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.

1) PR
* Excel clear winner in InfoWorld spreadsheet roundup
* Office wins PC Week office suite comparative.
* Word won the Software Digest word processing review.
* Word won InfoWorld word processing comparative and received the InfoWorld Recommended
Product Award.
* 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.
* 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.

3) VITAL SIGNS

1

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:

FLASHDAD.XLS (78 KB)

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:

OFFBAKLG.XLS (143 KB)

Finally, we have not received share da   a for December from the SPA, but will include in the next summary.

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

2

OFCFNDLY.DOC
(74 KB)

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:

We continue to track Office and individual app wins and losses. No major losses

SEMINAR2.DOC (34
KB)

           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
KB)

* 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.

3

Desktop Apps MTD Flash Summary, USFG Only - Final February 1994

10/6/2003 1:09

		STANDALONE MTD DAD UNITS						STANDALONE MTD DAD REVENUE (in $1,000's)					
		Office	Office Pro	Office Subtotal	Word	Excel	DAD Total	Office	Office Pro	Office Subtotal	Word	Excel	DAD Total
MAC	Academic	46	11	57	9,251	3,377	12,685	$1 5	$0 4	$1 9	$404 0	$165 9	$571 8
	CUP	0	0	0	0	0	0	$0 0	$0 0	$0 0	$0 0	$0 0	$0 0
	License	656	0	656	328	125	1,109	$182 1	$0 0	$182 1	$71 7	$27 0	$280 8
	Select	526	0	526	37	62	625	$105 1	$0 0	$105 1	$6 1	$10 1	$121.3
	Retail	6,766	0	6,766	2,490	2,110	11,366	$2,660 2	$0 0	$2,660 2	$664 8	$518 6	$3,843 5
	NEW USERS	7,994	11	8,005	12,106	5,674	25,785	$2,948 9	$0 4	$2,949 3	$1,146 6	$721 6	$4,817 4
	FORECAST	12,081	1,190	13,271	18,901	21,597	53,769	$4,373 7	$348 3	$4,722 0	$2,038 3	$2,732 9	$9,493.3
	VARIANCE	(4,087)	(1,179)	(5,266)	(6,795)	(15,923)	(27,984)	($1,424 8)	($5.3)	($1,430.1)	($891 8)	($2,011 4)	($4,333 2)
	Maintenance	3,262	0	3,262	1,784	1,183	6,229	$314 9	$0 0	$314 9	$51 8	$37 3	$403 9
	VUP	102	0	102	1,678	1,200	2,980	$28 5	$0 0	$28 5	$134 5	$112 3	$275 4
	TOTAL VUP	3,364	0	3,364	3,462	2,383	9,209	$343 4	$0 0	$343 4	$186 3	$149 6	$679.3
	FORECAST	4,564	0	4,564	3,660	22,209	30,433	$1,410 7	$0 0	$1,410 7	$279 3	$1,843 3	$3,533 3
	VARIANCE	(1,200)	0	(1,200)	(198)	(19,826)	(21,224)	($1,067.3)	$0 0	($1,067.3)	($93 0)	($1,693 8)	($2,854 0)
	MAC TOTAL	11,358	11	11,369	15,568	8,057	34,994	$3,292 3	$0 4	$3,292 7	$1,332 9	$871 1	$5,496 7
	FORECAST	16,645	1,190	17,835	22,561	43,808	84,202	$5,784 4	$348 3	$6,132 7	$2,317 8	$4,576 3	$13,026 6
	VARIANCE	(5,287)	(1,179)	(6,466)	(6,993)	(35,749)	(49,208)	($2,492 1)	($347 8)	($2,840.0)	($984 8)	($3,705 1)	($7,528 9)
WIN	Academic	23	16	39	11,590	9,756	21,385	$0 7	$0 6	$1 4	$503 3	$361 0	$865 7
	CUP	7,113	0	7,113	39,640	(8,922)	37,831	$1,627.2	$0 0	$1,627.2	$3,690 7	($883 7)	$4,434 3
	License	3,812	755	4,567	1,766	2,890	9,023	$528 5	$288 9	$817 4	$321 2	$508 4	$1,847 0
	Select	5,828	313	6,141	(395)	1,272	7,018	$1,139 7	$93 9	$1,233 6	($18 6)	$243 9	$1,458 9
	Retail	14,088	1,510	15,598	868	(1,880)	14,586	$5,766 7	$741 4	$6,508 1	$180 1	($618 1)	$6,070 0
	NEW USERS	30,864	2,594	33,458	53,469	2,916	89,843	$9,062 9	$1,124 8	$10,187 7	$4,676 7	($388 6)	$14,475 9
	FORECAST	63,201	29,705	92,906	61,911	53,389	208,206	$17,646 2	$11,504 0	$29,150 2	$8,681 7	$7,700 9	$45,532 7
	VARIANCE	(32,337)	(27,111)	(59,448)	(8,442)	(50,473)	(118,363)	($8,583 3)	($10,379 2)	($18,962 5)	($4,004 9)	($8,089.4)	($31,056 8)
	Maintenance	15,480	1,355	16,835	748	452	18,035	$699 1	$6 5	$705 7	$57 6	$46 0	$809.2
	VUP	38,294	5	38,299	6,965	186,705	231,969	$9,209 5	$0 0	$9,209 5	$559 4	$500 6	$10,269 5
	TOTAL VUP	53,774	1,360	55,134	7,713	187,157	250,004	$9,908 7	$6 5	$9,915 2	$616 9	$546 6	$11,078 7
	FORECAST	16,589	4,280	20,869	31,259	48,749	100,877	$2,730 3	$1,045 9	$3,776 2	$2,448 0	$3,962 7	$10,186 9
	VARIANCE	37,185	(2,920)	34,265	(23,546)	138,408	149,127	$7,178 4	($1,039 4)	$6,138 9	($1,831 0)	($3,416 1)	$891.8

