

Seward Sales

Seward 1st Quarter Gross Sales by Industry - 1999-2005 - in \$

	1999	2000	2001	2002	2003	2004	2005	Annual Change
AFF	42,770	29,612	27,525	20,810	35,450	54,549	30,789	-43.6%
Min	67,649	102,213	63,891	48,952	67,921	24,996	32,647	30.6%
Const	3,859,640	2,142,805	3,865,008	3,040,364	3,401,454	3,306,762	6,127,292	85.3%
Manu	811,226	903,176	2,314,947	1,974,606	1,468,277	892,586	939,970	5.3%
TCPU	2,188,096	1,926,386	2,321,975	2,253,103	2,084,901	2,592,442	2,741,108	5.7%
Whole	1,051,496	378,036	361,455	386,897	385,079	544,648	520,186	-4.5%
Retail	7,450,620	8,152,343	6,972,958	7,932,221	7,796,709	8,616,690	9,025,663	4.7%
FIRE	1,904,649	1,966,455	1,089,430	1,790,625	1,394,159	1,407,043	860,232	-38.9%
Service	5,980,741	3,486,771	3,514,083	5,506,435	4,299,310	3,726,982	3,809,268	2.2%
Govt	0	0	0	0	0	0	0	NA
Total	23,356,887	19,087,797	20,531,272	22,954,013	20,933,260	21,166,698	24,087,155	13.8%
Annual Change		-18.3%	7.6%	11.8%	-8.8%	1.1%	13.8%	

