From: David Pritchard [davidpr]

Sent: Monday, March 21, 1994 3:33 AM

To: David Pritchard's HR Group; David Pritchard's Training Group

Subject: FW: Office marketing update - March 11

From: Hank Vigil

To: Bernard Vergnes; Bill Gates; Christopher (VP ITL) Smith; APPS Comm/Pete Higgins' Direct Reports; Jeff Raikes; Joachim Kempin; Mike Maples; Pete Higgins; Richard Fade; Roger Heinen; Steve Ballmer

Cc: Brian MacDonald; Bryce Hausmann; Charles Stevens; Chris Peters; Dawn Trudeau; Jon Reingold; Lewis Levin; Mark Kroese; Peter Pathe; Robbie Bach; Vijay Vashee; Year of the Office

Subject: Office marketing update - March 11

Date: Friday, March 11, 1994 5:27PM

Over the past few weeks, we've focused heavily on press contact, refinements to the Office Friendly program, and shipment/inventory management issues related to Office 4.2.

PF

- * Excel clear winner in InfoWorld spreadsheet roundup
- * Office wins PC Week office suite comparative.
- * Word won the Software Digest word processing review.
- \star Word won InfoWorld word processing comparative and received the InfoWorld Recommended Product Award.
- \star Word won the PC World word processor product comparison and received the PC World Best Buy award.
- * Word won the Windows Magazine 1994 recommended product award.
- * Executed ODK/Office Solutions Tour with positive results
- * Continued to communicate Office momentum, including 4.2 ships release
- * Continued to garner positive leak coverage for Access 2.0.

We are hard at work to reflect these review wins in coming advertising and PR efforts.

Other PR Challenges that we will focus on:

- * Successfully manage press coverage of Office Compatible program; present it as an opportunity for ISVs and a benefits for customers. It will be easy for press to view this as tactic for dominance and we must provide them with ISV and customer testimonials about the benefits.
- \star Manage perception of Office/PowerPoint in press especially in regard to system resource requirements.
- * Develop messages and demos for Office workgroup strategy in tandem with EMS efforts.

2) SOFTWARE RELEASE AND AVAILABILITY STATUS

Office 4.2 Standard RTM'd on Friday 3/4, but will not be available on the street until 4/8, since we are building 100% of backlog (as we did with Excel 5.0) before shipping. Assuming Office Pro 4.3 RTMs on the week of 3/23, we expect Office 4.3 Pro to be broadly available by late April. There are no availability problems with the recently released PowerPoint 4.0 or Excel 5.0.

Since the availability dates of Office Standard 4.2 and Office Pro 4.3 are going to be less than one month apart, we are canceling Office Pro 4.2 (with Access 1.1) to avoid channel confusion and inventory management problems.

Finally, we are currently experiencing some stock outs of Office 4.0 since we had to rework the Office 4.0 inventory at Canyon Park.

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3) VITAL SIGNS

Plaintiffs' Exhibit 7718

Comes v. Microsoft

MS-CC-Sun 000001394972 CONFIDENTIAL February was a hard month in the US due to a combination of factors, including January channel stuffage, expected shipment of Office 4.2, returns of Excel 4.0 (\$2mm) and WinWord 2.0 (\$1mm), fulfillment of vouchers resulting in no revenue, and the Office inventory rework. For more information, please see:



March and April should pick up as th channel clears out Word and Excel inventory, and as Office 4.2/Office 4.3 ship (there is now a \$45m backlog for Office, over 140k units). For more information on Office backlog, sell through, and inventory status, please see:



Finally, we have not received share da include in the next summary.

a for December from the SPA, but will

4) OFFICE FRIENDLY PROGRAM

Over the past few weeks, we've made great progress on the Office Friendly program. Key areas of progress include:

- * Program name and logo. During the past two weeks, we have been testing various name/logo combinations in several major markets. This week, we will decide on one of three names:
 - Office Advantage
 - Office Companion
 - Office Compatible
- * Marketing License. The marketing license will include:
 - Logo with usage guidelines
 - Demos on Office CD version
 - Announcement reception
 - Press kit
 - Focus magazine listing
 - Inclusion in communication to MS sales force and reseller sales force
- * Compliance testing.
- We will reach a final decision on which vendor will do the compliance testing next week.