Summary

	WIN TOTAL	84,638	3,954	88,592	61,182	190,073	339,847	$18,971 5	$1,131 3	$20,102 8	$5,293 7	$158 1	$25,554 6
	FORECAST	79,790	33,985	113,775	93,170	102,138	309,083	$20,376.5	$12,549 9	$32,926 4	$11,129 6	$11,663 6	$55,719 5
	VARIANCE	4,848	(30,031)	(25,183)	(31,988)	87,935	30,764	($1,404 9)	($11,418 6)	($12,823.5)	($5,835 9)	($11 505 5)	($30,165 0)
TOTAL	ACTUAL	95,996	3 965	99,961	78,750	198,130	374,841	$22,263 8	$1,131 7	$23,395 5	$6,626 5	$1,029 2	$31,051 3
	FORECAST	96,435	35,175	131,610	115,731	145,944	393,285	$26,160 8	$12,898 2	$39,059 0	$13,447 3	$16,239 8	$68,746 1
	VARIANCE	(439)	(31,210)	(31,849)	(38,981)	52,186	(18,444)	($3,897 0)	($11,766 5)	($15,663.5)	($6,820 7)	($15,210 6)	($37,694 8)

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

Office MTD Flash Summary, USFG Only - February Final 1994

10/6/2003

Environment	Product	Class	MTD Shipments QTY	Revenue	Current Backlog QTY	Revenue	October ship	incl backlog lfc-to-date
MAC	Office	Academic	46	$1,472	0	$0		
	Office	License	656	$182,136	1	$0		
	Office	Maintenance	3,262	$314,864	0	$0		
	Office	Retail	6,766	$2,660,168	96	$29,505		
	Office	Select	526	$105,099	0	$0		
	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:						
		New	13,271	$4,722,012				
		VUP	4,564	$1,410,652				
		FORECAST TOTAL	17,835	$6,132,664				
WIN	Office	Academic	23	$736	14,396	$1,024,989	19 912	34,331
	Office	CUP	7,113	$1,627,235	81,526	$19,860,056	19,713	108,352
	Office	License	3,812	$528,510	4 410	$1,531,376	19,714	27,936
	Office	Maintenance	15,480	$699,141	0	$0	19,715	35,195
	Office	Retail	14 088	$5,766,657	50 105	$19,385,716	19,716	83,909
	Office	Select	5,828	$1,139,735	0	$0	19,717	25,545
	Office	VUP	38,294	$9,209,519	70	$7 256	19 718	58,082
	Office Professional	Academic	16	$640	0	$0	19,719	19,735
	Office Professional	License	755	$288,863	534	$222,294	19,720	21,009
	Office Professional	Maintenance	1,355	$6,512	0	$0		
	Office Professional	Retail	1,510	$741,438	6 385	$3,174,306		
	Office Professional	Select	313	$93,857	0	$0		
	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		
		VUP	55,940	$10,832,234	6,456	$3,181,564		
		ACTUAL TOTAL	99,961	$23,395,545	157 523	$45,235,500		
		Forecast:						
		New	106,177	$33,872,163				
		VUP	25,433	$5,186,884				
		FORECAST TOTAL	131,610	$39,059,047				

