	169,538	146,352	154,933	174,932	183,691	5.0%
Manu	117,924	144,972	152,889	402,392	451,494	183,847	147,523	-19.8%
TCPU	1,327,330	1,349,676	1,431,528	885,756	991,036	941,349	824,948	-12.4%
Whole	46,970	35,588	44,574	53,518	39,460	49,420	34,753	-29.7%
Retail	13,899,597	14,825,711	15,521,607	16,023,761	16,466,497	16,898,663	18,122,788	7.2%
FIRE	456,972	484,514	439,963	481,279	593,326	530,822	537,385	1.2%
Service	13,491,475	14,706,249	15,009,343	15,515,763	15,601,212	15,812,543	16,506,493	4.4%
Total	29,591,398	31,789,068	32,903,473	33,590,723	34,337,560	34,710,226	36,487,325	5.1%
Annual Change		7.4%	3.5%	2.1%	2.2%	1.1%	5.1%	

Table 5.2

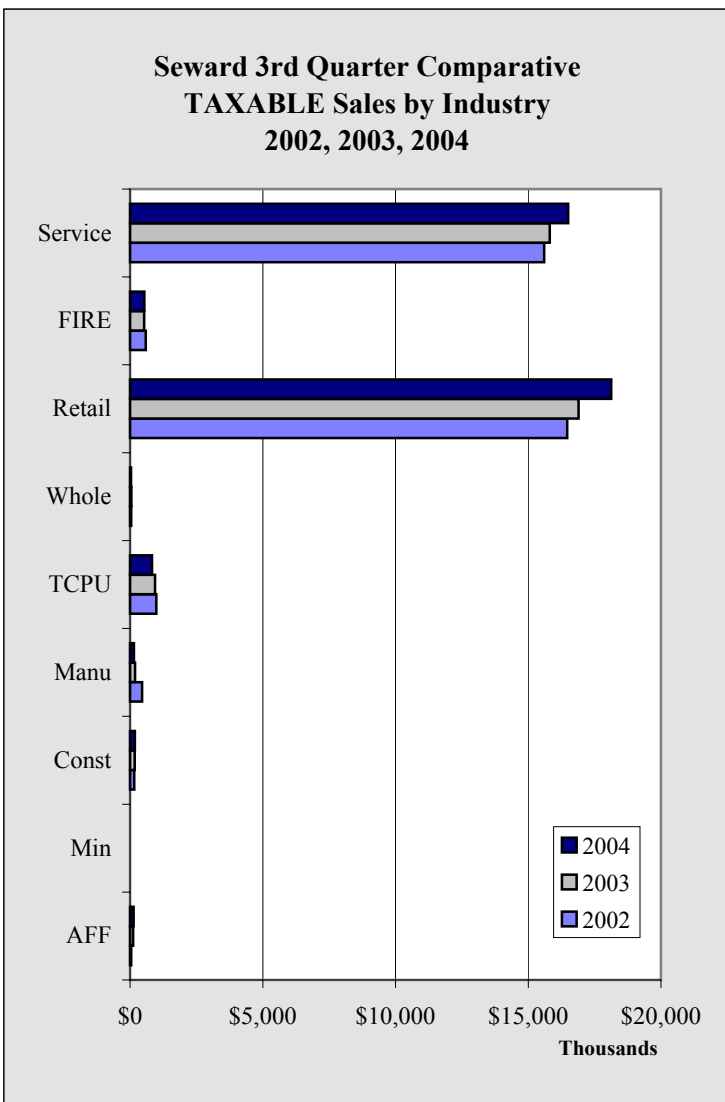


Chart 5.3

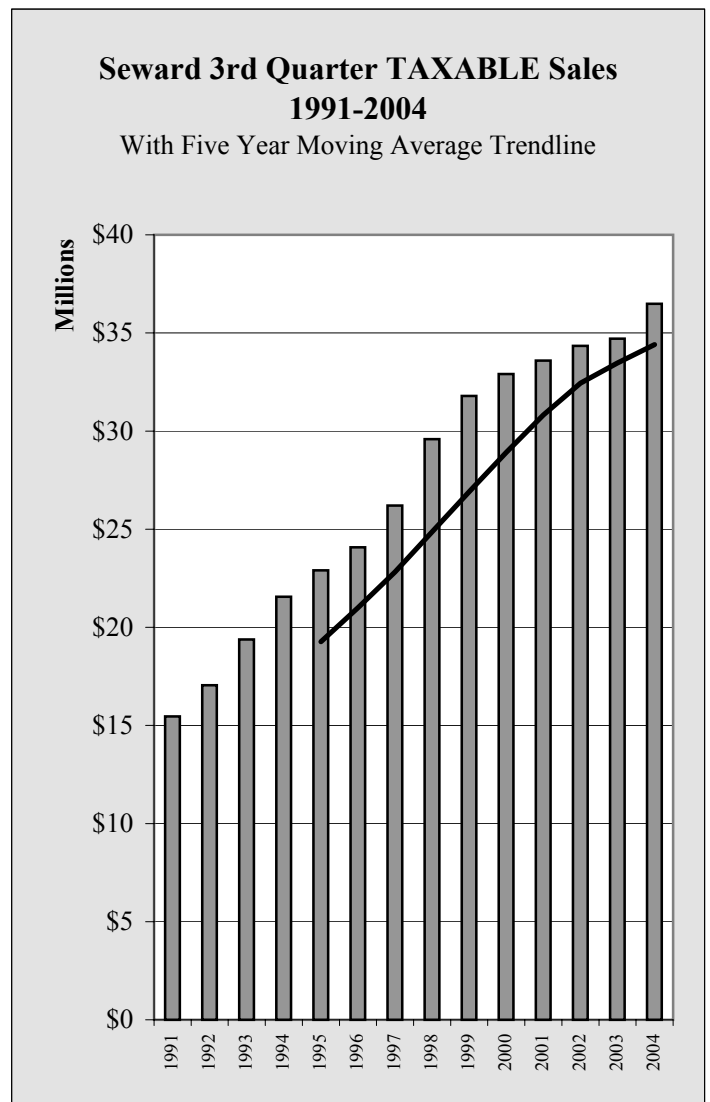


Chart 5.4

Seward Sales

Seward YTD 9/30 GROSS Sales by Industry - 1998-2004 - in \$							
	1998	1999	2000	2001	2002	2003	2004
AFF	382,377	382,635	648,958	379,591	273,353	449,653	573,949
Min	198,606	265,954	364,418	298,818	313,456	166,604	192,987
Const	12,798,158	10,277,599	8,857,368	19,258,333	7,618,737	23,185,386	14,580,012
Manu	3,568,947	3,593,122	6,917,478	10,184,964	9,089,869	7,720,069	6,287,268
TCPU	10,853,437	9,771,380	11,840,722	10,562,828	10,852,000	10,600,092	9,197,014
Whole	6,363,489	2,667,884	1,951,458	1,849,491	1,814,539	1,956,390	2,654,637
Retail	37,304,799	40,395,879	43,391,739	42,329,811	44,279,641	44,039,749	50,583,108
FIRE	6,309,052	7,635,391	6,277,704	4,839,202	6,609,590	5,569,340	5,555,776
Service	30,700,388	34,918,013	34,112,068	38,152,624	39,188,744	35,906,998	38,295,449
Govt	0	0	0	0	0	0	0
Total	108,479,253	109,907,857	114,361,913	127,855,662	120,039,929	129,594,281	127,920,200
Annual Change		1.3%	4.1%	11.8%	-6.1%	8.0%	-1.3%

