

THURSDAY	This Week		Last Week		Last Year		Budget		Forecast		Period Total		Period Forecast							
	Week	± copies	var%	Week	± copies	var%	Year	± copies	var%	Year	± copies	var%	Total	± copies	var%					
Casual Sales	115,545	-804	-0.7%	116,349	-804	-0.7%	120,384	-4,839	-4.0%	115,600	-55	-0.0%	114,328	1,217	1.1%	356,378	358,315	-1,937	-0.5%	
Subscriptions	131,493	129,879	1,614	1.2%	121,697	9,796	8.0%	126,404	5,088	4.0%	127,343	4,149	3.3%	127,343	4,149	3.3%	351,661	341,339	10,323	3.0%
- Home Delivery	84,295	84,034	261	0.3%	80,807	3,488	4.3%	79,504	4,791	6.0%	80,443	3,852	4.8%	80,443	3,852	4.8%	250,322	241,439	8,883	3.7%
- School Delivery	39,057	38,608	449	1.2%	32,884	6,173	18.8%	37,400	1,657	4.4%	38,900	157	0.4%	38,900	157	0.4%	77,941	77,800	141	0.2%
- Tertiary Pick-up	8,141	7,237	904	12.5%	8,006	135	1.7%	9,500	-1,359	-14.3%	8,000	141	1.8%	8,000	141	1.8%	23,398	22,100	1,298	5.9%
Airlines	1,033	1,038	-6	-0.6%	956	77	8.0%	1,350	-317	-23.5%	1,000	33	3.3%	1,000	33	3.3%	3,120	3,225	-105	-3.3%
Accommodation	2,699	2,641	58	2.2%	2,881	-182	-6.3%	2,700	-1	-0.0%	2,657	42	1.6%	2,657	42	1.6%	7,711	7,970	-259	-3.3%
Education	0	180	-180	-100.0%	1,391	-1,391	-100.0%	0	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!	180	0	180	#DIV/0!
Events	1,330	1,330	0	0.0%	999	331	33.1%	1,600	-270	-16.9%	1,600	-270	-16.9%	1,600	-270	-16.9%	4,700	4,800	-100	-2.1%
Other	448	430	18	4.1%	441	7	1.5%	450	-2	-0.5%	450	-2	-0.5%	450	-2	-0.5%	1,319	1,400	-81	-5.8%
<b>Net Paid Sales</b>	<b>252,099</b>	<b>251,417</b>	<b>682</b>	<b>0.3%</b>	<b>248,308</b>	<b>3,791</b>	<b>1.5%</b>	<b>247,654</b>	<b>4,445</b>	<b>1.8%</b>	<b>246,929</b>	<b>5,171</b>	<b>2.1%</b>	<b>246,929</b>	<b>5,171</b>	<b>2.1%</b>	<b>723,750</b>	<b>715,649</b>	<b>8,102</b>	<b>1.1%</b>

FRIDAY	This Week		Last Week		Last Year		Budget		Forecast		Period Total		Period Forecast							
	Week	± copies	var%	Week	± copies	var%	Year	± copies	var%	Year	± copies	var%	Total	± copies	var%					
Casual Sales	60,190	61,745	-1,555	-2.5%	61,799	-1,609	-2.6%	59,800	390	0.7%	58,305	1,885	3.2%	188,589	190,515	-1,926	-1.0%			
Subscriptions	145,165	143,895	1,270	0.9%	135,519	9,646	7.1%	139,547	5,618	4.0%	140,730	4,435	3.2%	392,911	381,228	11,682	3.1%			
- Home Delivery	99,464	99,284	180	0.2%	96,239	3,225	3.4%	94,147	5,317	5.6%	94,830	4,634	4.9%	295,942	284,328	11,614	4.1%			
- School Delivery	39,102	38,608	494	1.3%	32,884	6,218	18.9%	37,400	1,702	4.6%	38,900	202	0.5%	77,986	77,800	186	0.2%			
- Tertiary Pick-up	6,599	6,003	596	9.9%	6,396	203	3.2%	8,000	-1,401	-17.5%	7,000	-401	-5.7%	18,983	19,100	-117	-0.6%			
Airlines	931	970	-39	-4.1%	904	27	3.0%	1,275	-344	-27.0%	925	6	0.6%	2,803	3,025	-222	-7.3%			
Accommodation	2,653	2,620	33	1.3%	2,857	-204	-7.1%	2,700	-47	-1.7%	2,749	-96	-3.5%	7,870	8,246	-376	-4.6%			
Education	0	180	-180	-100.0%	1,391	-1,391	-100.0%	0	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!	180	0	180	#DIV/0!
Events	1,300	1,750	-450	-25.7%	1,068	232	21.7%	1,600	-300	-18.8%	1,600	-300	-18.8%	5,060	4,800	260	5.4%			
Other	341	355	-14	-3.9%	329	12	3.7%	325	16	5.0%	325	16	5.0%	1,035	1,000	35	3.5%			
<b>Net Paid Sales</b>	<b>210,239</b>	<b>211,161</b>	<b>-922</b>	<b>-0.4%</b>	<b>203,538</b>	<b>6,701</b>	<b>3.3%</b>	<b>204,922</b>	<b>5,317</b>	<b>2.6%</b>	<b>204,309</b>	<b>5,930</b>	<b>2.9%</b>	<b>597,413</b>	<b>587,814</b>	<b>9,599</b>	<b>1.6%</b>			