Table 5.1

Seward 1st Quarter Comparative Gross Sales by Industry 2003, 2004, 2005

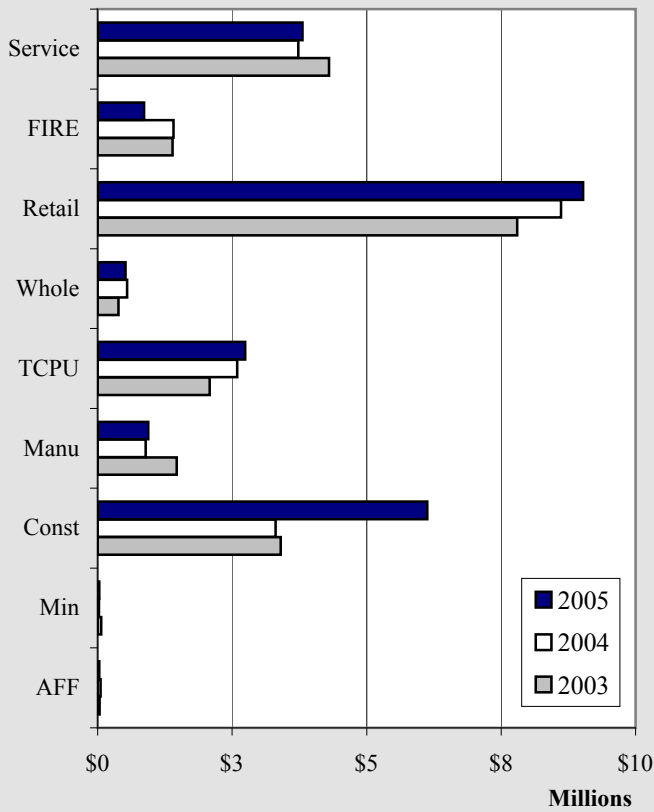


Chart 5.1

Seward 1st Quarter Gross Sales 1991-2005 With Five Year Moving Average Trendline

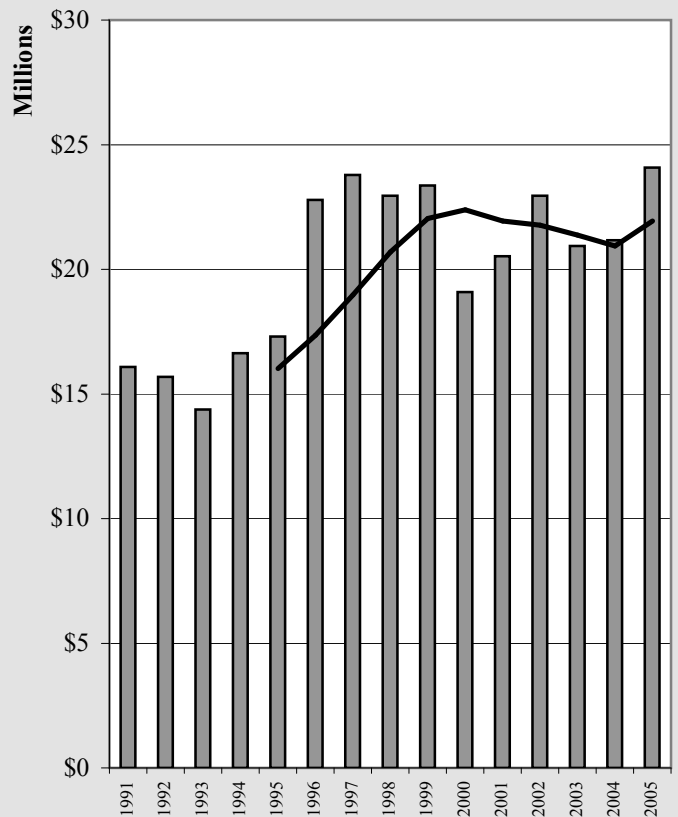


Chart 5.2

Seward Sales

Seward 1st Quarter Taxable Sales by Industry - 1999-2005 - in \$								
	1999	2000	2001	2002	2003	2004	2005	Annual Change
AFF	6,422	11,504	3,990	6,729	11,673	11,923	8,489	-28.8%
Min	1,444	0	0	0	0	0	0	NA
Const	165,176	154,446	130,066	128,807	126,874	167,430	151,989	-9.2%
Manu	152,135	142,706	124,810	115,801	144,853	131,626	79,282	-39.8%
TCPU	699,556	738,521	652,774	560,857	588,465	581,778	583,500	0.3%
Whole	21,666	25,528	29,309	12,026	15,297	23,473	13,977	-40.5%
Retail	5,309,599	5,369,566	5,326,126	5,387,940	5,598,838	5,826,218	6,305,957	8.2%
FIRE	368,278	337,316	363,832	354,630	330,069	295,698	261,416	-11.6%
Service	2,494,402	2,594,773	2,442,586	2,484,254	2,473,272	2,455,335	2,538,939	3.4%
Govt	0	0	0	0	0	0	0	NA
Total	9,218,678	9,374,360	9,073,493	9,051,044	9,289,341	9,493,481	9,943,549	4.7%
Annual Change		1.7%	-3.2%	-0.2%	2.6%	2.2%	4.7%	