Table 5.3

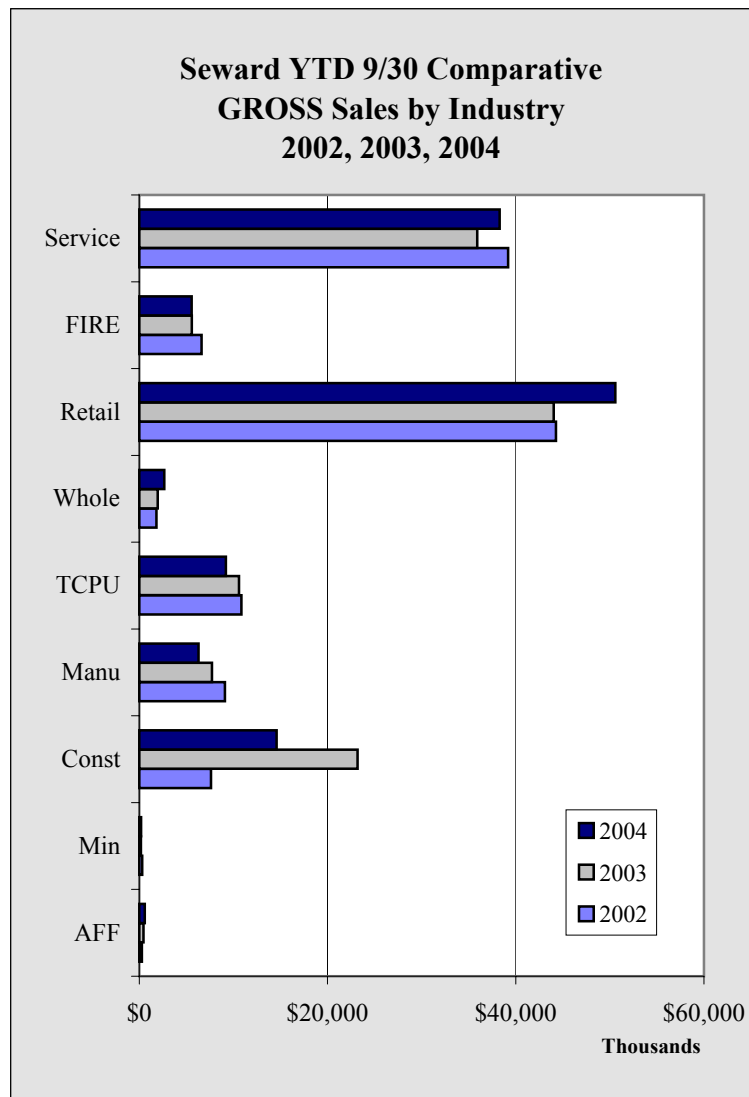


Chart 5.5

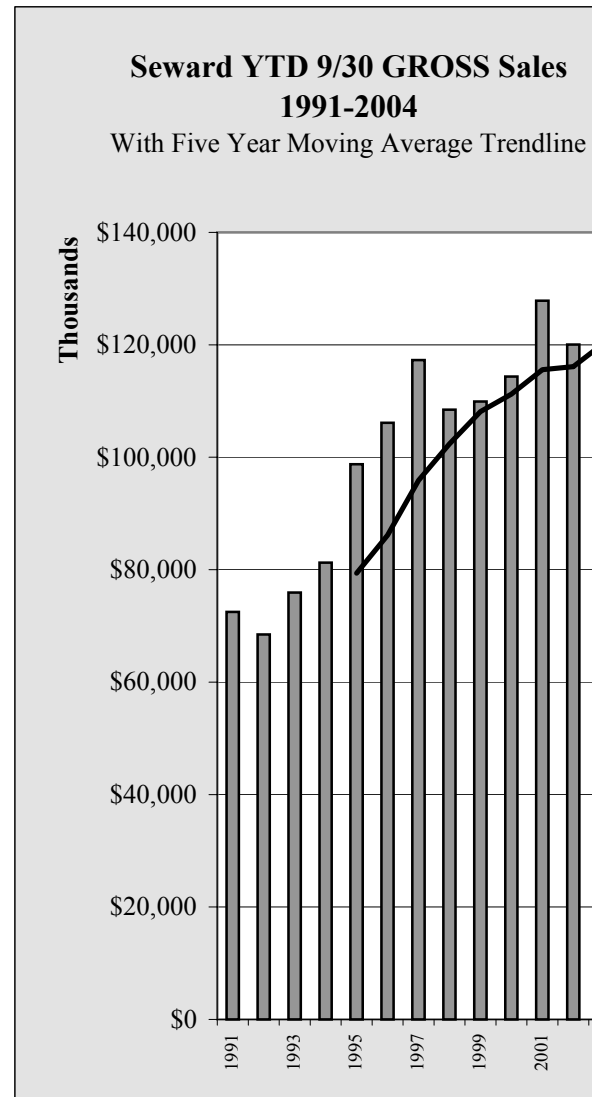
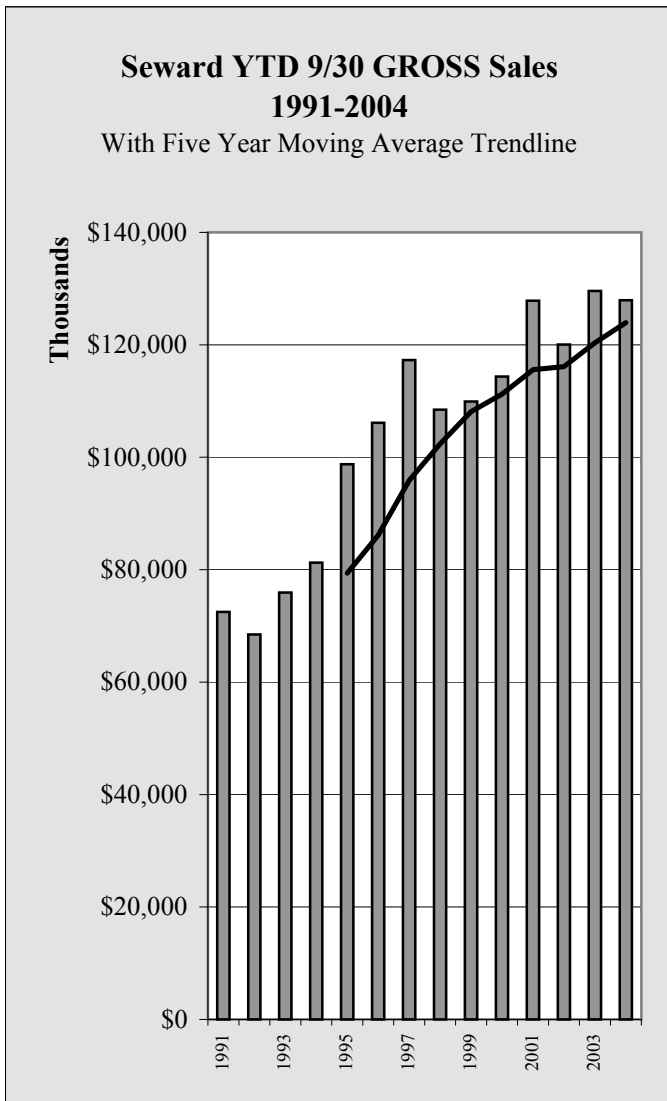


Chart 5.6

Seward Sales

Annual Change
27.6%
NA
-37.1%
-18.6%
-13.2%
35.7%
14.9%
-0.2%
6.7%
NA
-1.3%



Seward Sales

Seward YTD 9/30 TAXABLE Sales by Industry - 1998-2004 - in \$							
	1998	1999	2000	2001	2002	2003	2004
AFF	123,883	114,343	225,079	155,662	104,078	199,127	219,537
Min	0	1,444	500	0	0	3,455	0
Const	515,927	533,853	517,365	436,636	424,498	491,863	549,903
Manu	398,464	460,274	472,654	839,471	866,516	485,838	441,783
TCPU	3,094,374	3,008,624	3,285,602	2,333,956	2,332,637	2,336,344	2,165,180
Whole	362,843	104,788	119,117	124,631	90,227	104,775	93,195
Retail	27,944,674	29,755,170	31,483,263	32,216,388	33,034,211	33,963,329	35,893,398
FIRE	1,244,528	1,310,450	1,188,935	1,278,812	1,436,652	1,276,643	1,230,731
Service	23,820,972	25,625,986	26,146,216	26,831,594	27,276,259	27,217,774	28,360,083
Total	57,505,665	60,914,932	63,438,731	64,217,150	65,565,078	66,079,148	68,953,810
Annual Change		5.9%	4.1%	1.2%	2.1%	0.8%	4.4%

