



Miami Scorecard

Open Orders by Season - OSA130

Sales Org:All	No. of Orders	Confirmed Qty	Company Currency	USD Currency
CFL SPR13 MAY 13 13	33	9,619	CAD146,009	\$143,396
Custom	1,426	1,900,662	\$18,701,630	\$18,719,585
Custom Apparel	41	28,121	\$299,257	\$299,257
MenApFall13-Aug12 13	220	13,310	AUD225,809	\$270,080
MenApFall13-Jul15 13	327	23,329	AUD397,615	\$503,310
MenApFall13-Jun17 13	135	6,730	AUD77,079	\$88,819
MenAppSpr-Jan15 13	33	2,740	HKD37,141	\$33,757
MenAppSum-Apr8 13	244	15,662	£154,799	\$211,056
Not Assigned	1	912	\$11,051	\$11,051
Residual	1	861	HKD89,920	\$11,595
WoApNFLDraft 4-1-13	2	89	\$511	\$511
WoApNFLTrain 6-24-13	3	709	\$4,366	\$4,366
WomAPFleece Aug19 13	16	3,356	\$73,411	\$73,411
WomAp-Mar 25 13	23	9,528	\$121,906	\$121,906
WomAppFall-Jul 15 13	577	109,302	\$1,827,363	\$1,827,363
WomAppFall-Jun 17 13	57	4,774	\$58,555	\$58,555
WomAppSpr-Jan19 13	1,700	138,889	\$1,688,694	\$1,688,252
Grand Total	4,634	2,268,593		\$24,066,268

Open Order by Fiscal Year - OSA100

Sales Org:5th & Ocean	No. of Orders	Confirmed Qty	Company Currency	USD Currency
5th & Ocean Sales	843	1,626,357	\$14,841,462	\$14,841,462
2012	3	720	\$9,198	\$9,198
September 2012	2	690	\$8,593	\$8,593
October 2012	1	30	\$606	\$606
2013	840	1,625,637	\$14,832,264	\$14,832,264
February 2013	50	13,101	\$103,139	\$103,139
March 2013	534	365,415	\$3,219,280	\$3,219,280
April 2013	85	221,966	\$1,915,261	\$1,915,261
May 2013	53	175,199	\$1,369,912	\$1,369,912
June 2013	32	351,164	\$2,743,582	\$2,743,582
July 2013	25	99,164	\$1,045,013	\$1,045,013
August 2013	60	348,901	\$4,015,305	\$4,015,305
September 2013	7	49,431	\$391,419	\$391,419
October 2013	7	1,296	\$29,354	\$29,354
Grand Total	843	1,626,357		\$14,841,462



Miami Scorecard

Open Orders at Risk of Cancel - OSA172

Sales Org:5th & Ocean

	No. of Orders	Confirmed Qty	Company Currency	USD Currency
5th & Ocean Sales	195	56,080	\$540,382	\$540,382
Grand Total	195	56,080		\$540,382

Sales Analysis by Sales Org - SA900

Sales Org:5th & Ocean

Sales Analysis by Sales Org - SA900					Currency: USD	
	----Quantity----		----Company Currency----		----Corporate Currency----	
Sales Org:5th & Ocean	2013	2012	2013	2012	2013	2012
5th & Ocean Sales	1,584,605	0	\$13,934,757	\$0	\$13,934,757	\$0
Apparel Pink	897,139	0	\$8,221,481	\$0	\$8,221,481	\$0
Apparel Women	687,466	0	\$5,713,277	\$0	\$5,713,277	\$0

Shipped and Open by Region - SA170

Sales Org: All

Currency: USD

EMEA

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Shipped	46,500	78,001	4,281	0	0	0	0	0	0	0	0	0	128,782
Open	0	1,214	994	148,348	4,154	5,928	382,716	167,381	16,547	73,702	0	0	800,985
Total	46,500	79,214	5,275	148,348	4,154	5,928	382,716	167,381	16,547	73,702	0	0	929,767
Last Year	181,718	16,790	60,419	93,862	48,055	27,418	433,881	71,718	122,805	149,257	34,268	84,506	1,324,696
Variance	-135,217	62,424	-55,143	54,486	-43,901	-21,490	-51,164	95,663	-106,258	-75,555	-34,268	-84,506	-394,929
Coverage %	26	472	9	158	9	22	88	233	13	49	0	0	70