Note Report does not include all actuals for Select, MCD, and other licensing revenue This

revenue is maintained
outside the daily sales
analysis system

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

Environment	Class	MTD Shipments QTY	Revenue	Current Backlog QTY	Revenue
MAC	Academic	9,251	$403,986	0	$0
	License	328	$71,686	0	$0
	Maintenance	1,784	$51,782	0	$0
	Retail	2,490	$664,809	55	$15,518
	Select	37	$6,081	0	$0
	VUP	1,678	$134,530	3	$167
	Word Subtotal	15,568	$1,332,874	58	$15,685
	Office	8,005	$1,268,163	97	$12,687
	Office Update	3,364	$147,796	0	$0
	Office Subtotal	11,369	$1,415,959	97	$12,687
	ACTUAL TOTAL	26,937	$2,748,833	155	$28,372
	Forecast:				
	New	18,901	$2,038,320		
	VUP	3,660	$279,326		
	Word Subtotal	22,561	$2,317,646		
	New	13,271	$1,999,120		
	VUP	4,564	$606,580		
	Office Subtotal	17,835	$2,605,700		
	FORECAST TOTAL	40,396	$4,923,346		
WIN	Academic	11,590	$503,286	1,155	$49,793
	CUP	39,640	$3,690,735	10	$1,023
	License	1,766	$321,239	45	$10,710
	Maintenance	748	$57,555	0	$0
	Retail	868	$180,062	80	$22,572
	Select	(395)	($18,578)	0	$0
	VUP	6,965	$559,364	20	$1,663
	Word Subtotal	61,182	$5,293,662	1,310	$85,761
	Office	33,458	$4,279,467	157,356	$19,129,763
	Office Update	55,134	$4,262,938	70	$3,121
	Office Subtotal	88,592	$8,542,405	157,426	$19,132,884
	ACTUAL TOTAL	149,774	$13,836,067	158,736	$19,218,645
	Forecast:				
	New	61,911	$8,681,651		
	VUP	31,259	$2,447,959		
	Word Subtotal	93,170	$11,129,610		
	New	92,906	$11,499,207		
	VUP	20,869	$1,529,644		
	Office Subtotal	113,775	$13,028,851		

FORECAST TOTAL   206,945 $24,158,461

TOTALS

Actual:

New	107,038	$11,370,935	158,798	$19,242,066
VUP	69,673	$5,213,965	93	$4,951
ACTUAL TOTAL	176,711	$16,584,900	158,891	$19,247,017

Forecast:

New	186,989	$24,218,298
VUP	60,352	$4,863,510
FORECAST TOTAL	247,341	$29,081,807

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

Environment	Class	MTD Shipments		Current Backlog	
		QTY	Revenue	QTY	Revenue
MAC	Academic	3,377	$165,918	1	$70
	License	125	$26,966	0	$0
	Maintenance	1,183	$37,266	0	$0
	Retail	2,110	$518,554	70	$18,711
	Select	62	$10,130	0	$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:				
	New	21,597	$2,732,922		
	VUP	22,209	$1,843,342		
	Excel Subtotal	43,806	$4,576,264		
	New	13,271	$1,951,900		
	VUP	4,564	$592,474		
	Office Subtotal	17,835	$2,544,374		
	FORECAST TOTAL	61,641	$7,120,638		
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	$0
	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-610B-2F2A-2D6C17FB0ABC} xls

	Office Subtotal	113,775	$12,699,587		
	FORECAST TOTAL	215,913	$24,363,138		
TOTALS	**Actual:**				
	New	50,053	$5,749,266	165,694	$19,294,536
	VUP	248,038	$5,004,327	36,273	$431,287
	ACTUAL TOTAL	298,091	$10,753,593	201,967	$19,725,823
	Forecast:				
	New	181,163	$23,593,407		
	VUP	96,391	$7,890,369		
	FORECAST TOTAL	277,554	$31,483,776		

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

'LOG, SELL-IN,
THRU,
.TDRY (Sell-in
_ ... inventory include
Word and Excel)