Table 5.4

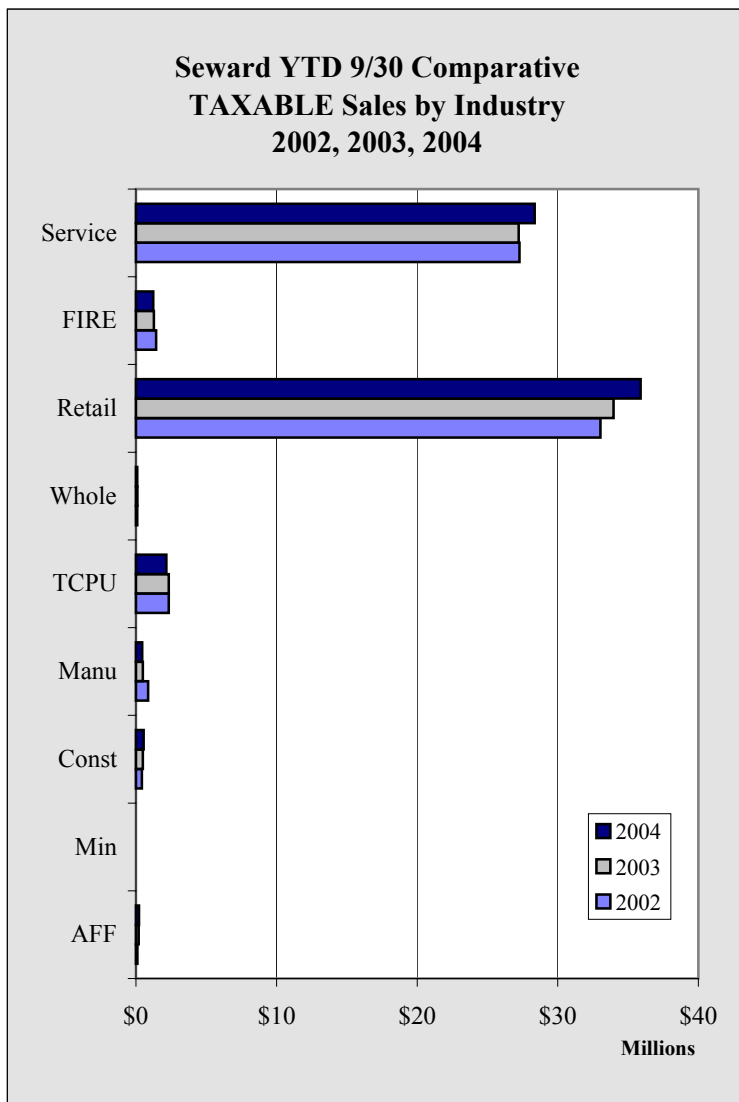


Chart 5.7

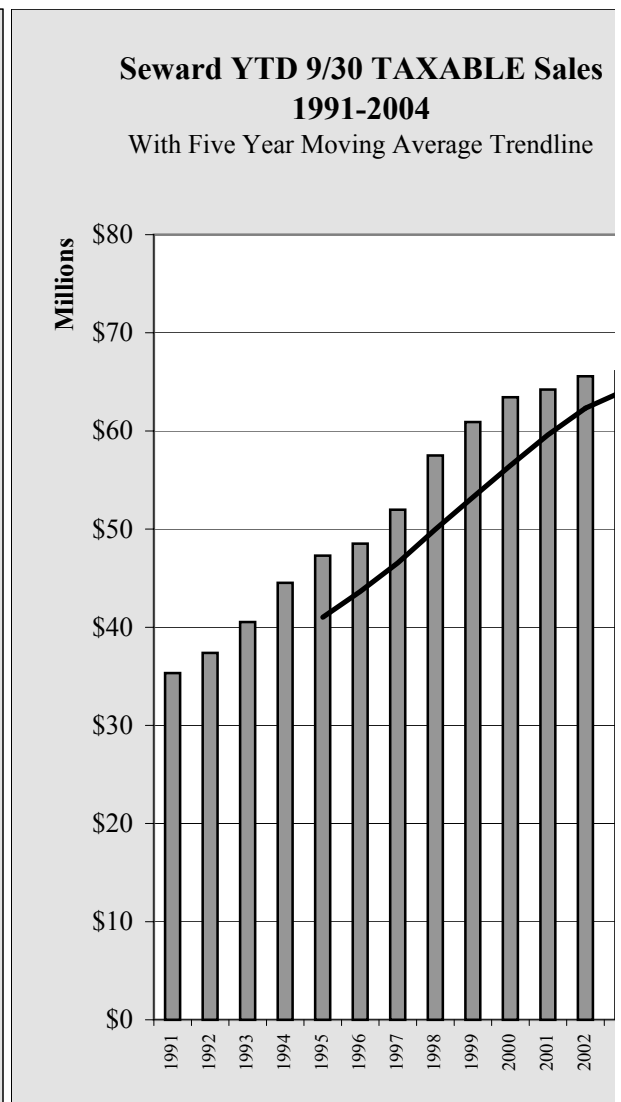
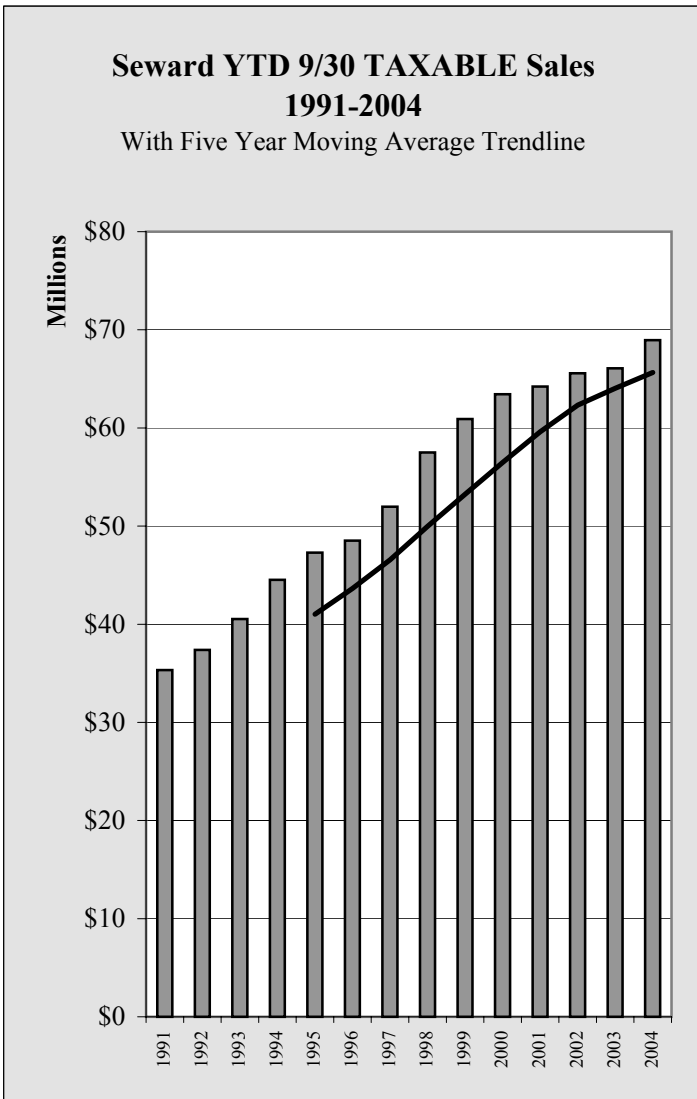


