

Accounts Receivable Survey Results - Q4 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	63%	20%	7%	5%	6%	25%
Minnesota	60%	15%	6%	11%	7%	24%
North Dakota	93%	6%	1%	0%	0%	25%
Nebraska	76%	12%	5%	3%	5%	27%
Wisconsin	44%	12%	8%	7%	29%	21%

<u>NLA</u>	<u>Current</u>	<u>30+</u>	<u>60+</u>	<u>90+</u>	<u>120+</u>	<u>Gross Profit</u>
Overall	62%	16%	6%	7%	9%	24%

<u>YTD Sales vs 4th Quarter 2010</u>	<u>% of yards</u>
10% or more	24%
<7% - 9%>	12%
<3% - 6%>	18%
<0% - 2%>	9%
0% (No Change)	3%
<-2% - 0%>	9%
<-6% - -3%>	3%
<-7% - -9%>	6%
<10% or more>	15%