Family	version	reporting_level	part_no	Backlog Mix	Licensed Users Backlog 28-Oct	Licensed Users Backlog 5-Nov	Licensed Users Backlog 13-Nov	Licensed Users Backlog 19-Nov	Licensed Users Backlog 26-Nov	Licensed Users Backlog 3-Dec	Licensed Users Backlog 10-Dec	Licensed Users Backlog 17-Dec	Licensed Users Backlog 23-Dec	Licensed Users Backlog 31-Dec	Licensed Users Backlog 7-Jan	Licensed Users Backlog 14-Jan	Licensed Users Backlog 20-Jan	Licensed Users Backlog 28-Jan	Licensed Users Backlog 4-Feb	Licensed Users Backlog 11-Feb
Office	3.00	CUP	021-051-351		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Office	3.00	CUP	0214650-300		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Office	3.00	CUP	0214750-300		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Office	3.00	CUP		0%	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Office	3.00	License	0214050V300		450	20	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Office	3.00	License	0214650V300		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Office	3.00	License	0214750V300		0	200	100	100	100	100	0	0	0	0	0	0	0	0	0	0
Office	3.00	License		13%	450	220	100	100	100	100	0	0	0	0	0	0	0	0	0	0
Office	3.00	Retail	021-050V300		0	0	0	0	-1	0	0	0	0	0	0	0	0	0	0	0
Office	3.00	Retail	021-051V300		3,009	1,077	738	490	490	77	64	64	0	0	0	0	0	0	42	0
Office	3.00	Retail	021-150V300		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Office	3.00	Retail		87%	3,009	1,077	738	490	491	77	64	64	0	0	0	0	0	0	42	0
Office 3.00 Total				100%	3,459	1,297	838	590	591	177	64	64	0	0	0	0	0	0	42	0
Office Pro	3.00	License	2694050V300		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Office Pro	3.00	License	2694650V300		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Office Pro	3.00	License	2694750V300		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Office Pro	3.00	License		0%	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Office Pro	3.00	Retail	269-051V300		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Office Pro	3.00	Retail	269-052V300		1	1	1	1	1	1	1	1	1	1	0	0	0	0	0	0
Office Pro	3.00	Retail		100%	1	1	1	1	1	1	1	1	1	1	0	0	0	0	0	0
Office Pro 3.00 Total				100%	1	1	1	1	1	1	1	1	1	1	0	0	0	0	0	0
Office 3.00 Grand Total				100%	3,460	1,298	838	591	592	178	65	65	1	1	0	0	0	0	42	0
Office	4.00	CUP	021-061-169		34,822	26,017	19,419	19,961	32,829	30,339	24,403	18,179	19,869	14,679	7,645	0	1,125	1,451	3,000	0
Office	4.00	CUP		26%	34,822	26,017	19,419	19,961	32,829	30,339	24,403	18,179	19,869	14,679	7,645	0	1,125	1,451	3,000	0
Office	4.00	License	0214050V400		5,283	2,018	1,230	140	140	120	140	190	180	70	50	0	20	0	0	0
Office	4.00	License	0214650V400		2,640	60	0	20	0	200	0	0	20	0	0	0	0	0	0	0
Office	4.00	License	0214750V400		1,100	700	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Office	4.00	License		7%	9,023	2,778	1,230	160	140	320	140	190	180	70	50	0	20	0	0	0
Office	4.00	Retail	021-051V400		44,453	34,831	21,862	7,543	1,434	7,918	2,454	302	401	100	396	0	2,072	5,196	7,979	0
Office	4.00	Retail		34%	44,453	34,831	21,862	7,543	1,434	7,918	2,454	302	401	100	396	0	2,072	5,196	7,979	0
Office	4.00	VLP	021-051-166		43,590	54,136	41,783	28,637	40,130	23,307	14,503	23,022	13,537	232	400	0	56	1,039	3,480	0
Office	4.00	VLP	021-051-170		0	0	2	0	0	0	0	0	0	0	0	0	2,550	0	6,220	0
Office	4.00	VLP		33%	43,590	54,136	41,785	28,637	40,130	23,307	14,503	23,022	13,537	232	400	0	2,606	1,039	9,700	0
Office 4.0 Total				100%	131,873	117,762	84,276	56,301	74,533	61,884	41,500	41,684	33,987	15,081	8,491	0	5,126	7,686	20,658	0
Office Pro	4.00	License	2694050V400		430	0	30	30	35	20	20	50	50	40	30	0	20	0	0	0
Office Pro	4.00	License	2694650V400		960	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Office Pro	4.00	License	2694750V400		100	100	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Office Pro	4.00	License		21%	1,490	100	30	30	35	20	20	50	50	40	30	0	20	0	0	0
Office Pro	4.00	Retail	269-051V400		4,729	4,971	904	1,066	2,656	4,141	5,749	7,996	360	191	221	0	274	174	144	0
Office Pro	4.00	Retail		79%	4,729	4,971	904	1,066	2,656	4,141	5,749	7,996	360	191	221	0	274	174	144	0
Office Pro 4.00 Total				100%	6,219	5,071	934	1,096	2,691	4,161	5,769	7,946	410	231	251	0	294	174	144	0
Office 4.0 Grand Total					138,107	122,833	85,210	57,399	77,424	66,045	47,269	49,534	34,397	15,312	8,742	0	5,420	7,662	20,832	0
	4.20	CUP	021-051-420		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	4.20	CUP	021-051-425		0	0	0	0	0	0	0	0	0	0	0	0	0	0	21,500	0
	4.20	CUP	0214050-420		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Office	4.20	CUP	0214650-420		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Office	4.20	CUP	0214750-420		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Office	4.20	CUP		0%	0	0	0	0	0	0	0	0	0	0	0	0	0	0	21,500	0
Office	4.20	License	0214050V420		0	0	0	0	0	0	0	0	0	0	0	0	0	0	1,570	0
Office	4.20	License	0214650V420		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Office	4.20	License	0214750V420		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0