WEEKDAY (AVE)	This Week		Last Week		Last Year		Budget		Forecast		Period Total		Period Forecast				
	Week	± copies	var%	Week	± copies	var%	Year	± copies	var%	Year	± copies	var%	Total	± copies	var%		
Casual Sales	72,728	72,813	-85	-0.1%	74,532	-1,804	-2.4%	71,490	1,238	1.7%	70,964	1,764	2.5%	224,763	226,978	-2,214	-1.0%
Subscriptions	135,814	134,676	1,139	0.8%	126,969	8,846	7.0%	131,062	4,753	3.6%	132,333	3,481	2.6%	365,816	356,100	9,716	2.7%
- Home Delivery	90,161	89,864	297	0.3%	86,718	3,443	4.0%	85,362	4,799	5.6%	85,993	4,168	4.8%	267,751	257,980	9,771	3.8%
- School Delivery	38,608	38,219	389	1.0%	32,883	5,725	17.4%	37,400	1,208	3.2%	38,900	-292	-0.7%	77,163	77,800	-637	-0.8%
- Tertiary Pick-up	7,045	6,592	453	6.9%	7,367	-322	-4.4%	8,300	-1,255	-15.1%	7,440	-395	-5.3%	20,902	20,320	582	2.9%
Airlines	1,002	1,008	-7	-0.7%	1,014	-12	-1.2%	1,370	-368	-26.9%	1,020	-18	-1.8%	2,971	3,120	-149	-4.8%
Accommodation	2,536	2,419	117	4.8%	2,731	-194	-7.1%	2,600	-64	-2.4%	2,636	-100	-3.8%	7,227	7,908	-680	-8.6%
Education	1,640	180	1,460	81.1%	2,057	-417	-20.3%	840	800	95.2%	840	800	95.2%	1,820	840	980	116.7%
Events	1,706	1,576	130	8.2%	1,836	-130	-7.1%	1,600	106	6.6%	1,600	106	6.6%	5,243	4,800	443	9.2%
Other	344	345	-1	-0.2%	336	8	2.3%	350	-6	-1.7%	350	-6	-1.7%	1,034	1,070	-36	-3.3%
<b>Net Paid Sales</b>	<b>215,426</b>	<b>212,672</b>	<b>2,754</b>	<b>1.3%</b>	<b>209,138</b>	<b>6,288</b>	<b>3.0%</b>	<b>208,962</b>	<b>6,464</b>	<b>3.1%</b>	<b>209,393</b>	<b>6,033</b>	<b>2.9%</b>	<b>607,841</b>	<b>599,745</b>	<b>8,096</b>	<b>1.3%</b>