Table 5.2

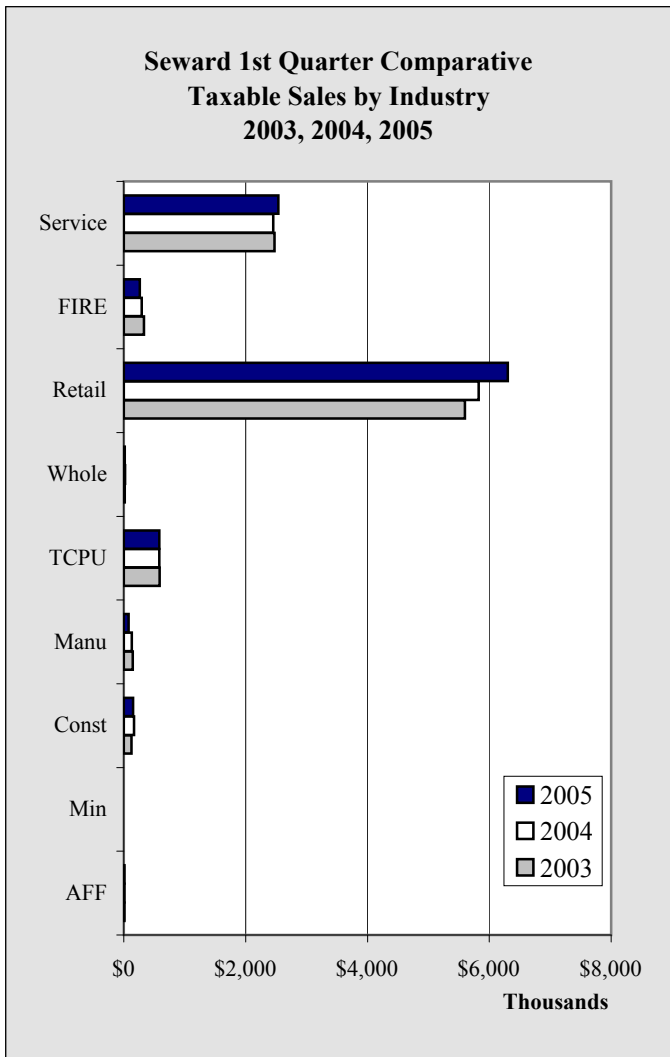


Chart 5.3

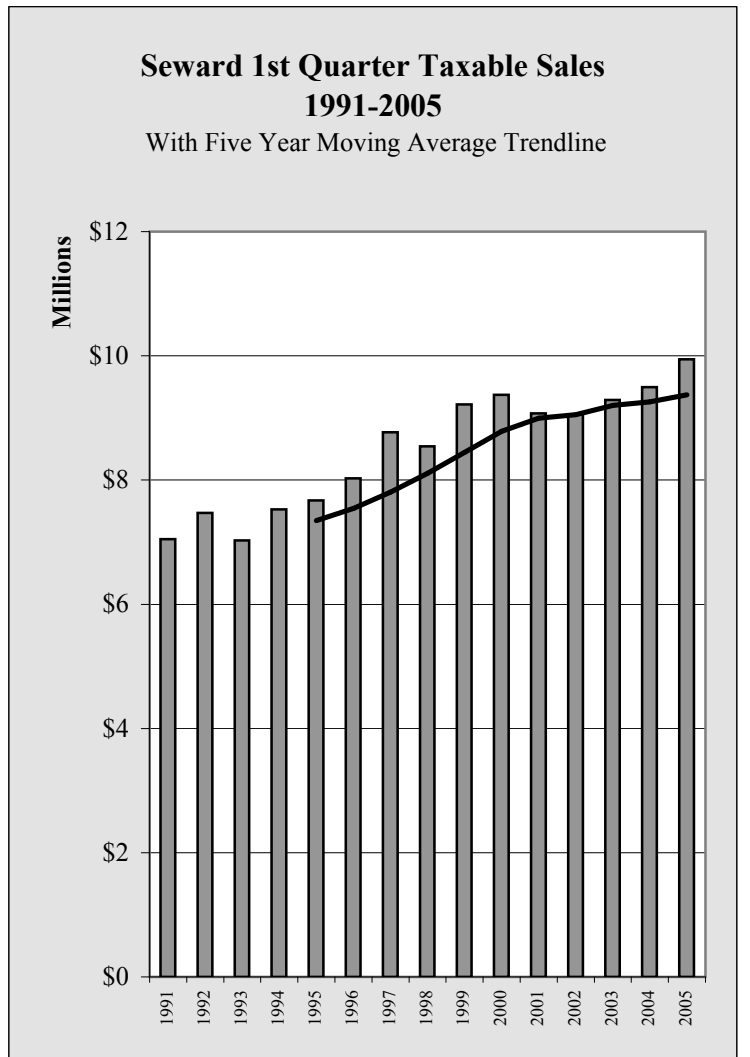


Chart 5.4

Seward Sales

Seward Annual Gross Sales by Industry - 1998-2004 - in \$

	1998	1999	2000	2001	2002	2003	2004	Annual Change
AFF	472,717	414,123	689,481	437,640	298,046	489,097	651,718	33.2%
Min	229,681	332,546	405,115	330,859	377,441	189,755	228,403	20.4%
Const	19,183,104	12,588,992	16,255,816	21,082,426	11,084,304	28,881,212	31,490,526	9.0%
Manu	4,266,551	4,895,971	9,541,307	12,023,577	11,540,635	10,446,881	7,214,583	-30.9%
TCPU	13,656,791	12,011,182	14,705,875	12,840,952	13,026,323	12,969,855	11,702,893	-9.8%
Whole	7,270,151	3,064,525	2,339,175	2,231,731	2,208,659	2,600,579	3,953,585	52.0%
Retail	44,656,247	48,356,132	51,460,505	50,408,318	52,600,754	53,593,021	60,041,140	12.0%
FIRE	8,498,546	9,458,188	8,394,110	6,333,381	7,595,826	7,557,129	7,207,271	-4.6%
Service	34,272,460	39,033,862	38,360,895	42,671,669	43,635,138	40,232,069	43,645,529	8.5%
Govt	0	0	0	0	0	0	0	NA
Total	132,506,248	130,155,521	142,152,279	148,360,553	142,367,126	156,959,598	166,135,648	5.8%
Annual Change		-1.8%	9.2%	4.4%	-4.0%	10.2%	5.8%	