Chart 5.8

Seward Sales

Annual Change
10.2%
NA
11.8%
-9.1%
-7.3%
-11.1%
5.7%
-3.6%
4.2%
4.4%



Seward Sales

Seward Annual GROSS Sales by Industry - 1997-2003 - in \$								
	1997	1998	1999	2000	2001	2002	2003	Annual Change
AFF	491,990	472,717	414,123	689,481	437,640	298,046	489,097	64.1%
Min	334,086	229,681	332,546	405,115	330,859	377,441	189,755	-49.7%
Const	36,473,771	19,183,104	12,588,992	16,255,816	21,082,426	10,959,636	28,881,807	163.5%
Manu	4,229,017	4,266,551	4,895,971	9,541,307	12,023,577	11,540,635	10,446,881	-9.5%
TCPU	14,003,046	13,656,791	12,011,182	14,705,875	12,839,415	13,026,323	12,969,855	-0.4%
Whole	11,558,783	7,270,151	3,064,525	2,339,175	2,231,731	2,208,659	2,600,579	17.7%
Retail	38,720,088	44,656,247	48,356,132	51,460,505	50,408,318	52,579,160	53,549,091	1.8%
FIRE	6,787,968	8,498,546	9,458,188	8,394,110	6,333,381	7,595,826	7,557,129	-0.5%
Service	32,948,926	34,272,460	39,033,862	38,360,895	42,671,989	43,635,138	40,232,069	-7.8%
Total	145,547,675	132,506,248	130,155,521	142,152,279	148,359,336	142,220,864	156,916,263	10.3%
Annual Change		-9.0%	-1.8%	9.2%	4.4%	-4.1%	10.3%	