Potential vendors include:

- NSTL
- American Institute of Research in Palo Alto
- University of Toronto
- * Key next steps on Office Friendly program
 - Decide on program name/logo (this week)
 - Finalize marketing and development contracts (ongoing)
 - Finalize launch details (Windows World, May)
 - Finalize Intellectual Property document (Jim Conner developing this)

For more detail on the program, please refer to the attached marketing plan:

5) COMPETITIVE UPDATE Lotus News



Based on recent meetings with analysts, e expect Lotus to do a tactical release of SmartSuite in the summer/fall timeframe. This will include minor updates to the applications and enhanced Notes integration. We do not expect them to have any OLE 2.0 apps until the post Chicago timeframe.

In terms of current marketing, their messaging has evolved to position 1-2-3 for Windows as the "anchor" product. SmartSuite is described as "1-2-3 + four proven winners", AmiPro is being promoted as "1-2-3's eloquent twin". For a complete summary of Lotus messaging, as seen at a recent SmartSuite seminar, open this document:

SEMINAR2 DOC (34

were reported in the past two weeks, but we have summarized all significant wins and losses in the attached document. This document also discusses trends we are seeing with losses.

6) POWER MAC LAUNCH PLANS

WLJAN.DOC (41

* Power Mac announcement on 3/14 in NYC. Pete Higgins wi l participate. We will announce our PPC Office plans and announce our free upgrade plans.

Desktop Apps MTD Flash Summary. USFG Only -Final February 1004 10/6/2003 1:09 STANDALONE MTD DAD STANDALONE MTD DAD REVENUE (In UNITS \$1,000's) Office Subtotal Office Office Office Pro Word Excel DAD Total Office Pro Subtote Word Excel DAD Total 46 9,251 3,377 12,685 \$15 **\$**0.4 \$165 9 519 \$404.0 \$571.8 MAC Academic 0 656 526 0 656 526 CUP License Select Retail \$0.0 \$182.1 \$105.1 \$0.0-\$0.0 \$0.0, \$00 \$270 \$101 \$0.00 \$280.8 \$121.3 \$0 0 \$71 7 0 0 0. 0 125 82 328 1,109 625 37 \$1051 \$6 1 \$664 8 \$1,146 6 \$2,038 3 (\$891 8) \$518 6 \$721 6 \$2,732 9 (\$2,011 4) \$3,843 5 \$4,817 4 \$9,493.3 (\$4,333 2) 6,766 2,490 2,110 5,674 11,366 25 785 \$2,660 2 \$0.0 \$2,660 2 NEW HISERS FORECAST VARIANCE 12,081 1,190 18,901 21,597 (15,923) 53,769 \$4,373.7 \$348 3 (\$5.3) \$4,722.0 1,784 1,678 3,462 \$0 0 \$0 0 Maintenance 3 262 3,262 1.183 6 229 \$3149 \$314.9 351 A \$37.5 \$403.0 0000 VUP TOTAL VUP 1,200 2,980 9,209 \$28 5 \$343 4 \$28 5 \$343 4 \$134 5 \$186 3 \$1123 \$1496 \$275.4 \$679.3 4,564 22,209 (19,826) 30,433 (21,224) \$1,410.7 (\$1,067.3) \$279 3 \$1,843 3 (\$93 0) (\$1,693 8) \$3 533 3 (\$2,854 0) FORECAST 4 564 3.660 \$1,410.7 VARIANCE (1,200) (\$1,067.3) 11,369 8,057 34,994 \$3,292 3 \$3,292 7 \$1,332 B MAC TOTAL 11,358 11 15.568 50 4 5871 1 \$5,496.7 \$6,132 7 \$2,317 6 \$4,576 3 (\$2,840.0) (\$984 8) (\$3,705 1) FORECAST VARIANCE 22,561 (6,993) 43,806 (35,749) 84,202 \$5,784 4 (\$2,492 1) 16,645 (5,287) 1,190 (1,179) 17,835 (6,486) \$348 3 (\$347 8) \$13,026 6 (\$7,529 9) 39 7.113 4,587 6,141 15,598 33,458 \$0 7 \$1,627 2 \$528 5 \$1,139 7 \$5,766 7 \$9,062 9 11,590 39,640 1,766 (395) 868 53,469 9,756 (8,922) 2,690 1,272 (1,880) 2,916 \$1.4 \$503.3 \$1,627.2 \$3,690.7 \$817.4 \$321.2 \$1,233.6 (\$18.6) \$865 7 \$4,434 3 \$1,847 0 \$1,458 9 \$8,070 0 \$14,475 9 23 7,113 16¦ 0; 21,385 37,831 \$0.5 \$0.0 \$361 0 (\$883 7) \$508 4 \$243 9 Academic CUP CUP License Select Retail NEW USERS 3,812 5 828 14,088 30,864 755, 313, 1,510, 2,594, 9,023 7,018 14,586 89,843 \$288 9 \$93 9' \$741 4; \$1,124 8 \$6,508 1 \$10,187 7 \$180 1 \$4,676 7 (\$618 1) FORECAST 63,201 (32,337) 29,705 (27,111) 92,906 (59,448) 61,911 (8,442) 53,389 (50,473) 208,206 (118,363) \$17,646.2 (\$8,583.3) \$11,504.0 (\$10,379.2) \$29,150.2 \$8,681.7 \$7,700.9 (\$18,962.5) (\$4,004.9) (\$8,089.4) \$45,532.7 (\$31,056.8) VARIANCE