Table 5.3

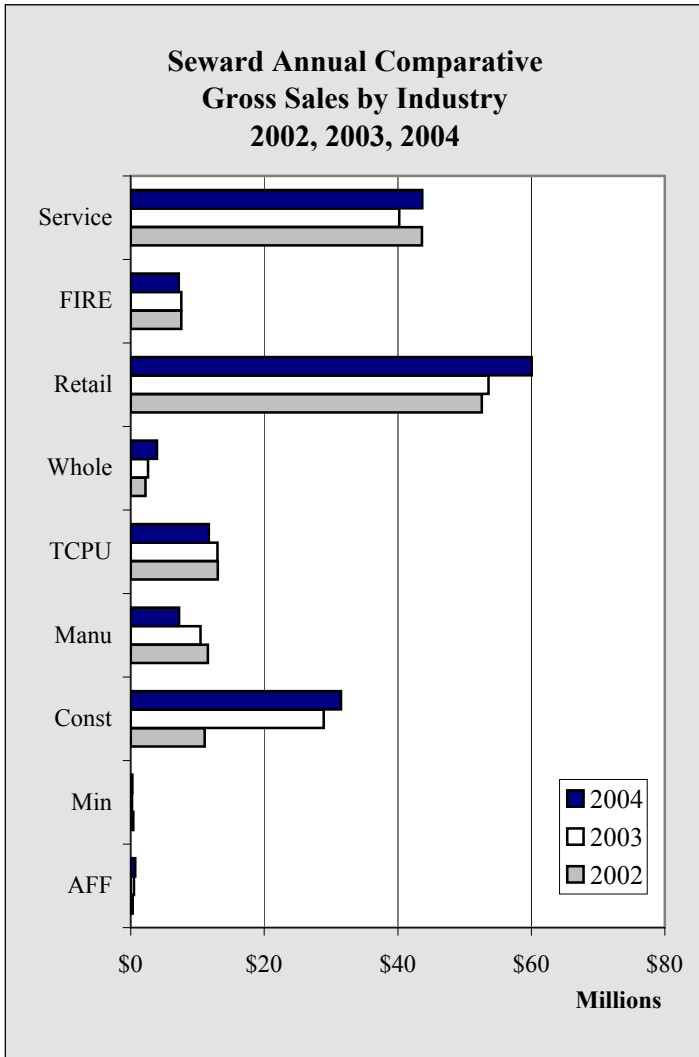


Chart 5.5

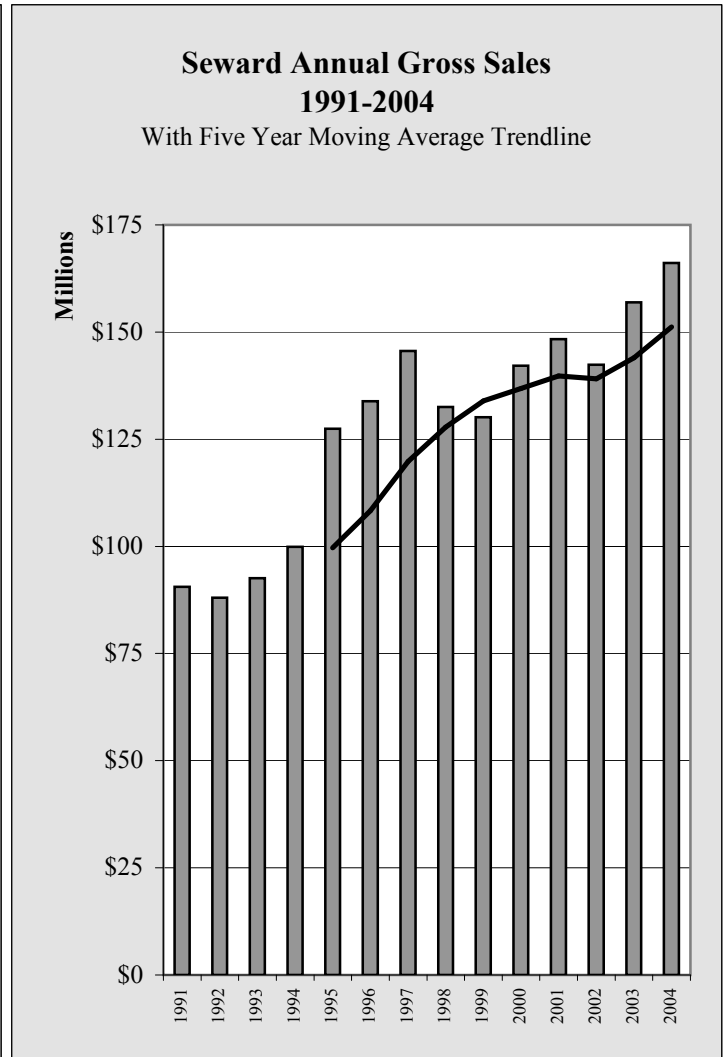


Chart 5.6

Seward Sales

Seward Annual Taxable Sales by Industry - 1998-2004 - in \$								
	1998	1999	2000	2001	2002	2003	2004	Annual Change
AFF	190,979	126,681	240,141	170,624	114,521	217,323	227,337	4.6%
Min	221	1,444	500	0	0	3,455	0	NA
Const	709,318	718,945	671,326	567,626	565,290	683,590	738,180	8.0%
Manu	505,430	585,005	639,366	962,382	988,659	629,648	605,028	-3.9%
TCPU	3,826,559	3,801,591	3,991,338	2,936,725	2,916,215	2,921,669	2,853,456	-2.3%
Whole	382,361	128,287	141,551	135,396	107,027	119,020	107,918	-9.3%
Retail	33,478,522	35,539,902	37,600,377	38,191,615	39,040,960	40,270,165	42,412,476	5.3%
FIRE	1,604,043	1,662,085	1,583,364	1,665,703	1,780,596	1,593,083	1,583,071	-0.6%
Service	26,580,831	28,908,259	29,115,463	29,595,520	30,085,428	29,937,785	31,402,045	4.9%
Govt	0	0	0	0	0	0	0	NA
Total	67,278,264	71,472,199	73,983,426	74,225,591	75,598,696	76,375,738	79,929,511	4.7%
Annual Change		6.2%	3.5%	0.3%	1.8%	1.0%	4.7%	