SATURDAY	This Week		Last Week		Year		Last Year		Budget		Forecast		Period Total		Period Forecast		
	Week	±	Week	±	Year	±	Year	±	var%	±	var%	±	var%	Total	±	var%	
Casual Sales	152,637	151,326	1,311	0.9%	168,784	-16,147	-9.6%	168,300	-15,663	-9.3%	178,505	-25,868	-14.5%	460,683	495,102	-34,419	-7.0%
Subscriptions	132,923	132,778	145	0.1%	126,009	6,914	5.5%	126,258	6,665	5.3%	134,393	-1,470	-1.1%	395,882	399,255	-3,373	-0.8%
- Home Delivery	131,903	131,768	135	0.1%	125,010	6,893	5.5%	125,358	6,545	5.2%	133,493	-1,590	-1.2%	393,711	397,455	-3,744	-0.9%
- School Delivery	1,020	1,010	10	1.0%	999	21	2.1%	900	120	13.3%	900	0	0.0%	2,171	1,800	371	20.6%
- Tertiary Pick-up	0	0	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!	0	0	0	0	0	0	#DIV/0!
Airlines	473	474	-1	-0.2%	540	-67	-12.4%	1,050	-577	-55.0%	550	-77	-14.0%	1,421	1,650	-229	-13.9%
Accommodation	2,551	2,452	99	4.0%	2,722	-171	-6.3%	2,600	-49	-1.9%	2,954	-403	-13.6%	7,400	8,861	-1,461	-16.5%
Education	0	0	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!	0	0	0	0	0	0	#DIV/0!
Events	2,500	8,700	-6,200	-71.3%	3,064	-564	-18.4%	2,700	-200	-7.4%	2,700	-200	-7.4%	12,655	8,100	4,555	56.2%
Other	716	670	46	6.8%	624	92	14.7%	625	91	14.5%	625	91	14.5%	2,059	1,800	259	14.4%
Net Paid Sales	291,084	295,730	-4,646	-1.6%	301,119	-10,035	-3.3%	300,908	-9,824	-3.3%	319,101	-28,017	-8.8%	878,041	912,968	-34,927	-3.8%

SUNDAY	This Week		Last Week		Year		Last Year		Budget		Forecast		Period Total		Period Forecast		
	Week	±	Week	±	Year	±	Year	±	var%	±	var%	±	var%	Total	±	var%	
Casual Sales	87,451	88,504	-1,052	-1.2%	95,964	-8,513	-8.9%	93,950	-6,499	-6.9%	90,024	-2,572	-2.9%	266,449	262,957	3,492	1.3%
Subscriptions	132,798	132,611	187	0.1%	112,064	20,734	18.5%	126,238	6,560	5.2%	134,257	-1,459	-1.1%	395,840	398,850	-3,010	-0.8%
- Home Delivery	131,878	131,701	177	0.1%	111,064	20,814	18.7%	125,338	6,540	5.2%	133,357	-1,479	-1.1%	394,001	397,050	-3,049	-0.8%
- School Delivery	920	910	10	1.1%	1,000	-80	-8.0%	900	20	2.2%	900	20	2.2%	1,839	1,800	39	2.2%
- Tertiary Pick-up	0	0	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!	0	0	0	0	0	0	#DIV/0!
Airlines	859	859	0	0.0%	900	-41	-4.6%	1,400	-541	-38.7%	900	-41	-4.6%	2,627	2,700	-73	-2.7%
Accommodation	2,834	2,843	-9	-0.3%	3,242	-408	-12.6%	2,900	-66	-2.3%	3,222	-388	-12.0%	8,612	9,666	-1,054	-10.9%
Education	0	0	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!	0	0	0	0	0	0	#DIV/0!
Events	1,610	1,950	-340	-17.4%	400	1,210	302.5%	2,000	-390	-19.5%	2,000	-390	-19.5%	5,060	6,000	-940	-15.7%
Other	448	434	14	3.3%	515	-67	-13.0%	475	-27	-5.6%	475	-27	-5.6%	1,312	1,400	-88	-6.3%
Net Paid Sales	225,552	226,766	-1,214	-0.5%	216,829	8,723	4.0%	226,488	-936	-0.4%	230,402	-4,851	-2.1%	678,588	680,172	-1,584	-0.2%