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Maintenance

TOTAL VUP FORECAST

VARIANCE

VUP

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\$9,209.5 \$559.4 \$500.6 \$9,915.2 \$616.9 \$546.6 \$3,776.2 \$2,448.0 \$3,962.7 \$6,138.9 (\$1,831.0) (\$3,416.1)

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t	WIN TOTAL FORECAST VARIANCE	84,638 79,790 4,848	3,954 33,985 (50,031)	88,592 113,775 (25,183)	61,182 93,170 (31,988)	190,073 102,138 87,935	339,847 309,083 30,764	\$18,971 5 \$20,376.5 (\$1,404 9)	\$1,131 3 \$12,549 9 (\$11,418 5)	\$20,102 8 \$32,926 4 (\$12,823.5)	\$11,1296		\$25,554 6 \$55,719 5 (\$30,165 0)
TOTAL	ACTUAL FORECAST VARIANCE	95,996 96,435 (439)	3 965; 35,175, (31,210);	99,961 131,610 (31,649)	76,750 115,731 (38,981)	198,130 145,944 52,186	374,841 393,285 (18,444)	\$22,263 8 \$26,160 8 (\$3,897 0)	\$1,131.7 \$12,898.2: (\$11,788.5)		(\$6,820 7) (\$	\$1,029 2 \$16,239 8 15,210 6)	\$31,051 3 \$68,746 1 (\$37,694 8)

Note Report does not include all actuals for Salect, MCD, and other ficensing revenue. Part of this revenue is maintained outside the daily sales analysis system.