Table 5.4

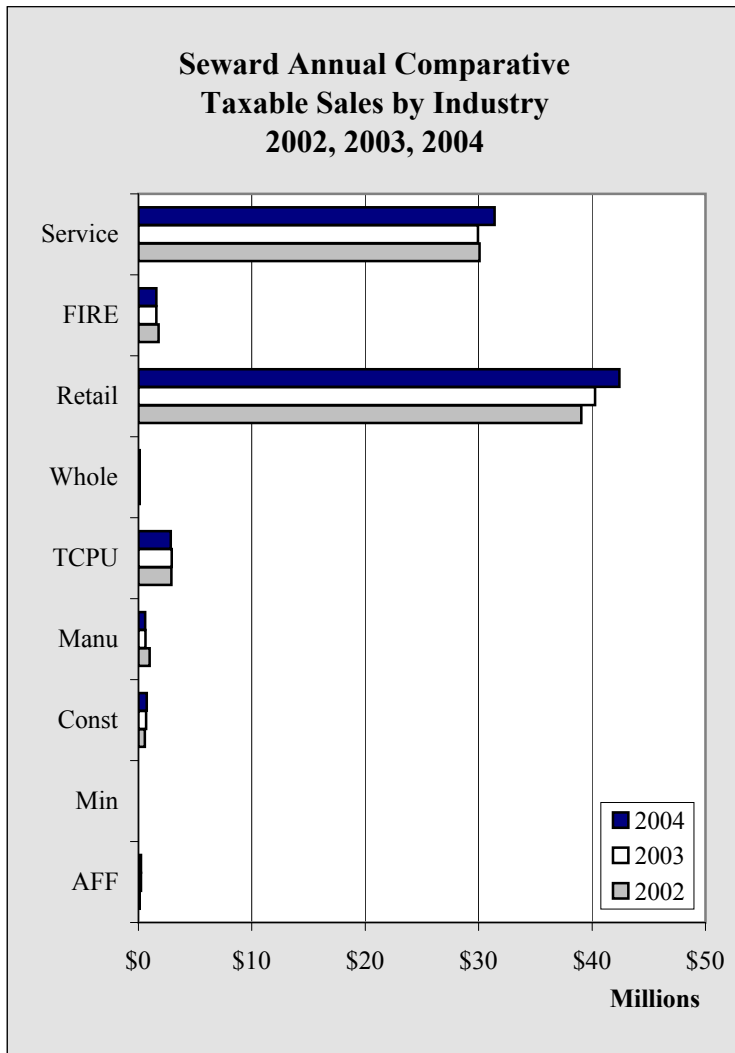


Chart 5.7

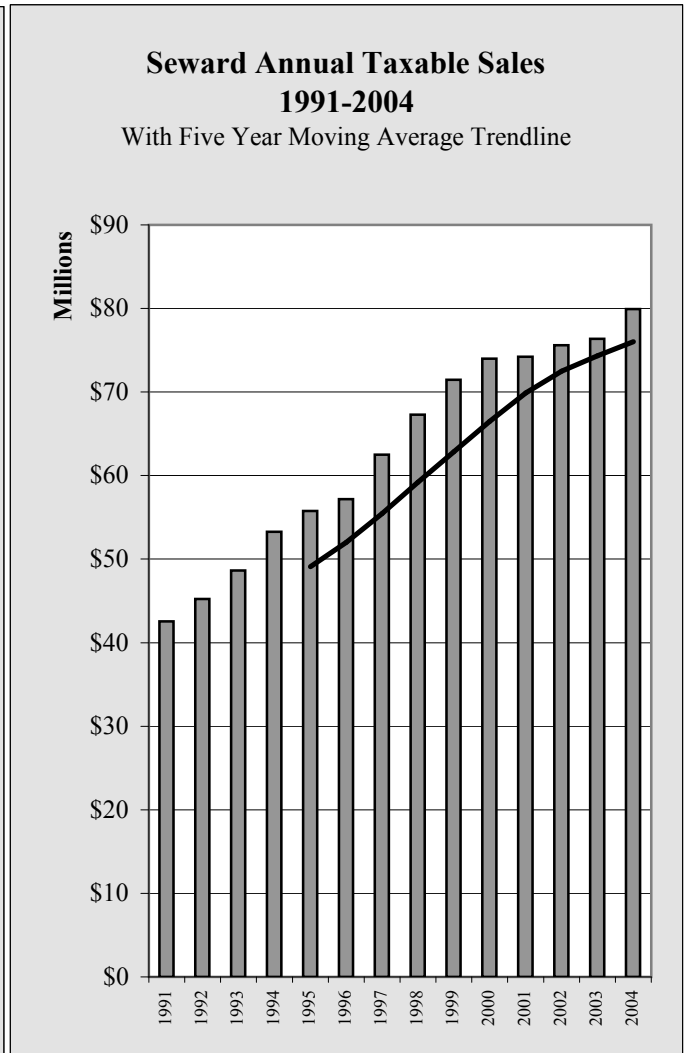


Chart 5.8

Seward Sales

Seward Gross Sales by Industry by Quarter - 2002-2005 - in \$					
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
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	2,223,341	3,456,899	11,084,304
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	15,310,055	21,049,806	8,308,672	52,600,754
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	40,385,376	56,721,649	22,306,088	142,367,126
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	9,666,381	5,696,421	28,881,212
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	7,796,709	14,977,089	21,297,449	9,521,774	53,593,021
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	20,933,260	46,984,153	61,707,771	27,334,414	156,959,598
2004					
AFF	54,549	271,027	248,373	77,769	651,718
Min	24,996	78,789	89,202	35,416	228,403
Const	3,306,762	4,487,357	6,884,443	16,811,964	31,490,526
Manu	892,586	1,922,115	3,515,011	884,871	7,214,583
TCPU	2,592,442	3,233,313	3,570,845	2,306,293	11,702,893
Whole	544,648	910,240	1,199,749	1,298,948	3,953,585
Retail	8,616,690	17,930,784	24,148,081	9,345,585	60,041,140
FIRE	1,407,043	1,663,066	2,516,118	1,621,044	7,207,271
Service	3,726,982	12,249,362	21,748,303	5,920,882	43,645,529
Govt	0	0	0	0	0
Total	21,166,698	42,746,053	63,920,125	38,302,772	166,135,648
2005					
					Year to Date
AFF	30,789				30,789
Min	32,647				32,647
Const	6,127,292				6,127,292
