

PLEASE RETURN TO:  
Profit Planning Group  
1525 Spruce Street, Suite 300  
Boulder, CO 80303  
[Surveys@profitplanninggroup.com](mailto:Surveys@profitplanninggroup.com)  
303.444.6212 FAX 303.444.9245

FROM: \_\_\_\_\_  
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**CONFIDENTIAL MONTHLY STATISTICAL REPORT  
ON VALUE OF SHIPMENTS  
Industrial & Maintenance Division**

This report covers: Month/Year \_\_\_\_\_

Value of shipments:

**Power brush – Wire**

Wheel	\$ _____
Cup	\$ _____
End	\$ _____
Other/Not Specified	\$ _____

**Power brush – Non-wire**

Wheel	\$ _____
Cup	\$ _____
End	\$ _____
Other/Not Specified	\$ _____

**Total Power Brush** \$ \_\_\_\_\_

**Non-Power Brushes – Tufted** \$ \_\_\_\_\_

**Non-Power Brushes – Other** \$ \_\_\_\_\_

**Total Non-Power Brush** \$ \_\_\_\_\_

NOTE: Reports can be mailed, faxed or e-mailed for receipt not later than the 20<sup>th</sup> of the following month.



## INDUSTRIAL & MAINTENANCE DIVISION REPORT DEFINITIONS

**Daily Average** = Total sales of all participating companies / # of working days in the month.

**Base Year Average** = Total sales for 1990 / total # of working days for days for 1990.

**Monthly Current Value to Base Year** = Daily average / base year average.

### **Power:**

**Wire** – All power driven: Rotary, end, cup, wheel, miniatures, stem mounted, twisted wire intended for power use.

**Non-Wire** – Same categories as Power Wire. All fill materials other than wire.

### **Non-power:**

Tufted – Staple set construction.

Other – To include twisted wire non-power and strip (strait and helical)

**Exclusions:** Paint, rollers, pads, handles, miscellaneous, power hardware, hand held and floor maintenance.

### **Reporting Procedure:**

Only products made by the manufacturer are to be reported. Reporting members who purchase product from another reporting member should not include those numbers in their reported figures. The exception would be product purchased from non-reporting companies foreign, domestic, independent, affiliate or subsidiary.

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