Table 5.5

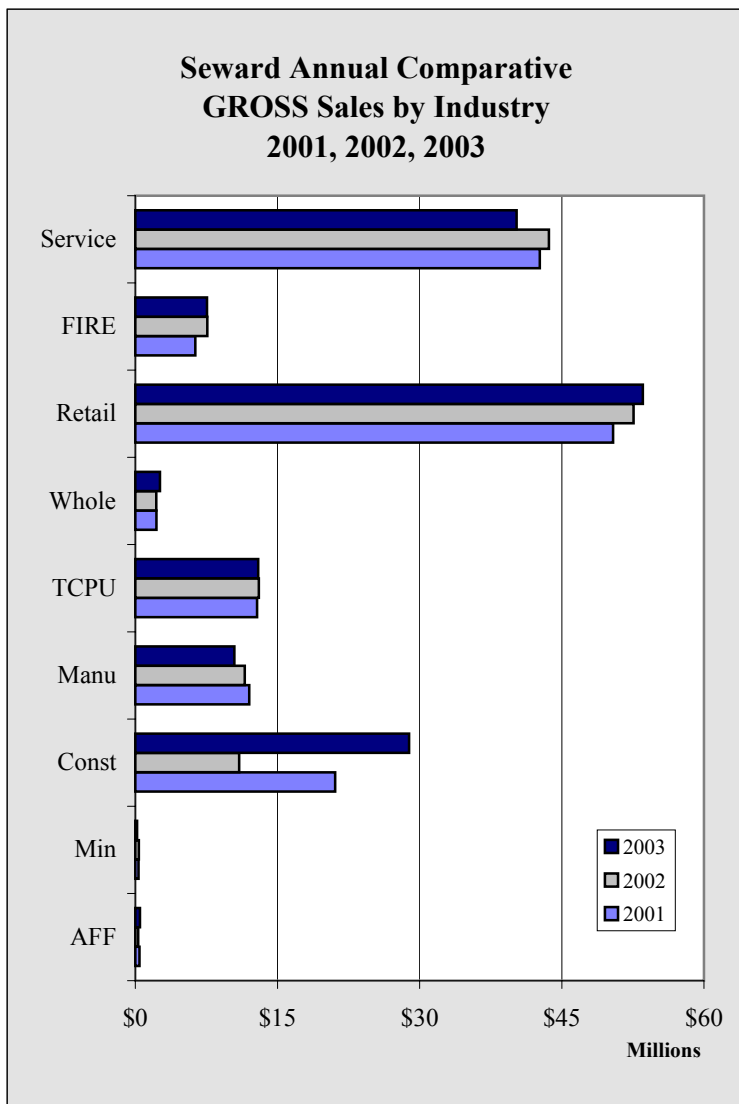


Chart 5.9

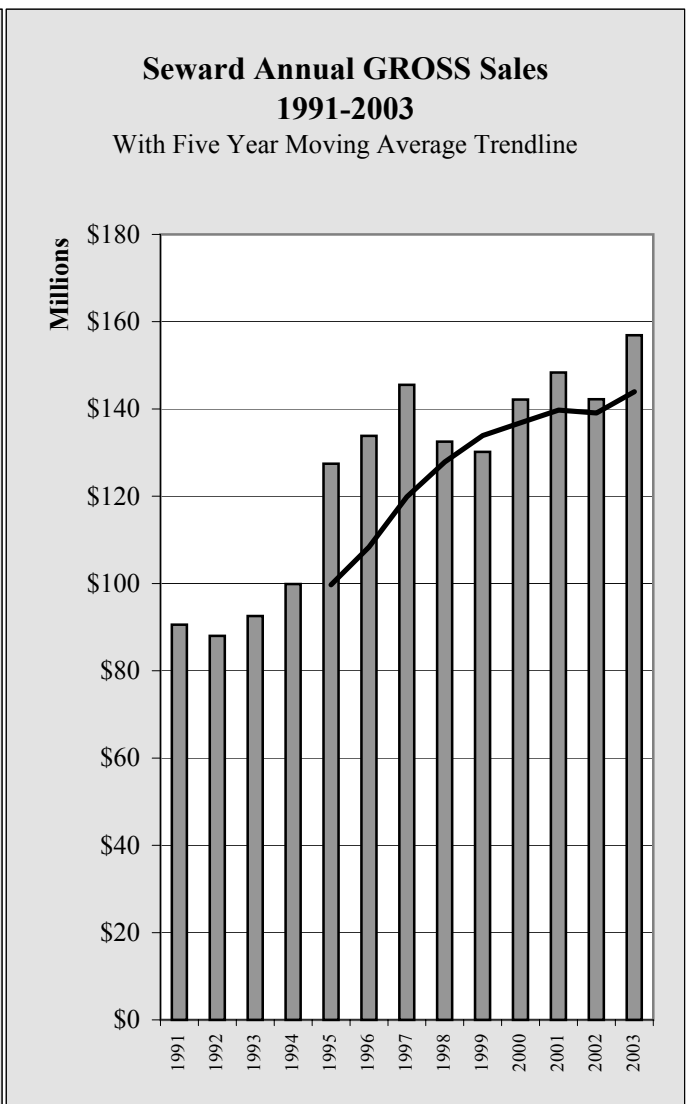


Chart 5.10

Seward Sales

Seward Annual TAXABLE Sales by Industry - 1997-2003 - in \$								
	1997	1998	1999	2000	2001	2002	2003	Annual Change
AFF	131,854	190,979	126,681	240,141	170,624	114,521	217,323	89.8%
Min	450	221	1,444	500	0	0	3,455	NA
Const	679,709	709,318	718,945	671,326	567,626	564,790	683,934	21.1%
Manu	464,597	505,430	585,005	639,366	962,382	988,659	629,648	-36.3%
TCPU	4,237,393	3,826,559	3,801,591	3,991,338	2,935,785	2,916,215	2,921,669	0.2%
Whole	1,024,894	382,361	128,287	141,551	135,396	107,027	119,020	11.2%
Retail	28,904,325	33,478,522	35,539,902	37,600,377	38,191,615	39,040,960	40,270,165	3.1%
FIRE	1,657,821	1,604,043	1,662,085	1,583,364	1,665,703	1,780,596	1,593,083	-10.5%
Service	25,414,981	26,580,831	28,908,259	29,115,463	29,595,840	30,085,428	29,937,785	-0.5%
Total	62,516,024	67,278,264	71,472,199	73,983,426	74,224,971	75,598,196	76,376,082	1.0%
Annual Change		7.6%	6.2%	3.5%	0.3%	1.9%	1.0%	