Manu	939,970				939,970
TCPU	2,741,108				2,741,108
Whole	520,186				520,186
Retail	9,025,663				9,025,663
FIRE	860,232				860,232
Service	3,809,268				3,809,268
Govt	0				0
Total	24,087,155				24,087,155

Table 5.5

Seward Sales

Seward Taxable Sales by Industry by Quarter - 2002-2005 - in \$					
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
2002					
AFF	6,729	57,747	39,602	10,443	114,521
Min	0	0	0	0	0
Const	128,807	140,758	155,433	140,292	565,290
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	34,338,060	10,033,118	75,598,696
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	174,588	192,071	683,590
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	34,709,882	10,296,934	76,375,738
2004					
AFF	11,923	77,870	129,744	7,800	227,337
Min	0	0	0	0	0
Const	167,430	198,782	187,781	184,187	738,180
Manu	131,626	162,634	163,756	147,012	605,028
TCPU	581,778	758,614	1,009,472	503,592	2,853,456
Whole	23,473	34,969	34,753	14,723	107,918
Retail	5,826,218	11,944,392	18,197,996	6,443,870	42,412,476
FIRE	295,698	394,778	563,136	329,459	1,583,071
Service	2,455,335	9,413,992	16,788,412	2,744,306	31,402,045
Govt	0	0	0	0	0
Total	9,493,481	22,986,031	37,075,050	10,374,949	79,929,511
2005					
				Year to Date	
AFF	8,489				8,489
Min	0				0
Const	151,989				151,989
Manu	79,282				79,282
TCPU	583,500				583,500
Whole	13,977				13,977
Retail	6,305,957				6,305,957
FIRE	261,416				261,416
Service	2,538,939				2,538,939
Govt	0				0
Total	9,943,549				9,943,549

Table 5.6