

WC (Strategic Plan)	A 2005	A 2006	A 2007	F 2008	P 2009	P 2010	P 2011	P 2012
<b>Inventory Total</b>	<b>5,054,603</b>	<b>7,117,488</b>	<b>9,010,685</b>	<b>10,333,306</b>	<b>10,745,172</b>	<b>11,831,517</b>	<b>12,793,978</b>	<b>13,656,360</b>
Inventory Product A	1,569,000	2,569,856	3,598,655	5,101,982	4,818,990	5,543,016	6,261,943	6,628,051
Inventory in Days Product A	13	17	18	24	20	21	22	21
Inventory Product B	2,590,000	3,562,000	4,156,000	3,408,737	4,316,670	4,532,693	4,585,068	5,040,890
Inventory in Days Product B	31	37	40	28	35	34	32	34
Inventory Product C	895,603	985,632	1,256,030	1,822,585	1,609,511	1,755,807	1,946,966	1,987,417
Inventory in Days Product C	28	20	20	23	21	21	22	21
<b>Accounts Receivable Total</b>	<b>15,439,813</b>	<b>17,107,982</b>	<b>18,432,888</b>	<b>27,453,662</b>	<b>25,953,662</b>	<b>28,401,182</b>	<b>32,205,921</b>	<b>33,679,392</b>
Accounts Receivable Product A	7,589,030	8,965,703	9,589,600	16,880,455	15,238,168	17,027,395	19,960,427	20,817,441
AR in Days Product A	67	61	50	81	64	65	70	66
Accounts Receivable Product B	5,864,333	5,986,243	6,053,685	6,478,007	7,142,573	7,458,248	7,898,353	8,434,680
AR in Days Product B	71	62	58	54	58	57	56	57
Accounts Receivable Product C	1,986,450	2,156,036	2,789,603	4,095,198	3,572,919	3,915,538	4,347,140	4,427,270
AR in Days Product C	63	44	44	53	47	48	49	48
<b>Accounts Payable Total</b>	<b>4,764,042</b>	<b>4,676,404</b>	<b>4,895,047</b>	<b>9,058,705</b>	<b>7,567,130</b>	<b>8,444,816</b>	<b>9,850,134</b>	<b>9,989,855</b>
Accounts Payable Product A	1,598,647	1,895,603	2,105,692	4,724,578	3,713,837	4,317,580	5,213,224	5,269,746
AP in Days Product A	23	22	19	40	27	29	32	29
Accounts Payable Product B	2,145,896	1,789,630	1,589,762	2,613,773	2,339,476	2,466,901	2,794,957	2,844,734
AP in Days Product B	40	29	23	33	28	28	30	28
Accounts Payable Product C	859,600	789,605	950,687	1,453,571	1,263,847	1,370,050	1,533,655	1,558,944
AP in Days Product C	40	24	22	27	24	24	25	24
Accounts Payable SGA	159,899	201,566	248,906	266,782	249,969	290,284	308,297	316,429
AP in Days SGA	21	23	26	30	26	28	28	27

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<b>Temporary Assets</b>	<b>158,906</b>	<b>259,706</b>	<b>259,704</b>	<b>178,110</b>	<b>298,786</b>	<b>292,244</b>	<b>297,609</b>	<b>346,748</b>
<b>Temporary Liabilities</b>	<b>204,895</b>	<b>359,060</b>	<b>402,569</b>	<b>297,531</b>	<b>449,141</b>	<b>456,297</b>	<b>466,065</b>	<b>534,559</b>
Operating WC	15,684,385	19,449,712	22,405,661	28,608,842	28,981,349	31,623,830	34,981,309	37,158,087
Operating WC in Days (Sales driven)	69	67	62	70	66	67	68	67
Operating WC in Days	150	144	141	134	140	138	137	138