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			MTD Shipments		Current Backlog		}	
Environment	Product	Class	•	Revenue	•	Revenue	Ĭ	
MAC	Office	Academic	46	\$1,472	417	\$0	l	
İ	Office	License	656	\$182,136	1	\$0	i	
	Office	Maintenance	3,262	\$314,864	0	\$0	į .	
	Office Office	Retail Select	6,7 6 6 526	\$2,660,168 \$105,099	96 0	\$29,505 \$0		
Į	Office	VUP	102	\$28,531	0	\$0		
	Office Professional	Academic	11	\$432	0	\$0		
		ACTUAL TOTAL	11,369	\$3,292,702	97	\$29,505		
		Forecast:					l	
		New	13,271	\$4,722,012			ł	
		VUP	4,564	\$1,410,652)	
		FORECAST TOTAL	17,835	\$6,132,664			ł	
							October ahip	inci backlog
WIN	Office	Academic	23	\$736	14,396	\$1,024,989		
	Office	CUP	7,113	\$1,627,235	81,526	\$19,860,056		
	Office Office	License	3,812	\$528,510 \$500,144	4 410	\$1,531,376	19,714	
	Office	Maintenance Retail	15,480 14 088	\$699,141 \$5,766,657	50 105	\$0 \$19,385,716	19,715 19,716	
	Office	Select	5,828	\$1,139,735	30 703	\$0	19,717	
	Office	VUP	38,294	\$9,209,519	70	\$7 258	19 718	
	Office Professional	Academic	16	\$640	0	\$0	19,719	
	Office Professional Office Professional	License Maintenance	755 1,355	\$288,863 \$6,512	53 4 0	\$222,294 \$0	19,720	21,009
	Office Professional	Retail	1,510	\$741,438	6 385	\$3,174,306		
	Office Professional	Select	313	\$93,857	0	\$0	ŀ	
	Office Professional	VUP	5	\$0	0	\$0		
		ACTUAL TOTAL	88,592	\$20,102,844	157 426	\$45,205 995	138 205	373,350
		Forecast:						
		New	92,906	\$29, 150, 151				
		VUP	20,869	\$3,776,232				
		FORECAST TOTAL	113,775	\$32,926,383				
TOTALS		Actual,						
		New	44,021	\$12,563,311	151 067	\$42,053,937		
		<i>VUP</i> ACTUAL TOTAL	55,940 99,961	\$10,832,234 \$23,395,545	6,456 157 523	\$3,181,564 \$45,235,500		
		Forecast:						
		New VUP	106,177 25,433	\$33,872,163 \$5,186,884				
			20, 100	- 00,100,001				

Note Report does not include all actuals for Select, MCD, and other licensing revenue. This revenue is maintained outside the daily sales analysis system

Page 2

Word MTD Flash Summary, USFG Only - Final February 1994 10/6/2003

		MTD Shipments			Curren B a cklo		
Environment	Class	QTY	1	Revenue	QTY		Revenue
MAC	Academic	9,2	51	\$403,986		0	\$0
	License		28	\$71,686		0	\$0
	Maintenance	1,78	34	\$51,782		0	\$0
	Retail	2,49	90	\$664,809		55	\$15,518
	Select	3	37	\$6,081		0	\$0
	VUP	1,67	78	\$134,530		3	\$167
	Word Subtotal	15,56		\$1,332,874		58	\$15,685
	Office	8,00)5	\$1,268,163		97	\$12,687
	Office Update	3,36	34	\$147,796		0	\$0
	Office Subtotal	11,36	39_	\$1,415,959		97	\$12,687
	ACTUAL TOTAL	26,93	37	\$2,748,833		155	\$28,372
	Forecast:	40.00		40.000.000			
	New	18,90		\$2,038,320			
	VUP	3,66	_	\$279,326			
	Word Subtotal	22,56	_	\$2,317,646			
	New	13,27		\$1,999,120			
	VUP	4,56	_	\$606,580			
	Office Subtotal FORECAST TOTAL	17,83 40,39		\$2,605,700 \$4,923,346			
	FORECAST TOTAL	40,38	, O	34,923,340			
WIN	Academic	11,59	90	\$503,286		1,155	\$49,793
	CUP	39,64	10	\$3,690,735		10	\$1,023
	License	1,76		\$321,239		45	\$10,710
	Maintenance	74	18	\$57,555		0	\$0
	Retail	86	8	\$180,062		80	\$22,572
	Select	(39:	5)	(\$18,578)		0	\$0
	VUP	6,96	35	\$559,364		20	\$1,663
	Word Subtotal	61,18	32	\$5,293,662		1,310	\$85,761
	Office	33.45		\$4,279,467	1.5	7.356	\$19,129,763
	Office Update	55,13		\$4,262,938	•	70	\$3,121
	Office Subtotal	88,59		\$8,542,405	15	7,426	\$19,132,884
	ACTUAL TOTAL	149,77		\$13,836,067		8,736	\$19,218,645
	Forecast:						
	New	61,91		\$8,681,651			,
	VUP	31,25		\$2,447,959			
	Word Subtotal	93,17	0	\$11,129,610			
	New	92,90)6	\$11,499,207			
	VUP	20,86	39	\$1,529,644			
	Office Subtotal	113,77	7 5	\$13,028,851			