Table 5.6

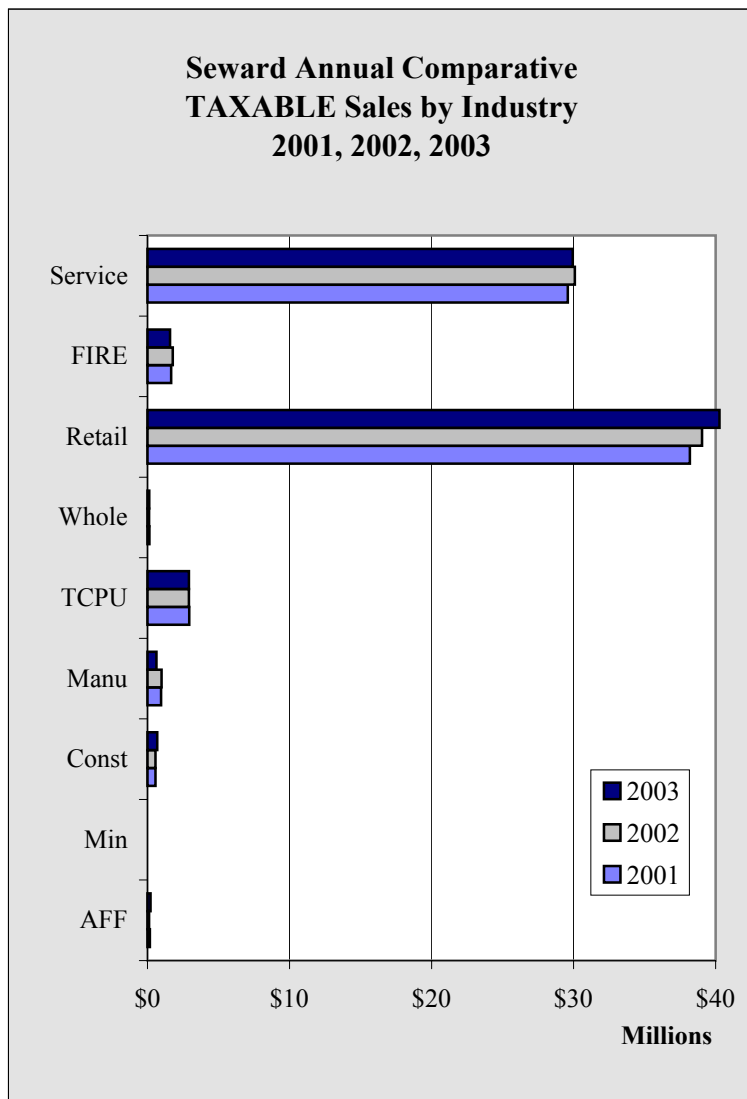


Chart 5.11

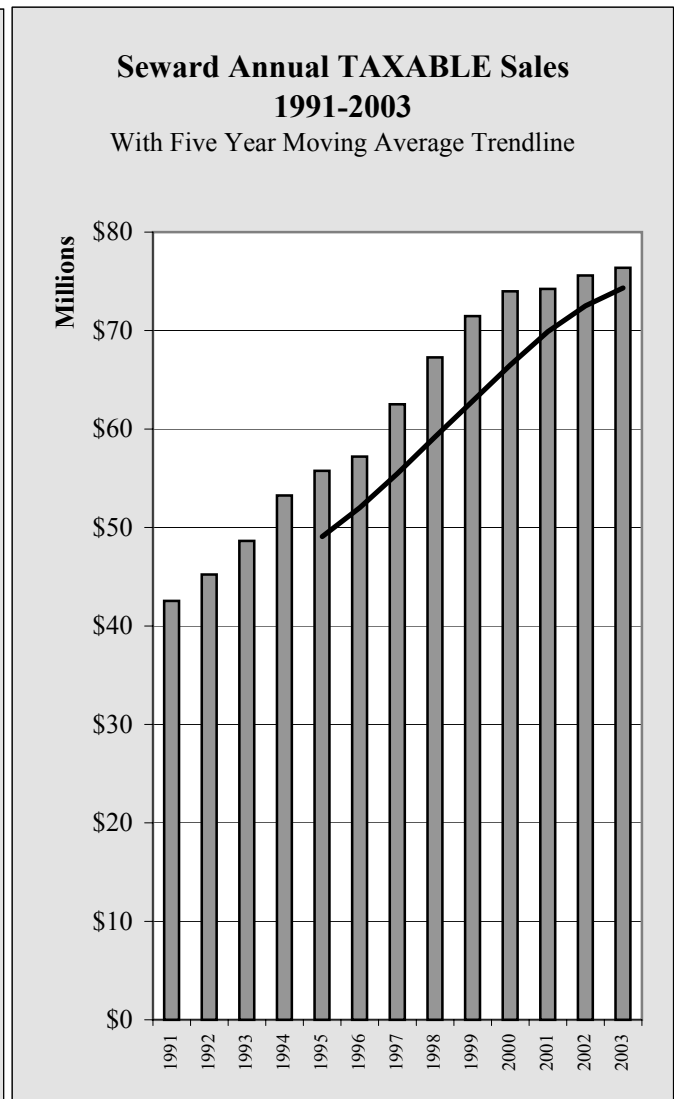


Chart 5.12

Seward Sales

Seward GROSS Sales by Industry by Quarter - 2001-2004 - in \$					
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
2001					
AFF	27,525	170,823	181,243	58,049	437,640
Min	63,891	105,401	129,526	32,041	330,859
Const	3,865,008	8,043,831	7,349,494	1,824,093	21,082,426
Manu	2,314,947	3,697,117	4,172,900	1,838,613	12,023,577
TCPU	2,321,975	3,524,573	4,716,280	2,276,587	12,839,415
Whole	361,455	671,328	816,708	382,240	2,231,731
Retail	6,972,958	15,137,856	20,218,997	8,078,507	50,408,318
FIRE	1,089,430	1,147,228	2,602,544	1,494,179	6,333,381
Service	3,514,083	11,953,791	22,684,750	4,519,365	42,671,989
Govt	0	0	0	0	0
Total	20,531,272	44,451,948	62,872,442	20,503,674	148,359,336
2002					
AFF	20,810	153,308	99,235	24,693	298,046
Min	48,952	131,150	133,354	63,985	377,441
Const	3,040,364	2,363,700	2,214,673	3,340,899	10,959,636
Manu	1,974,606	3,261,062	3,854,201	2,450,766	11,540,635
TCPU	2,253,103	3,404,989	5,193,908	2,174,323	13,026,323
Whole	386,897	671,893	755,749	394,120	2,208,659
Retail	7,932,221	15,305,028	21,042,392	8,299,519	52,579,160
FIRE	1,790,625	2,345,636	2,473,329	986,236	7,595,826
Service	5,506,435	12,743,583	20,938,726	4,446,394	43,635,138
Govt	0	0	0	0	0
Total	22,954,013	40,380,349	56,705,567	22,180,935	142,220,864
2003					
AFF	35,450	180,817	233,386	39,444	489,097
Min	67,921	49,589	49,094	23,151	189,755
Const	3,401,454	10,116,956	9,666,976	5,696,421	28,881,807
Manu	1,468,277	3,785,614	2,466,178	2,726,812	10,446,881
TCPU	2,084,901	3,313,681	5,201,510	2,369,763	12,969,855
Whole	385,079	682,756	888,555	644,189	2,600,579
Retail	7,787,809	14,965,783	21,286,157	9,509,342	53,549,091
FIRE	1,394,159	2,106,421	2,068,760	1,987,789	7,557,129
Service	4,299,310	11,771,230	19,836,458	4,325,071	40,232,069
Govt	0	0	0	0	0
Total	20,924,360	46,972,847	61,697,074	27,321,982	156,916,263
2004					
				Year to Date	
AFF	54,549	271,027	248,373		573,949
Min	24,996	78,789	89,202		192,987
Const	3,306,762	4,487,357	6,785,893		14,580,012
Manu	892,586	1,922,115	3,472,567		6,287,268
TCPU	2,592,442	3,233,153	3,371,419		9,197,014
Whole	544,648	910,240	1,199,749		2,654,637