Emerging Markets

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Shipped	59,173	25,992	615	0	0	0	0	0	0	0	0	0	85,780
Open	632	6	5,723	18,435	300	4,782	22,330	67,840	0	0	0	0	120,047
Total	59,805	25,998	6,338	18,435	300	4,782	22,330	67,840	0	0	0	0	205,827
Last Year	0	3,213	814	0	0	9,504	0	0	5,077	58,663	8,198	10,005	95,475
Variance	59,805	22,785	5,523	18,435	300	-4,722	22,330	67,840	-5,077	-58,663	-8,198	-10,005	110,352
Coverage %	0	809	778	0	0	50	0	0	0	0	0	0	216

North America

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Shipped	4,334,455	10,961,020	1,045,494	0	0	0	0	0	0	0	0	0	16,340,969
Open	1,519	191,062	5,709,553	3,108,680	2,300,186	3,232,596	2,406,253	5,047,748	847,665	162,415	78,434	9,054	23,095,164
Total	4,335,975	11,152,081	6,755,048	3,108,680	2,300,186	3,232,596	2,406,253	5,047,748	847,665	162,415	78,434	9,054	39,436,133
Last Year	18,694	22,318	90,504	38,168	3,472,555	3,652,985	10,836,561	7,713,279	10,255,138	6,096,932	5,713,622	2,477,460	50,388,215
Variance	4,317,281	11,129,763	6,664,544	3,070,512	-1,172,369	-420,389	-8,430,308	-2,665,531	-9,407,473	-5,934,517	-5,635,188	-2,468,406	-10,952,082
Coverage %	23,195	49,969	7,464	8,145	66	88	22	65	8	3	1	0	78



Miami Scorecard

Service Level - SL100

Sales Org: 5th & Ocean

		Jan	Feb	Mar	Apr	May	Total
2	Ordered	187,359	176,246	21,783	1,164	6	386,558
0	Delivered	183,931	170,484	21,296	1,157	6	376,874
1	Ontime	122,520	113,436	12,536	276	6	248,774
3	Late	61,411	57,048	8,760	881	0	128,100
	Ontime %	66.61%	66.54%	58.87%	23.85%	100.00%	66.01%
	Fill Rate %	98.17%	96.73%	97.76%	99.40%	100.00%	97.49%
	Confirmed	184,131	170,740	21,783	1,164	6	377,824
	Delivered	183,931	170,484	21,296	1,157	6	376,874
	Ontime	155,322	147,777	3,783	0	0	306,882
	Late	8,430	14,199	0	0	0	22,629
	Ontime %	95.42%	91.67%	100.00%	100.00%	100.00%	94.00%
	Fill Rate %	99.89%	99.85%	97.76%	99.40%	100.00%	99.75%
	First Pass	170,935	136,110	20,808	1,151	0	329,004
	First Pass %	92.83%	79.72%	95.52%	98.88%	0.00%	87.08%



Miami Scorecard

MRP Exceptions - OPP200

Plants: 5th & Ocean Harrisburg, 5th & Ocean Miami, Blue Label

		Apparel Cust blank	Apparel Fabric	Apparel Labels	Apparel Mens	Apparel NFL PP	Apparel Pink	Apparel Women sDown	Apparel Women sUp	NFL Draft	Other Compo nents	Repl Blank Apparel	Upstairs BCA	Up Fal
5 t h & O c e a n H a r r i s b u r g 2	Batch stock for plant/material & / & free available	0	0	0	353	166	260	639	3,459	0	0	0	0	
	Bring process forward & & &	0	0	0	0	0	60	0	981	0	0	0	0	
	Cancel process	0	0	0	0	0	7	4	29	0	0	0	0	
	Del.proposal: PrOr itm. & & & complete free available.	0	0	0	71	24	24	459	2,752	0	0	0	0	
	Del.proposal: PrOr itm. & & & partial free available.	0	0	0	30	0	34	0	228	0	0	0	0	
	Finish date in the past & & &	0	0	0	67	24	229	463	3,347	0	0	0	0	
	Material & in plant & has been marked for deletion	0	0	0	80	2	3,055	672	1,814	0	0	0	0	
	Newly created order proposal	0	0	0	78	0	191	5	1,266	0	0	0	0	
	Plan process according to schedule	0	0	0	69	0	10	5	147	0	0	0	0	
	Postpone process & & &	0	0	0	114	0	682	0	2,933	0	0	0	0	
	PuRq &: Changed to foreward scheduling.	0	0	0	69	0	10	5	147	0	0	0	0	
	PuRq &: Delivery date is in the past.	0	0	0	0	0	2	4	8	0	0	0	0	
	PuRq &: Release date is in the past.	0	0	0	0	0	2	4	8	0	0	0	0	
	Start date in the past & & &	0	0	0	0	0	3	4	45	0	0	0	0	