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(58AE3B05-057E-610 FORECAST TOTAL	B-2F2A-2D6C17 206,945	FB0ABC}.xls \$24,158,461		
Actual:	107.038	\$11 370 G35	159 708	\$19,242,066
VUP ACTUAL TOTAL	69,673	\$5,213,965	93 158,891	\$19,242,000 \$4,951 \$19,247,017
Forecast:	490.000	F04 040 000		
VUP	60,352 247,341	\$4,863,510 \$29.081.807		
	Actual: New VUP ACTUAL TOTAL Forecast: New	Actual: New 107,038 VUP 69,673 ACTUAL TOTAL 176,711 Forecast: New 186,989 VUP 60,352	Actual: New 107,038 \$11,370,935 VUP 69,673 \$5,213,965 ACTUAL TOTAL 176,711 \$16,584,900 Forecast: New 186,989 \$24,218,298 VUP 60,352 \$4,863,510	Actual: New 107,038 \$11,370,935 158,798 VUP 69,673 \$5,213,965 93 ACTUAL TOTAL 176,711 \$16,584,900 158,891 Forecast: New 186,989 \$24,218,298 VUP 60,352 \$4,863,510

Note: Report does not include all actuals for Select, MCD, and other licensing revenue. Part of this revenue is maintained outside the daily sales analysis system.

Excel MTD Flash Summary, USFG Only - Final February 1994

10/6/2003

		MTD Shipments		Current Backlog	
Environment	Class	QTY	Revenue	QTY	Revenue
MAC	Academic	3,377	\$165,918	1	\$70
	License	125	\$26,966	0	\$(
	Maintenance	1,183	\$37,266	0	\$(
	Retail	2,110	\$518,554	70	\$18,71
	Select	62	\$10,130	0	\$(
	VUP	1,200	\$112,305	20	\$2,064
	Excel Subtotal	8,057	\$871,138	91	\$20,845
	Office	8,005	\$1,238,670	97	\$12,392
	Office Update	3,364	\$144,358	0	\$0
	Office Subtotal	11,369	\$1,383,028	97	\$12,392
	ACTUAL TOTAL	19,426	\$2,254,166	188	\$33,237
	Forecast:	0.4.50			
	New	21,597	\$2,732,922		
	VUP	22,209			
	Excel Subtotal	43,806	\$4,576,264		
	New	13,271	\$1,951,900		
	VUP	4,564	\$592,474		
	Office Subtotal FORECAST TOTAL	17,835 61,641	\$2,544,374 \$7,120,638		
	TONESAST TOTAL	01,041	Ψ1,120,000		
WIN	Academic	9,756	\$361,001	6,090	\$259,434
	CUP	(8,922)	(\$883,694)	1,435	\$152,659
	License	2,690	\$508,418	11	\$2,413
	Maintenance	452	\$46,029	1	\$(
	Retail	(1,880)	(\$618,144)	634	\$171,082
	Select	1,272	\$243,857	0	\$0
	VUP	186,705	\$500,583	36,182	\$426,175
	Excel Subtotal	190,073	\$158,050	44,353	\$1,011,762
	Office	33,458	\$4,177,590	157,356	\$18,677,776
	Office Update	55,134	\$4,163,786	70	\$3,048
	Office Subtotal	88,592	\$8,341,376	157,426	\$18,680,824
	ACTUAL TOTAL	278,665	\$8,499,427	201,779	\$19,692,586
	Forecast:				
	New	53,389	\$7,700,880		
	VUP	48,749	\$3,962,671		
	Excel Subtotal	102,138	\$11,663,551		
	New	92,906	\$11,207,705		
	VUP	20,869	\$1,491,882		

}	{58AE3B05-057E-61 <u>0</u> Office Subtotal FORECAST TOTAL	B-2F2A-2D6C17 113,775 215,913	FB0ABC} xls \$12,699,587 \$24,363,138		1
TOTALS	Actual: New	50,053	\$5,749,266	165,694	\$19,294,536
j	<i>VUP</i> ACTUAL TOTAL	248,038 298,091	\$5,004,327 \$10,753,593	36,273 201,967	\$431,287 \$19,725,823
}	Forecast:	404 402	#00 ED0 AD7		
	New VUP FORECAST TOTAL	181,163 96,391 277,554	\$23,593,407 \$7,890,369 \$31,483,776		
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Note. Report does not include all actuals for Select, MCD, and other licensing revenue. This revenue is maintained outside the daily sales analysis system.