Retail	8,605,451	17,917,910	24,059,747		50,583,108
FIRE	1,407,043	1,663,066	2,485,667		5,555,776
Service	4,622,534	12,642,077	21,030,838		38,295,449
Govt	0	0	0		0
Total	22,051,011	43,125,734	62,743,455		127,920,200

Table 5.7

Seward Sales

Seward TAXABLE Sales by Industry by Quarter - 2001-2004 - in \$					
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
2001					
AFF	3,990	69,770	81,902	14,962	170,624
Min	0	0	0	0	0
Const	130,066	160,218	146,352	130,990	567,626
Manu	124,810	312,269	402,392	122,911	962,382
TCPU	652,774	795,426	885,756	601,829	2,935,785
Whole	29,309	41,804	53,518	10,765	135,396
Retail	5,326,126	10,866,501	16,023,761	5,975,227	38,191,615
FIRE	363,832	433,701	481,279	386,891	1,665,703
Service	2,442,586	8,873,245	15,515,763	2,764,246	29,595,840
Govt	0	0	0	0	0
Total	9,073,493	21,552,934	33,590,723	10,007,821	74,224,971
2002					
AFF	6,729	57,747	39,602	10,443	114,521
Min	0	0	0	0	0
Const	128,807	140,758	154,933	140,292	564,790
Manu	115,801	299,221	451,494	122,143	988,659
TCPU	560,857	780,744	991,036	583,578	2,916,215
Whole	12,026	38,741	39,460	16,800	107,027
Retail	5,387,940	11,179,774	16,466,497	6,006,749	39,040,960
FIRE	354,630	488,696	593,326	343,944	1,780,596
Service	2,484,254	9,190,793	15,601,212	2,809,169	30,085,428
Govt	0	0	0	0	0
Total	9,051,044	22,176,474	34,337,560	10,033,118	75,598,196
2003					
AFF	11,673	70,505	116,949	18,196	217,323
Min	0	1,754	1,701	0	3,455
Const	126,874	190,057	174,932	192,071	683,934
Manu	144,853	157,138	183,847	143,810	629,648
TCPU	588,465	806,530	941,349	585,325	2,921,669
Whole	15,297	40,058	49,420	14,245	119,020
Retail	5,598,838	11,465,828	16,898,663	6,306,836	40,270,165
FIRE	330,069	415,752	530,822	316,440	1,593,083
Service	2,473,272	8,931,959	15,812,543	2,720,011	29,937,785
Govt	0	0	0	0	0
Total	9,289,341	22,079,581	34,710,226	10,296,934	76,376,082
2004					
AFF	11,923	77,870	129,744		219,537
Min	0	0	0		0
Const	167,430	198,782	183,691		549,903
Manu	131,626	162,634	147,523		441,783
TCPU	581,778	758,454	824,948		2,165,180
Whole	23,473	34,969	34,753		93,195
Retail	5,826,218	11,944,392	18,122,788		35,893,398
FIRE	297,198	396,148	537,385		1,230,731
Service	2,455,335	9,398,255	16,506,493		28,360,083
Govt	0	0	0		0
Total	9,494,981	22,971,504	36,487,325		68,953,810

Table 5.8