SA110 - Corporate Scorecard

Same ~~in~~ SA115

Currency: USD

Fiscal Period: 3

Period Ending: 03/31/2013

Month-To-Date					Year-To-Date			
CURRENT PERIOD	This Year	Last Year	Budget	Projected	This Year	Last Year	Budget	Projected
NEW ERA	\$5,512,955	\$75,697,050	\$74,294,725	\$46,481,320	\$99,635,305	\$154,951,765	\$186,545,529	\$140,603,670
REGIONAL								
NORTH AMERICA	\$4,392,615	\$61,963,922	\$60,999,093	\$34,078,132	\$78,078,214	\$127,569,739	\$153,349,403	\$107,763,731
EMEA	\$639,428	\$6,574,288	\$6,190,189	\$6,434,230	\$11,396,835	\$13,949,956	\$16,815,932	\$17,191,638
EMERGING MARKETS	\$277,734	\$4,229,374	\$3,737,234	\$3,885,164	\$6,762,821	\$6,889,143	\$8,941,229	\$10,370,252
JAPAN	\$203,179	\$2,929,466	\$3,368,209	\$2,083,794	\$3,397,435	\$6,542,927	\$7,438,966	\$5,278,050
PRODUCT CATEGORY								
HEADWEAR	\$4,052,259	\$64,948,510	\$65,707,694	\$38,138,405	\$80,941,617	\$126,510,803	\$154,772,540	\$115,027,763
LIFESTYLE	\$2,025,889	\$29,996,240	\$34,736,441	\$18,569,747	\$32,027,992	\$56,589,349	\$69,627,768	\$48,571,851
ON FIELD	\$857,437	\$17,689,223	\$16,966,535	\$6,898,068	\$23,581,934	\$32,199,189	\$49,344,469	\$29,622,565
FAN GEAR	\$703,183	\$10,020,576	\$6,949,777	\$7,338,669	\$14,500,465	\$20,742,155	\$17,754,401	\$21,135,951
ACTION	\$101,671	\$2,353,708	\$1,509,999	\$787,285	\$3,354,358	\$6,894,295	\$5,019,996	\$4,039,972
JAPAN HEADWEAR	\$78,810	\$2,480,294	\$3,049,271	\$1,743,059	\$2,777,665	\$5,713,110	\$6,734,564	\$4,441,914
CORPORATE	\$285,271	\$1,303,611	\$1,499,999	\$961,796	\$2,394,031	\$2,746,124	\$4,299,997	\$3,070,557
BRAZIL HEADWEAR	\$0	\$1,104,858	\$995,672	\$1,839,781	\$2,305,172	\$1,626,581	\$1,991,345	\$4,144,953
APPAREL	\$1,051,546	\$10,107,780	\$7,589,109	\$7,793,478	\$17,087,209	\$26,821,313	\$29,297,775	\$23,829,141
PINK	\$445,040	\$0	\$3,367,081	\$3,138,909	\$8,221,481	\$0	\$14,236,545	\$10,915,350
WOMEN	\$601,805	\$8,863,315	\$2,992,048	\$3,591,221	\$7,984,082	\$24,461,249	\$12,443,033	\$10,973,498
MEN	\$4,701	\$1,244,465	\$1,229,980	\$1,063,348	\$881,646	\$2,360,063	\$2,618,197	\$1,940,293
RETAIL	\$381,724	\$361,541	\$646,271	\$381,724	\$1,079,992	\$922,209	\$1,609,339	\$1,079,992
ACCESSORIES	\$27,426	\$279,220	\$351,652	\$167,713	\$526,487	\$697,440	\$865,876	\$666,774
OUTLOOK April	Last Year	Budget	Projected		May	Jun	Jul	Total
NEW ERA	\$48,575,311	\$56,879,561	\$37,674,543					
REGIONAL								
NORTH AMERICA	\$34,553,934	\$40,693,960	\$25,724,652					
EMEA	\$5,728,349	\$7,183,606	\$4,950,610					
EMERGING MARKETS	\$4,625,276	\$4,922,823	\$4,497,067					
JAPAN	\$3,667,753	\$4,079,172	\$2,502,213					
PRODUCT CATEGORY								
HEADWEAR	\$40,212,327	\$48,104,725	\$33,044,703					
LIFESTYLE	\$16,575,661	\$23,721,218	\$17,272,505					