Product	Version	Type	Part #																	
Office	4.20	License		0%	0	0	0	0	0	0	0	0	0	0	0	0	0	0	1,570	0
Office	4.20	Retail	021-051V420		0	0	0	0	0	0	0	0	0	0	0	0	0	0	13,370	0
Office	4.20	Retail	021-052V420		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Office	4.20	Retail		0%	0	0	0	0	0	0	0	0	0	0	0	0	0	0	13,320	0
Office 4.3 Total				0%	0	0	0	0	0	0	0	0	0	0	0	0	0	0	34,300	0
re		4.30 License	2804860V420		0	0	0	0	0	0	0	0	0	0	0	0	0	0	344	0
re		4.30 License	2804850V420		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Office Pro		4.30 License	2804750V420		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Office Pro		4.30 License		0%	0	0	0	0	0	0	0	0	0	0	0	0	0	0	344	0
Office Pro		4.30 Retail	208-051V420		0	0	0	0	0	0	0	0	0	0	0	0	0	0	1,940	0
Office Pro		4.30 Retail	208-052V420		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Office Pro		4.30 Retail		0%	0	0	0	0	0	0	0	0	0	0	0	0	0	0	1,940	0
Office Pro 4.3 Total				0%	0	0	0	0	0	0	0	0	0	0	0	0	0	0	2,384	0
Office 4.3 Grand Total				0%	0	0	0	0	0	0	0	0	0	0	0	0	0	0	36,874	0
Win Word		6.00 Retail	059-051v600																n/a	n/a
Win Word		6.00 CUP	059-151-601																n/a	n/a
Win Word		6.00 VUP	059-151-112																n/a	n/a
Win Word		6.00 Total		0%	0	0	0	0	0	0	0	0	0	0	0	0	0	0	n/a	n/a
Win Excel		5.00 Retail	065-051v500																n/a	n/a
Win Excel		5.00 CUP	065-151-130																n/a	n/a
Win Excel		5.00 VUP	065-151-131																n/a	n/a
Win Excel		5.00 Total		0%	0	0	0	0	0	0	0	0	0	0	0	0	0	0	n/a	n/a

ADDITIONAL INFO

1) Based on average sell-thru to date, and expected Office 4.2 RTM, there will not be accurat channel inventory when version 4.2 ships. Although

January sell-thru declined significantly compared to late December sell-thru, channel inventory is concentrated in a few accounts and should be managed down without
difficulty in time for 4.2 street date. We may work with channel management to reallocate channel inventory among resellers if appropriate.

2) Distributors' sell-thru/inventory/supply summary bullet

READ THESE NOTES

1) Analysis is packaged product only— Select and other licensing agreements are excluded

2) CUP includes WLP upgrade skus
3) License includes MWLP-20 and -100 packs extended for total new licensed users

4) Backlog is from Daily Sales Analysis

5) Most current sell-in is from Daily Sales Analysis, prior months are from Worldwide Sales History

6) ISS Sell-thru and ISS inventory are from ISS' weekly sell-down of top products as stated (not all resellers are included on this report due to reporting limitations,

and some resellers' numbers are not updated every week—see note 8 below)

7) Supply is calculated as [current inventory]/[average sell-thru]. Weekly sell-thru is extrapolated to monthly total for version 3.0, weekly sell-thru is used for 4.0

8) Total Shipments to the channel, minus current inventory, plus total sell-thru should equal zero. Here are these calcs by sku to get an idea of inventory in transit/otherwise unaccounted for because of reporting system limitations

Bob Horton 11/7/2000 3:47 PM

SKU
CUP
Retail
VUP
TOTAL

Sell-thru +
130.826
97.840
145.341
374.007

Bob Norton   11/7/2003   3:47 PM

Inventory =	Total per Channel
22 089	152 915
9 358	107 708
36 750	155 091
64 307	425 714

Licensed Users Sell-In: Oct-93, Nov-93, Dec-93, Jan-94, Feb-94, Mar-94, Apr-94, May-94, Jun-94, Jul-94 1/93-present, Licensed Users Sell-In Mix

Per ISS Sell-thru: Apr-93, May-93, Jun-93, Jul-93, Aug-93, Sep-93, 27-Oct, 3-Nov, 10-Nov, 17-Nov, 24-Nov, November 1-Dec, 8-Dec, 16-Dec

Less actual sales	equals unaccounted-for difference
144,758	8,157
123,380	-16,161
225,473	43,382
493,620	51,408