TOTAL WEEK	This Week		Last Week		Year		Last Year		Budget		Forecast		Period Total		Period Forecast		
	Week	±	Week	±	Year	±	Year	±	var%	±	var%	±	var%	Total	±	var%	
Casual Sales	603,727	603,895	-168	-0.0%	637,408	-33,681	-5.3%	619,700	-15,973	-2.6%	623,348	-19,621	-3.1%	1,850,949	1,892,947	-41,999	-2.2%
Subscriptions	944,793	938,767	6,027	0.6%	872,917	71,876	8.2%	907,804	36,989	4.1%	930,316	14,477	1.6%	2,620,803	2,578,603	42,199	1.6%
- Home Delivery	714,586	712,790	1,796	0.3%	669,665	44,921	6.7%	677,504	37,082	5.5%	696,816	17,770	2.6%	2,126,465	2,084,403	42,062	2.0%
- School Delivery	194,982	193,015	1,967	1.0%	166,415	28,567	17.2%	188,800	6,182	3.3%	196,300	-1,318	-0.7%	389,827	392,600	-2,773	-0.7%
- Tertiary Pick-up	35,225	32,962	2,264	6.9%	36,837	-1,612	-4.4%	41,500	-6,275	-15.1%	37,200	-1,975	-5.3%	104,511	101,600	2,911	2.9%
Airlines	6,339	6,375	-35	-0.6%	6,508	-169	-2.6%	9,300	-2,961	-31.8%	6,550	-211	-3.2%	18,905	19,950	-1,045	-5.2%
Accommodation	18,067	17,392	675	3.9%	19,617	-1,550	-7.9%	18,500	-433	-2.3%	19,355	-1,288	-6.7%	52,149	58,065	-5,916	-10.2%
Education	8,200	900	7,300	81.1%	14,543	-6,343	-43.6%	4,200	4,000	95.2%	4,200	4,000	95.2%	9,100	4,200	4,900	116.7%
Events	12,640	18,530	-5,890	-31.8%	12,644	-4	-0.0%	12,700	-60	-0.5%	12,700	-60	-0.5%	43,928	38,100	5,828	15.3%
Other	2,885	2,828	57	2.0%	2,821	64	2.3%	2,850	35	1.2%	2,850	35	1.2%	8,544	8,550	-6	-0.1%
Net Paid Sales	1,593,766	1,585,858	7,908	0.5%	1,563,637	30,129	1.9%	1,572,204	21,562	1.4%	1,596,469	-2,703	-0.2%	4,595,833	4,591,866	3,967	0.1%



**Commentary**

Weekday sales week-on-week were up by 2,800 copies (ave) driven by the School based Water Series class set (8,200 copies). Tertiary pick-ups by 450 copies and home base subscriptions up by 300 copies. Casual sales were steady with Wednesday an exception up 3,900 copies being a combination of the Ben Cousins drug charge and a slight correction from the previous week. Total sales of The Age on Saturday declined 4,600 copies with Events being down 6,200 copies on the previous Saturdays Caulfield Guineas and Property Expo. Casual sales bounced back 1,300 copies compared to the lateness of the previous Saturday. The Sunday Age total sales fell by 1,200 copies with casual sales being down by 1,000 copies. Home based subscriptions were up on Saturday and Sunday by 130 and 170 copies respectively.

In the same week LAST YEAR: Weekday sales week-on-week were up by 2,600 copies (ave) - with casual sales down by 480 copies and subscriptions up by 640 copies. Education sales were up by 2,000 due to class-sets of All About Democracy (3,300 copies on Monday) and 1,300 copies each day for the Super Quiz (Monday to Friday). Total sales of The Age on Saturday declined 2,600 copies with casual sales up 3,100 copies associated with the 52 Weekends edition of GW, subscriptions up 850 copies; but event sales down 6,600 copies against sales achieved at The Age Caulfield Guineas in the previous week. The Sunday Age total sales rose by 3,600 copies with casual sales being up by 511 copies; subscriptions up 1,500 and education sales relating to the Premiers Reading challenge of 4,200 copies; events on Sunday were down 2,800 against the previous week's Telstra Dome Soccer and Property Expo.

