

## Accounts Receivable Survey Results - Q1 2011

<u>By State</u>	<u>Current</u>	<u>30+</u>	<u>60+</u>	<u>90+</u>	<u>120+</u>	<u>Gross Profit</u>
Iowa	67.3%	14.1%	3.1%	5.1%	10.4%	25.5%
Nebraska	55.0%	8.0%	4.0%	9.0%	24.0%	23.5%
Minnesota	54.0%	11.3%	3.3%	18.8%	12.6%	22.9%
South Dakota	77.0%	3.0%	5.0%	15.0%	0.0%	28.0%
Wisconsin	34.0%	17.3%	10.3%	17.3%	21.0%	39.7%

<u>NLA</u>	<u>Current</u>	<u>30+</u>	<u>60+</u>	<u>90+</u>	<u>120+</u>	<u>Gross Profit</u>
Overall	57.1%	12.4%	4.3%	12.8%	13.3%	26.4%

### YTD Sales vs 1st Quarter 2010 # of yards

Up 10% or more	22%
Up 7% - 9%	9%
Up 3% - 6%	4%
Up 0% - 2%	4%
0% (No Change)	4%
Down 0% - 2%	9%
Down 3% - 6%	4%
Down 7% - 9%	9%
Down 10% or more	35%