Per ISS Sell-thru 23-Dec	December Per ISS Sell-thru 30-Dec	December Per ISS Sell-thru 6-Jan	Per ISS Sell-thru 13-Jan	Per ISS Sell-thru 19-Jan	Per ISS Sell-thru 26-Jan	Per ISS Sell-thru 2-Feb	Per ISS Sell-thru 9-Feb	MTD Per ISS 16-Feb	MTD Sell-thru 23-Feb	Feb Final Per ISS Sell-thru 2-Mar	Per ISS Sell-thru 9-Mar	Per ISS Sell-thru 16-Mar	Per ISS Sell-thru 23-Mar	Per ISS Sell-thru 30-Mar	Per ISS Sell-thru 6-Apr	Per ISS Sell-thru 13-Apr	Per ISS Sell-thru 20-Apr	Per ISS Sell-thru 27-Apr	Per ISS Sell-thru 4-May	Per ISS Sell-thru 11-May	Per ISS Sell-thru 18-May	Per ISS Sell-thru 25-May	Per ISS Sell-thru 1-Jun	Per ISS Sell-thru 8-Jun	Per ISS Sell-thru 15-Jun	Per ISS Sell-thru 22-Jun
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	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	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	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	0	0	0	0	0	0	0	0
25,536	32,576	56,461	4,783	11,032	17,197	27,216	4,898	12,386	17,583	24,023	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
25,535	32,576	56,461	4,783	11,032	17,197	27,216	4,898	12,386	17,583	24,023	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
13,563	14,717	27,253	3,867	11,237	16,018	21,042	8,810	13,299	19,285	27,942	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
32,975	36,912	66,632	6,060	11,772	17,718	24,915	8,034	13,432	19,714	27,173	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
72,073	84,206	189,346	13,880	34,541	86,833	74,073	17,742	39,117	56,872	79,138	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
72,073	84,206	189,346	13,880	34,541	86,833	74,073	17,742	39,117	56,872	79,138	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0

0%
-13%
-10%
-10%

Bob Herron   11/7/2005   3:47 PM

MS-CC-Sun 000001394994
CONFIDENTIAL

Per ISS Sell-thru 26-Jun to date	Total Sell-thru to date	Per ISS Inventory June	Per ISS Inventory Jul	Per ISS Inventory Aug	Per ISS Inventory Sep	Per ISS Inventory 27-Oct	Per ISS Inventory 3-Nov	Per ISS Inventory 10-Nov	Per ISS Inventory 17-Nov	Per ISS Inventory 24-Nov	Per ISS Inventory 1-Dec	Per ISS Inventory 7-Dec	Per ISS Inventory 15-Dec	Per ISS Inventory 22-Dec	Per ISS Inventory 29-Dec	Per ISS Inventory 4-Jan	Per ISS Inventory 12-Jan	Per ISS Inventory 19-Jan	Per ISS Inventory 26-Jan	Per ISS Inventory 3-Feb	Per ISS Inventory 9-Feb	Per ISS Inventory 16-Feb	Per ISS Inventory 23-Feb	Per ISS Inventory 2-Mar
0		23,556	7,880	8,862	10,196	7,105	6,022	5,479	4,704	4,276	4,183	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	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	0	0	0	0	0	0	0	0	0	0	0
0	0	23,556	7,880	8,862	10,196	7,105	6,022	5,479	4,704	4,276	4,183	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	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	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	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	0	0	0	0	0	0	0	0	0	0
0		18,543	20,437	20,574	20,705	9,421	5,351	4,129	3,570	2,489	2,434	0	0	0	0	0	0	0	0	0	0	0	0	0
0		2,324	2,468	2,129	2,246	1,388	1,262	1,313	1,249	1,158	1,006	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	0	0	0	0	0	0	0	0	0	0	0	0
0	0	18,867	22,905	22,703	22,951	10,809	6,613	5,442	4,819	3,647	3,443	0	0	0	0	0	0	0	0	0	0	0	0	0
0	0	42,422	30,795	32,554	33,149	17,914	12,835	10,921	9,523	7,925	7,626	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	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	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	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	0	0	0	0	0	0	0	0	0	0	0	0	0
0	0	42,422	30,795	33,554	33,149	17,914	12,835	10,921	9,523	7,925	7,626	0	0	0	0	0	0	0	0	0	0	0	0	0
0	130,628	0	0	0	0	0	0	0	8,251	7,353	10,528	8,841	10,954	10,961	13,905	18,245	23,746	36,428	41,448	37,347	34,903	31,173	25,888	22,089
0	130,628	0	0	0	0	0	0	0	8,251	7,353	10,526	8,841	10,959	10,961	13,905	18,245	23,746	36,428	41,448	37,347	34,903	31,173	25,888	22,089
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
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
0	97,840	0	0	0	0	0	0	0	4,678	10,348	20,520	26,166	27,638	30,857	30,954	25,205	27,109	28,546	29,028	25,789	19,214	16,093	11,343	9,366
0	97,840	0	0	0	0	0	0	0	4,678	10,348	20,520	26,166	27,638	30,857	30,954	25,205	27,109	28,546	29,028	25,789	19,214	16,093	11,343	9,366
0	146,341	0	0	0	0	0	0	0	6,837	4,818	15,113	18,413	18,440	18,924	17,186	33,149	45,480	62,521	61,800	56,549	52,192	46,026	40,918	38,760
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
0	145,341	0	0	0	0	0	0	0	6,837	4,818	15,113	18,413	18,440	18,924	17,186	33,149	45,480	62,521	61,800	56,549	52,192	46,026	40,918	38,760
0	374,807	0	0	0	0	0	0	0	19,964	22,820	46,184	85,429	56,936	56,742	62,824	76,600	96,491	128,496	132,074	119,686	106,369	93,881	78,129	69,207
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
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
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
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
0	374,807	0	0	0	0	0	0	0	19,964	22,820	46,184	85,429	56,936	56,742	62,824	76,600	96,491	128,496	132,074	119,686	106,369	93,881	78,129	69,207