**News, Features & Promotions**

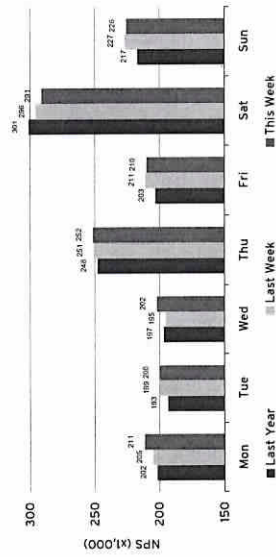
- > Election 2007 Day 1 Verdict (Mon)
- > 8 Page Election Guide (Mon)
- > Water Series and Crisis Poster (Mon)
- > Team Howard Tax splurge (Tue)
- > Billionaire guilty (Wed)
- > Ben Cousins Drug Charge (Wed)
- > PM, Rudd warned on spending (Thu)
- > Howard closing gap on Rudd (Fri)
- > Free 40 page form guide (Fri)
- > Rudd pitches tax rebate on education (Sat)
- > Tennis fix scandal hits home (Sun)

**Net Paid Sales Estimates**

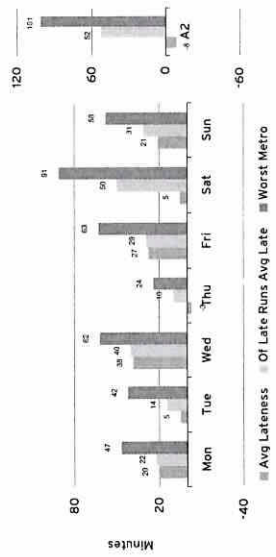
(x1,000)	Mon	Tue	Wed	Thu	Fri	M-F	Sat	Sun
<b>NPS</b>	211	200	202	252	210	215	291	226
- cas	56	65	66	116	60	73	153	87
- sub	143	130	129	131	145	136	133	133
A&A	2.6	2.9	3.1	3.2	3.1	3.0	3.0	3.7
EDU	8.2	0.0	0.0	0.0	0.0	1.6	0.0	0.0
EVT	1.3	1.3	3.3	1.3	1.3	1.7	2.5	1.6
MPS	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
OTH	0.3	0.3	0.3	0.4	0.3	0.3	0.7	0.4
<b>NPS LW</b>	205	199	195	251	211	212	286	227
V±	6.8	0.3	6.9	0.7	-0.9	2.8	-4.6	-1.2
V%	3.3	0.2	3.5	0.3	-0.4	1.3	-1.6	-0.5
<b>NPS LY</b>	202	193	197	248	203	209	301	217
V±	9.5	6.2	5.5	3.7	6.7	6.3	+10.0	8.7
V%	4.7	3.2	2.8	1.5	3.3	3.0	-3.3	4.0

**NPS 13wk Ave**

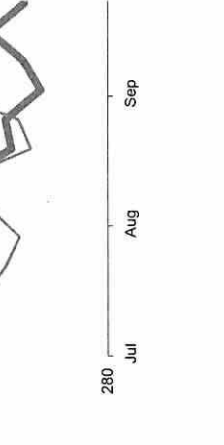
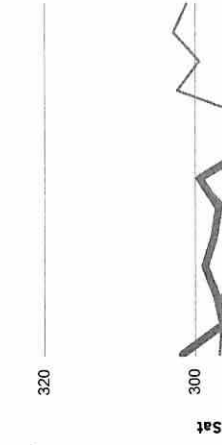
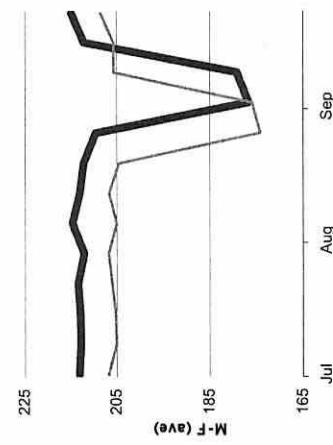
TY	201	194	192	245	205	207	295	228
LY	193	188	187	242	197	201	297	209
V±	8.1	6.1	5.2	3.1	8.4	6.2	-1.3	18.6
V%	4.2	3.2	2.8	1.3	4.3	3.1	-0.4	8.9