WIN OFFICE ACTIVITY ANALYSIS BY VERSION, FINAL FEBRUARY 1984

'LOG, SELL-IN, THRU, ,TORY (Sell-in , Inventory include and Excel)

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ADDITIONAL INF

 Based on average self-thru to date, and expected Office 4 2 RTM, there will not be excelle chapted inventory when sensors 4.2 styles. Although

Amenary self-thru declined significantly compared to late December self-tenu, channel investeey is concentrated in a first accounts of investeey is concentrated in a first accounts and though the making down without the self-thrust self-thrust and thrust self-thrust sel

Z) Distributors' self-

READ THESE NOTES

) Apolysis is pockaged product only tolect and ather Hounsing agreements to accluded

2) CUP includes Mi.P upgrade stus 3) License includes MMLP-35 and -100 pactor extended for total new licensed

4) Backlog is from Daily Sales Analysis

#] Most current self-in is from Delly Sales Analysis, prior months are from Worldwide Sales Husbory

4) 100 Sett-Carp and 155 Inventory are treat 153' receipt pail-down of top produces as stated (not a resultiors are included on that report due to reporting traditions.

and come resolver; numbers are not

7) Bupply is unicaleted as journed assembly systems of the artispolated to monthly total for version 3.9, weekly self-thru is meet for 4.9

4) Total Shipments to the chimnel, rainue current inventory, plue total soil thru should equal zero. Here are those calcs by aku to get an idea of inventory in transit/behavites unaccounted for hechims of reporting

Bub Hoyan 11/7/2000 3 47 PM

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Box Number - 11/7/2020 - 3 47 MJ