Per ISS Inventory 9-Mar	Per ISS Inventory 16-Mar	Per ISS Inventory 23-Mar	Per ISS Inventory 30-Mar	Per ISS Inventory 6-Apr	Per ISS Inventory 13-Apr	Per ISS Inventory 20-Apr	Per ISS Inventory 27-Apr	Per ISS Inventory 4-May	Per ISS Inventory 11-May	Per ISS Inventory 18-May		3 mo avg Sellthru Jun-93	3 mo avg Sellthru Jul-93	3 mo avg Sellthru Aug-93	3 mo avg Sellthru Sep-93	3 mo avg Sellthru 27-Oct	3 mo avg Sellthru 3-Nov	Average Sellthru 10-Nov	Average Sellthru 17-Nov	Avg Sellthru 24-Nov	Avg Sellthru 1-Dec	Avg Sellthru 7-Dec	Avg Sellthru 14-Dec	Avg Sellthru 22-Dec	Avg Sellthru 29-Dec	Avg Sellthru 4-Jan
0	0	0	0	0	0	0	0	0	0	0		11,361	9,243	8,844	7,186	6,507	6,072	4,769	4,584	4,245	4,202	971	536	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	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	0	0	0	0	0
0	0	0	0	0	0	0	0	0	0	0		11,361	9,243	8,844	7,186	6,507	6,072	4,769	4,584	4,245	4,202	971	536	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	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	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	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	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0	0	0	0		21,317	20,961	20,366	22,054	17,525	16,117	15,410	15,191	3,946	2,161	0	0	0		
0	0	0	0	0	0	0	0	0	0	0		1,428	1,384	1,063	1,150	626	748	698	604	281	159	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	0	0		
0	0	0	0	0	0	0	0	0	0	0		22,745	22,344	21,429	23,204	18,351	16,865	16,108	15,895	4,227	2,319	0	0	0		
0	0	0	0	0	0	0	0	0	0	0		31,589	29,530	27,938	30,176	23,149	21,429	20,354	20,080	5,198	2,856	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	0	0	0	0
0	0	0	0	0	0	0	0	0	0	0		3	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		0	0	3	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	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	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		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	0		31,589	29,530	27,938	30,176	23,149	21,429	20,354	20,080	5,198	2,856	0	0	0		
0	0	0	0	0	0	0	0	0	0	0		0	0	0	0	0	7,270	6,092	7,709	9,264	11,519	6,512	6,144	11,202		
0	0	0	0	0	0	0	0	0	0	0		0	0	0	0	0	7,270	6,092	7,709	9,264	11,519	6,512	6,144	11,202		
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	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	0	0	0	0	0	0	0	0	0		0	0	0	0	0	7,251	6,994	6,901	6,185	6,217	4,521	3,879	5,461		
0	0	0	0	0	0	0	0	0	0	0		0	0	0	0	0	7,251	6,994	6,901	6,185	6,217	4,521	3,879	5,461		
0	0	0	0	0	0	0	0	0	0	0		0	0	0	0	0	7,283	6,248	6,674	11,569	13,367	10,992	6,229	13,388		
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	0	0	0	0	0	0	0	0	0	0		0	0	0	0	0	7,283	6,248	6,674	11,569	13,367	10,992	6,229	13,388		
0	0	0	0	0	0	0	0	0	0	0		0	0	0	0	0	21,804	19,333	22,453	26,977	31,023	26,624	11,861	30,069		
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	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	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	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	0	0	0	0	0	0	0		0	0	0	0	0	21,804	19,333	22,453	26,977	31,023	26,624	11,861	30,069		