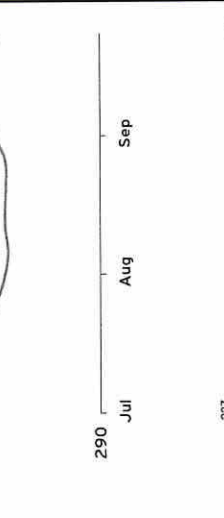
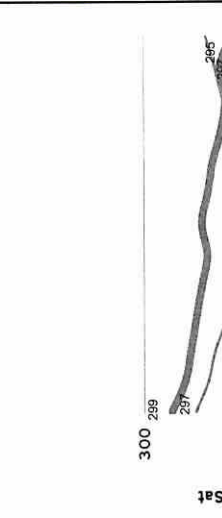
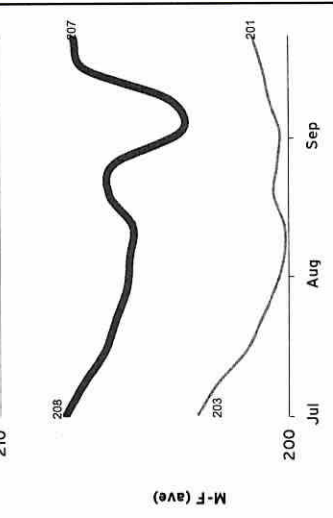
**Production/Distribution Lateness**



**13 Week Net Paid Sales**



**13 Week NPS Rolling Average**



# Newspaper Sales: Performance Report

MONDAY	This Week		Last Week		Last Year		Budget		Forecast		Period Total		Period Forecast				
	Week	± copies	var%	Year	± copies	var%	± copies	var%	± copies	var%	Total	± copies	var%	Total	± copies	var%	
Casual Sales	56,251	-1,439	-2.5%	56,938	-687	-1.2%	55,600	651	56,045	206	178,837	179,222	-385	-0.2%	179,222	-385	-0.2%
Subscriptions	142,986	872	0.6%	136,450	6,536	4.8%	139,547	3,438	140,545	2,441	389,452	380,572	8,880	2.3%	380,572	8,880	2.3%
- Home Delivery	99,393	465	0.5%	96,106	3,287	3.4%	94,147	5,246	94,745	4,648	294,984	284,072	10,912	3.8%	284,072	10,912	3.8%
- School Delivery	36,999	189	0.5%	32,882	4,017	12.2%	37,400	-501	38,900	-2,001	73,913	77,800	-3,887	-5.0%	77,800	-3,887	-5.0%
- Tertiary Pick-up	6,694	218	3.4%	7,462	-768	-10.3%	8,000	-1,306	6,900	-206	20,555	18,700	1,855	9.9%	18,700	1,855	9.9%
Airlines	991	985	0.6%	1,035	-44	-4.2%	1,375	-384	1,025	-34	2,877	3,075	-198	-6.5%	3,075	-198	-6.5%
Accommodation	2,237	1,983	12.8%	2,324	-87	-3.7%	2,300	-63	2,420	-183	6,343	7,259	-916	-12.6%	7,259	-916	-12.6%
Education	8,200	180	4455.6%	4,720	3,480	73.7%	4,200	4,000	4,200	4,000	8,380	4,200	4,180	99.5%	4,200	4,180	99.5%
Events	1,300	2,200	-900	990	310	31.3%	1,600	-300	1,600	-300	5,560	4,800	760	15.8%	4,800	760	15.8%
Other	315	327	-12	319	-4	-1.2%	350	-35	350	-35	971	1,075	-104	-9.7%	1,075	-104	-9.7%
Net Paid Sales	211,965	205,153	6,812	202,457	9,508	4.7%	204,622	7,343	205,834	6,131	591,449	579,128	12,321	2.1%	579,128	12,321	2.1%