	Months	Mee.(3.6) Wha(4.6)	Mos.(3.0) Wite(4.0)	Mas.(3.8) Was(4.0) Supply	Weeks		Weeks	Weeks Supply	Decembe Weeks	Weeks	Week	let Was	AS We	ota Y	iebruery Noeks Lupply	Weeks	Weeks	February Weeks Supply
Supply 3-Hev	Supply 10-Man	Bupply 17-Nov	Bupply 24-Nov	1-Dec	Supply: 7-Dec		Supply 25-De			Suppi at 12-			pry zvy Ki-Jean	2-Feb	S-Pab	Supply 19-Feb	Supply 23-Feb	
0.86	114	1 04	1 1 01		0 00	0.00	0.0				00	0.00	4 00	0.00	3.94	9 00		0.00
0.00											00	0.00	0.06	0.00	0.00			
0.00	114		0.00 1 01		1.00	0.00	n/a	70 U	00 C	00 I	00 n/e	0.00 R/s	0.00 n/a	0.00	0.00	0 D0	W4 0 05	0.00
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0 60	0.00	0 000		04						0 0 0 4	0.0	9.0	0.0	0.0	0.0			
3 00					R/B	No	n/a	n/e	N/s	.r√a	n/a	n/a	7/0		Ve	Na	m/a	No.
0.24										0.0	00	40	0.0	0.0	0.0			
110										0.0	0.0	00	90	0.0	0.0			
0.20			j j			-	1/4	n/e	Ne	1/4		No.	N/A				0/4	00
0 42	0.4	0 4	0.36	0.0	i r/a	n/a	0/9	N/a	n/e	N/a	73/81	n/w	7/8	-	Va	N/a	No.	1/10
0 00	0.00										00	0.0	4.0	00	0.0		0.0	
0 00										00	0.0	0.0	0.0	0.0	0.0			
0 99	0.00		- 18	Ma O	0.0	A/6	N/e	0 r/a 1	0 0 ÿ	~/=	Q Q	0.0	9.0	- 00	/a 00	n/a 0.1	N/4	0.0
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9.90	9.00	0.90	2 0.00	n/a	n/a	N1	n/e	n/s	Ne	r/a	n/a	N/E	1/4		v,	n/a	N/a	NO.
0 42	0.4	0.44	0.36		i n/a	n/e	Nt _	No.	nie	nAs	nie	n/a	N/A		Va	N/a	n/a	Ne
0 00										1 8 1 6	19	40		43	41	37		20
0 00								• !	0 0	0.0	00	0.0	0.0	0.0	0.0		0.0	
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4 00	6,0	0.00								50	Ô0	66	00	00	6,0			
0.00				3.6						4.6	44	46	41	45	3.2	27		
0 00										4.0	44	46	4.5	4,3	3.2			
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0.00								.5		2.8	14		14	4.9	4,	11	3.4	
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0 90		0 00	0.00							O.O	00	00	0.0	0.0	Vo 0.3			
0 90										D 0	00	0,0	90	0.0	0.0			
0 00				n/a	Ne	n/a	n/a_	N/6_	nie	n/e	n/a	T/a	9/8		Vi.	N)	N/E	₩.
1.44	9.0	1.0	0.95	a/a	n/a	N/A	B/4	N/s	n/s	. Ne		Na.	n/L		ø	nė.	n/a	R/L
1.00	9.8	8 N	111	2.4	2.1	1.5		4		и	1.9	37	4.2	4.2	4.0		1:	1.1
9										00	0.0	0.0	0.0	00	0.0			
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0.00	9 9	0.0	0 000			0 0		0 (0 0	0.0	0.0	0.0	0.0	0.0	0.0		0.0	0.0
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0 00				0 00	00				0.0	0.0	00	0.0	0.0	0.0		0.0		0.0
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0 90	0.00	0.09	0.00	0.0	9.0	0.0	0.0	90	0.0	0.0	CO	0.0	9.0	0.0	0.0	0.0	
0.00	0 00	0 00	0.00	0.0	0.0	0,0	00	0.0	0.0	90	0.0	0.0	0.0	0.0	0.0	0.0	0
000	0.00	0.00	0.00	0.0	0.0	0.0	00	0.6	20	40	0.0	00	0,0	0.0	00	00	0.0
96	5 00	0 00	0.00	0 00	0.00	0.00	0 00	0 00	0.00	0.00	0.00	000	0.00	0 00	0.00	0 00	
00	0.06	0.00	0.00	0.00	0 00	0.09	6 00	C 00	8 00	9.00	0.00	6 00	0 00	0.00	9 00	8 90	0.0
1 60	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0 00	0.00	0.00	0.00	0.00	9 00	8 00	80
990	0.00	0.00	7,00	0.00	0 00	0.00	6.00	0 00	0.00	0.00	6.00	0.00	0.00	0,00	9 00	_171	0.0
0 00	0.00	0.00	0.00	0.00	0.00	6.00	0.00	0.00	0.09	0 00	0 60	0.00	0.00	0.00	0.00	0 00	00
90	9.00	0 00	D 00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.06	0.00	- 00	0.00	ço
90	0 00	0.00	600	9.08	0.00	5.00	0.00	0.00	0 00	0.00	0.00	9 00	0.00	0.00	0.00	0 00	0.0
á 20	0.00	000	8.00	0.00	0.00	4.00	0 00	à 00	0.00	0 00	0.00	0.00	0.00	6.00	0.00	0.00	0.0
.ar	(0)	800	0 00	0.00	0.00	0.00	0.00	000	500	0.00	8.00	0.00	0.00	0.00	5.00	0.00	aa
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00	.,	0	0.0	. 11	4.0	0.0	0.0	90	73	0.0	0.0	9.0		0.4		71	
0.6	66	0.0	8.0	23	0.0	0.5	0.0	- 16	71	9.0	60	9.0	01	-16	71	7.5	
0.0	• 0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	11	21	34	4.8	
0.0	0.0	0.0	6.0	0.0	0.0	2.0	9.0	9.0	0.0	0.0	0.0	0.0	1.9	3.5	53	7.8	
0.0	0.0	0.0	0.0		0.0	0.0	0.0		0.0	0.0	0 0	00_	15	2.5	2.7	15	4
4.0	0.0	0.0	0.0	- 00	0.0	-60-	- 60	00	0.0	- 60	- 66	00	1.5	2.6	-33		

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