	5,011		2,748
	3,837		5,771
	17,717		13,280
	26,565		19,800

Avg Sellthru 13-Jan	Avg Sellthru 19-Jan	Avg Sellthru 26-Jan	Avg Sellthru 2-Feb	Avg Sellthru 9-Feb	Avg Sellthru 16-Feb	Avg Sellthru 23-Feb	Avg Sellthru 3-Mar		Months Supply Jun-93	Months Supply Jul-93	Months Supply Aug-93	Months Supply Sep-93	Months Supply Oct-93
0	0	0	0	0	0	0	0		2.04	0.66	1.11	1.42	1.09
0	0	0	0	0	0	0	0		0.00	0.00	0.00	0.00	0.00
0	0	0	0	0	0	0	0		0.00	0.00	0.00	0.00	0.00
0	0	0	0	0	0	0	0		2.04	0.66	1.11	1.42	1.09
0	0	0	0	0	0	0	0		0.00	0.00	0.00	0.00	0.00
0	0	0	0	0	0	0	0		0.00	0.00	0.00	0.00	0.00
0	0	0	0	0	0	0	0		0.00	0.00	0.00	0.00	0.00
0	0	0	0	0	0	0	0		0.00	0.00	0.00	0.00	0.00
0	0	0	0	0	0	0	0		0.00	0.00	0.87	0.89	0.46
0	0	0	0	0	0	0	0		0.00	0.00	1.49	1.85	1.31
0	0	0	0	0	0	0	0		0.00	0.00	0.00	0.00	0.00
0	0	0	0	0	0	0	0		0.00	0.00	1.20	1.35	0.50
0	0	0	0	0	0	0	0		0.00	0.00	1.03	1.12	0.64
0	0	0	0	0	0	0	0		0.00	0.00	0.00	0.00	0.00
0	0	0	0	0	0	0	0		0.00	0.00	0.00	0.00	0.00
0	0	0	0	0	0	0	0		0.00	0.00	0.00	0.00	0.00
0	0	0	0	0	0	0	0		0.00	0.00	0.00	0.00	0.00
0	0	0	0	0	0	0	0		0.00	0.00	0.00	0.00	0.00
0	0	0	0	0	0	0	0		0.00	0.00	0.00	0.00	0.00
0	0	0	0	0	0	0	0		0.00	0.00	0.00	0.00	0.00
0	0	0	0	0	0	0	0		0.00	0.00	0.00	0.00	0.00
0	0	0	0	0	0	0	0		0.00	0.00	1.03	1.12	0.64
4,763	6,426	6,604	6,713	6,440	6,377	7,773	7,696		0.00	0.00	0.00	0.00	0.00
4,763	6,426	6,604	6,713	6,440	6,377	7,773	7,696		0.00	0.00	0.00	0.00	0.00
0	0	0	0	0	0	0	0		0.00	0.00	0.00	0.00	0.00
0	0	0	0	0	0	0	0		0.00	0.00	0.00	0.00	0.00
0	0	0	0	0	0	0	0		0.00	0.00	0.00	0.00	0.00
0	0	0	0	0	0	0	0		0.00	0.00	0.00	0.00	0.00
3,857	6,167	6,052	6,042	6,097	6,123	5,675	5,755		0.00	0.00	0.00	0.00	0.00
3,857	6,167	6,052	6,042	6,097	6,123	5,675	5,755		0.00	0.00	0.00	0.00	0.00
5,090	10,226	9,899	9,684	9,404	9,271	8,918	8,549		0.00	0.00	0.00	0.00	0.00
0	0	0	0	0	0	0	0		0.00	0.00	0.00	0.00	0.00
5,090	10,226	9,899	9,684	9,404	9,271	8,918	8,549		0.00	0.00	0.00	0.00	0.00
13,680	26,210	26,626	24,418	23,941	23,770	21,966	22,000		0.00	0.00	0.00	0.00	0.00
0	0	0	0	0	0	0	0		0.00	0.00	0.00	0.00	0.00
0	0	0	0	0	0	0	0		0.00	0.00	0.00	0.00	0.00
0	0	0	0	0	0	0	0		0.00	0.00	0.00	0.00	0.00
0	0	0	0	0	0	0	0		0.00	0.00	0.00	0.00	0.00
0	0	0	0	0	0	0	0		0.00	0.00	0.00	0.00	0.00
0	0	0	0	0	0	0	0		0.00	0.00	0.00	0.00	0.00
									0.00	0.00	0.00	0.00	0.00
13,680	26,001	31,167	28,778	26,716	26,934	22,375	22,000		0.00	0.00	0.00	0.00	0.00
0	0	0	0	0	0	0	0		0.00	0.00	0.00	0.00	0.00
0	0	0	0	0	0	0	0		0.00	0.00	0.00	0.00	0.00
0	0	0	0	0	0	0	0		0.00	0.00	0.00	0.00	0.00
0	0	0	0	0	0	0	0		0.00	0.00	0.00	0.00	0.00
0	0	0	0	0	0	0	0		0.00	0.00	0.00	0.00	0.00
0	0	0	0	0	0	0	0		0.00	0.00	0.00	0.00	0.00
0	0	0	0	0	0	0	0		0.00	0.00	0.00	0.00	0.00
0	0	0	0	0	0	0	0		0.00	0.00	0.00	0.00	0.00
0	0	0	0	0	0	0	0		0.00	0.00	0.00	0.00	0.00