

Component Mfg, Inc.
Sales Summary - Current and Last Year-To-Date
Through November, 1999

Region: 1

Terr No:	04 REP BBB	Nov '98	Nov '99	'98 YTD	'99 YTD
	CRAMER ELECTRONICS		\$675		\$693
	HOLLYWOOD ELECTRONICS		\$626		\$1,187
	SWITCHES, INC.		\$7,268		\$7,300
	TERMINAL HUDSON		\$975		\$975
Totals For Territory No. 04 - REP BB			\$9,545		\$10,155

Terr No:	08 REP DDD	Nov '98	Nov '99	'98 YTD	'99 YTD
	CRAMER ELECTRONICS		\$1,123		\$3,889
	FT. WAYNE ELEC. SUPPLY		\$12,702		\$15,537
	ROME ELECTRONICS		\$172		\$271
Totals For Territory No. 08 - REP DD			\$13,997		\$19,697

Terr No:	11 REPEEE	Nov '98	Nov '99	'98 YTD	'99 YTD
	CRAMER ELECTRONICS		\$948		\$1,179
	ELMAR ELECTRONICS		\$318		\$318
	FT. WAYNE ELEC. SUPPLY		\$81		\$81
	HOLLYWOOD ELECTRONICS				\$437
	MILO ELECTRONICS		\$24		\$24
Totals For Territory No. 11 - REP EE			\$1,371		\$2,038

Terr No:	20 REP JJJ	Nov '98	Nov '99	'98 YTD	'99 YTD
	CRAMER ELECTRONICS		\$1,289		\$3,735
	FT. WAYNE ELEC. SUPPLY		\$63		\$143
	MILO ELECTRONICS		\$1,948		\$2,856
	R.V.WEATHERFORD CO.				\$40
	TERMINAL HUDSON		\$244		\$244
Totals For Territory No. 20 - REP JJ			\$3,543		\$7,018

Terr No:	24 REP NNN	Nov '98	Nov '99	'98 YTD	'99 YTD
	CRAMER ELECTRONICS		\$387		\$1,411
	DEMAMBROW ELECTRONICS		\$62		\$110
Totals For Territory No. 24 - REP NN			\$449		\$1,521

Terr No:	40 REPUUU	Nov '98	Nov '99	'98 YTD	'99 YTD
	ELMAR ELECTRONICS		\$43		\$86
	HOLLYWOOD ELECTRONICS		\$438		\$473
	ROME ELECTRONICS				\$52
Totals For Territory No. 40 - REP UU			\$481		\$610

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Terr No:	44	REP VVV	Nov '98	Nov '99	'98 YTD	'99 YTD
		CRAMER ELECTRONICS		(\$307)		\$521
		FT. WAYNE ELEC. SUPPLY		\$15		\$412
		TERMINAL HUDSON		\$3,040		\$3,523
Totals For Territory No. 44 - REP VV				\$2,749		\$4,456

Terr No:	48	REP WWW	Nov '98	Nov '99	'98 YTD	'99 YTD
		CRAMER ELECTRONICS				\$1,548
		FT. WAYNE ELEC. SUPPLY		\$37		\$37
		HOLLYWOOD ELECTRONICS				\$1,320
		ROME ELECTRONICS		\$3,690		\$4,757
		SWITCHES, INC.		\$0		\$0
Totals For Territory No. 48 - REP WW				\$3,727		\$7,661

Totals For Region:				\$35,861		\$53,157
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Region: 2

Terr No:	03	REP AAA	Nov '98	Nov '99	'98 YTD	'99 YTD
		CRAMER ELECTRONICS		\$210		\$534
		ELMAR ELECTRONICS		\$38,307		\$47,459
		FT. WAYNE ELEC. SUPPLY				\$257
		GREENSHAW ELECTRONICS		\$188		\$188
		HARVEY ELECTRONICS				\$188
		HOLLYWOOD ELECTRONICS		\$858		\$968
		MILO ELECTRONICS		\$6		\$1,671
		QAR ELECTRONICS		\$188		\$188
Totals For Territory No. 03 - REP AA				\$39,756		\$51,451

Terr No:	12	REP FFF	Nov '98	Nov '99	'98 YTD	'99 YTD
		ELMAR ELECTRONICS		\$0		\$0
		OLIVE ELECTRONICS		\$3,592		\$3,592
		TERMINAL HUDSON		\$267		\$267
Totals For Territory No. 12 - REP FF				\$3,859		\$3,859

Terr No:	13	REP GGG	Nov '98	Nov '99	'98 YTD	'99 YTD
		CRAMER ELECTRONICS		\$138		\$406
		ROME ELECTRONICS		\$324		\$714
Totals For Territory No. 13 - REP GG				\$463		\$1,120