TUESDAY	This Week		Last Week		Last Year		Budget		Forecast		Period Total		Period Forecast				
	Week	± copies	var%	Year	± copies	var%	± copies	var%	± copies	var%	Total	± copies	var%	Total	± copies	var%	
Casual Sales	65,423	-488	-0.7%	67,342	-1,919	-2.8%	63,900	1,523	64,092	1,332	202,514	205,063	-2,550	-1.2%	205,063	-2,550	-1.2%
Subscriptions	129,960	786	0.6%	120,534	9,426	7.8%	124,904	5,056	126,702	3,258	348,144	339,014	9,130	2.7%	339,014	9,130	2.7%
- Home Delivery	83,914	303	0.4%	80,261	3,653	4.6%	79,504	4,410	80,102	3,812	248,977	240,414	8,563	3.6%	240,414	8,563	3.6%
- School Delivery	38,924	38,559	0.9%	32,882	6,042	18.4%	37,400	1,524	38,900	24	77,895	77,800	95	0.1%	77,800	95	0.1%
- Tertiary Pick-up	7,122	7,004	1.7%	7,391	-269	-3.6%	8,000	-878	7,700	-578	21,272	20,800	472	2.3%	20,800	472	2.3%
Airlines	1,010	1,010	0.0%	1,037	-27	-2.6%	1,375	-365	1,025	-15	3,012	3,125	-113	-3.6%	3,125	-113	-3.6%
Accommodation	2,455	2,269	8.2%	2,656	-201	-7.6%	2,600	-145	2,655	-200	6,759	7,964	-1,205	-15.1%	7,964	-1,205	-15.1%
Education	0	180	-100.0%	1,391	-1,391	-100.0%	0	#DIV/0!	0	#DIV/0!	180	0	180	#DIV/0!	0	#DIV/0!	#DIV/0!
Events	1,300	1,300	0.0%	1,081	219	20.3%	1,600	-300	1,600	-300	4,510	4,800	-290	-6.0%	4,800	-290	-6.0%
Other	312	315	-4	281	31	11.0%	300	-12	300	12	944	900	44	4.9%	900	44	4.9%
Net Paid Sales	200,148	199,845	304	194,041	6,107	3.1%	194,379	5,769	196,073	4,075	565,119	559,966	5,152	0.9%	559,966	5,152	0.9%

WEDNESDAY	This Week		Last Week		Last Year		Budget		Forecast		Period Total		Period Forecast				
	Week	± copies	var%	Year	± copies	var%	± copies	var%	± copies	var%	Total	± copies	var%	Total	± copies	var%	
Casual Sales	66,229	62,369	3,860	66,197	32	0.0%	62,550	3,679	62,050	4,179	197,498	201,773	-4,274	-2.1%	201,773	-4,274	-2.1%
Subscriptions	129,468	128,315	1,153	120,644	8,824	7.3%	124,904	4,564	126,346	3,123	346,913	338,346	8,567	2.5%	338,346	8,567	2.5%
- Home Delivery	83,739	83,464	275	80,178	3,561	4.4%	79,504	4,235	79,846	3,893	248,528	239,646	8,882	3.7%	239,646	8,882	3.7%
- School Delivery	39,060	38,610	450	32,884	6,176	18.8%	37,400	1,660	38,900	160	78,082	77,800	282	0.4%	77,800	282	0.4%
- Tertiary Pick-up	6,669	6,241	428	7,582	-913	-12.0%	8,000	-1,331	7,600	-931	20,303	20,900	-597	-2.9%	20,900	-597	-2.9%
Airlines	1,043	1,038	5	1,136	-93	-8.2%	1,475	-432	1,125	-82	3,045	3,150	-105	-3.3%	3,150	-105	-3.3%
Accommodation	2,638	2,584	54	2,935	-297	-10.1%	2,700	-62	2,700	-62	7,454	8,100	-646	-8.0%	8,100	-646	-8.0%
Education	0	180	-100.0%	1,391	-1,391	-100.0%	0	#DIV/0!	0	#DIV/0!	180	0	180	#DIV/0!	0	#DIV/0!	#DIV/0!
Events	3,300	1,300	2,000	5,042	-1,742	-34.5%	1,600	1,700	1,600	1,700	6,383	4,800	1,583	33.0%	4,800	1,583	33.0%
Other	305	296	8	312	-7	-2.4%	325	-20	325	-20	903	975	-72	-7.4%	975	-72	-7.4%
Net Paid Sales	202,679	195,787	6,892	197,345	5,334	2.7%	193,229	9,449	193,820	8,858	561,473	556,169	5,305	1.0%	556,169	5,305	1.0%