Terr No:	15	REP HHH	Nov '98	Nov '99	'98 YTD	'99 YTD
		CRAMER ELECTRONICS		\$33		(\$808)
		FT. WAYNE ELEC. SUPPLY		\$14		\$85
		GREENSHAW ELECTRONICS		\$13		\$13
		HARVEY ELECTRONICS		\$5		\$13
		HOLLYWOOD ELECTRONICS		\$964		\$1,402
		QAR ELECTRONICS				\$13
		ROME ELECTRONICS		\$4,064		\$7,139
		SHELLY ELECTRONICS		\$92		\$230
Totals For Territory No. 15 - REP HH				\$5,184		\$8,085

Terr No:	23	REP MMM	Nov '98	Nov '99	'98 YTD	'99 YTD
		CRAMER ELECTRONICS		\$1,105		\$4,721
		ELMAR ELECTRONICS		\$2,116		\$5,329
		FT. WAYNE ELEC. SUPPLY				\$84
		R.V.WEATHERFORD CO.		\$1,503		\$1,503
Totals For Territory No. 23 - REP MMN				\$4,724		\$11,636

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Terr No:	31	REP SSS	Nov '98	Nov '99	'98 YTD	'99 YTD
		CRAMER ELECTRONICS		\$10,378		\$16,380
		ELMAR ELECTRONICS		\$69		\$598
		R.V.WEATHERFORD CO.		\$1,968		\$3,004
		ROME ELECTRONICS		\$163		\$163
		STOTTS FRIEDMAN CO.		\$1,336		\$1,588
Totals For Territory No. 31 - REP SSS				\$13,914		\$21,733
Terr No:	32	REP TTT	Nov '98	Nov '99	'98 YTD	'99 YTD
		HOLLYWOOD ELECTRONICS		\$855		\$934
		MILO ELECTRONICS				\$768
		OLIVE ELECTRONICS		\$1,879		\$2,163
		ROME ELECTRONICS		\$604		\$692
Totals For Territory No. 32 - REP TTT				\$3,339		\$4,557
Totals For Region:				\$71,239		\$102,442

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Region: 3

Terr No:	05	REP CCC	Nov '98	Nov '99	'98 YTD	'99 YTD
		GREENSHAW ELECTRONICS		\$1,471		\$1,662
		HARVEY ELECTRONICS		\$1,132		\$1,662
		QAR ELECTRONICS		\$588		\$1,662
		TAYLOR ELECTRONICS		\$1,195		\$1,195
Totals For Territory No. 05 - REP CC				\$4,386		\$6,182

Terr No:	21	REP LLL	Nov '98	Nov '99	'98 YTD	'99 YTD
		GREENSHAW ELECTRONICS				\$130
		HARVEY ELECTRONICS		\$130		\$130
		INTERFACE ELECTRONICS		\$1,479		\$2,047
		QAR ELECTRONICS		\$130		\$130
		TERMINAL HUDSON		\$415		\$731
Totals For Territory No. 21 - REP LL				\$2,155		\$3,169

Terr No:	25	REP QQQ	Nov '98	Nov '99	'98 YTD	'99 YTD
		GREENSHAW ELECTRONICS		\$362		\$362
		HARVEY ELECTRONICS		\$362		\$362
		HOLLYWOOD ELECTRONICS		\$598		\$598
		QAR ELECTRONICS		\$362		\$362
Totals For Territory No. 25 - REP QQ				\$1,682		\$1,682

Terr No:	27	REP RRR	Nov '98	Nov '99	'98 YTD	'99 YTD
		ELMAR ELECTRONICS		\$0		\$0
		GREENSHAW ELECTRONICS				\$81
		HARVEY ELECTRONICS		\$81		\$81
		QAR ELECTRONICS				\$81
		SHELLY ELECTRONICS		\$566		\$772
		TAYLOR ELECTRONICS		\$140		\$140
		TERMINAL HUDSON		\$1,788		\$1,788
Totals For Territory No. 27 - REP RR				\$2,574		\$2,942

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Terr No:	53	REP YYY	Nov '98	Nov '99	'98 YTD	'99 YTD
		GREENSHAW ELECTRONICS		\$74		\$74
		HARVEY ELECTRONICS				\$74
		HOLLYWOOD ELECTRONICS		\$103		\$103
		INTERFACE ELECTRONICS		\$858		\$858
		QAR ELECTRONICS		\$74		\$74
		ROME ELECTRONICS		\$53		\$53
		SHELLY ELECTRONICS		\$391		\$391
Totals For Territory No. 53 - REP YY				\$1,552		\$1,627
Totals For Region:				\$12,350		\$15,602

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Region: 4

Terr No:	PR	REP XXX	Nov '98	Nov '99	'98 YTD	'99 YTD
		ELMAR ELECTRONICS		\$288		\$288
		SWITCHES, INC.		\$38		\$2,454
Totals For Territory No. PR - REP XXX				\$326		\$2,742
Totals For Region:				\$326		\$2,742

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	Nov '98	Nov '99	'98 YTD	'99 YTD
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Grand Totals		\$119,776		\$173,942
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