ON FIELD	\$9,737,058	\$9,524,415	\$2,711,557					
FAN GEAR	\$6,729,718	\$6,834,620	\$5,467,400					
ACTION	\$2,257,329	\$1,503,999	\$2,062,651					
JAPAN HEADWEAR	\$3,102,337	\$3,692,912	\$2,438,470					
CORPORATE	\$1,149,827	\$1,499,999	\$682,134					
BRAZIL HEADWEAR	\$660,395	\$1,327,562	\$2,409,985					
APPAREL	\$7,126,592	\$7,496,503	\$4,052,005					
PINK	\$0	\$3,265,467	\$1,702,617					
WOMEN	\$5,097,974	\$2,889,398	\$1,380,994					
MEN	\$2,028,618	\$1,341,638	\$968,393					
RETAIL	\$854,454	\$846,708	\$499,510					
ACCESSORIES	\$381,939	\$431,625	\$78,325					
NEW ERA				Open Orders	\$20,064,173	\$18,977,151	\$12,780,155	\$263,385,074
				Last Yr Shipped	\$50,705,151	\$61,528,297	\$54,300,557	\$641,028,392
				Budget	\$64,114,515	\$68,902,649	\$64,075,151	\$727,069,693
				% of Last Year	39.57%	30.84%	23.54%	41.09%
				% of Budget	31.29%	27.54%	19.95%	36.23%
NORTH				Open Orders	\$14,504,646	\$12,980,584	\$10,174,977	\$201,108,060
AMERICA				Last Yr Shipped	\$39,099,159	\$51,342,648	\$44,922,909	\$512,098,168
				Budget	\$50,192,627	\$54,937,909	\$52,606,883	\$568,707,703
				% of Last Year	37.10%	25.28%	22.65%	39.27%
				% of Budget	28.90%	23.63%	19.34%	35.36%
EMEA				Open Orders	\$3,654,177	\$4,915,143	\$2,172,511	\$34,646,456
				Last Yr Shipped	\$5,021,404	\$5,302,651	\$5,776,416	\$61,798,427
				Budget	\$6,693,985	\$7,278,865	\$7,296,503	\$75,557,744
				% of Last Year	72.77%	92.69%	37.61%	56.06%
				% of Budget	54.59%	67.53%	29.77%	45.85%
EMERGING				Open Orders	\$787,308	\$673,834	\$369,062	\$17,873,465
MARKETS				Last Yr Shipped	\$4,260,882	\$3,005,591	\$2,121,312	\$39,979,999
				Budget	\$4,344,443	\$4,277,760	\$2,230,948	\$50,929,246
				% of Last Year	18.48%	22.42%	17.40%	44.71%
				% of Budget	18.12%	15.75%	16.54%	35.09%
JAPAN				Open Orders	\$1,118,042	\$407,590	\$63,604	\$9,757,093
				Last Yr Shipped	\$2,323,706	\$1,877,406	\$1,479,919	\$27,151,798
				Budget	\$2,883,460	\$2,408,115	\$1,940,818	\$31,875,000
				% of Last Year	48.11%	21.71%	4.30%	35.94%
				% of Budget	38.77%	16.93%	3.28%	30.61%



SA110 - Corporate Scorecard

Currency: USD
Fiscal Period: 3
Period Ending: 03/31/2013

	=====Day=====				Retail =====Month-To-Date=====				=====Year-To-Date=====			
	Units	TY	LY	% to LY	Units	TY	LY	% of LY	Units	TY	LY	% of LY
NEW ERA	600	\$15,602	\$19,701	-21%	11,776	\$381,724	\$361,541	6%	32,492	\$1,079,992	\$922,209	17%
EMEA	600	\$15,602	\$13,637	15%	9,878	\$266,742	\$219,139	22%	25,510	\$629,638	\$564,754	11%
UK Web	200	\$5,752	\$4,275	35%	3,334	\$102,119	\$71,727	42%	7,355	\$206,564	\$178,248	16%
Berlin	121	\$3,847	\$1,955	97%	1,779	\$57,578	\$39,463	46%	4,885	\$142,491	\$119,163	20%
London	81	\$2,282	\$3,774	-40%	1,454	\$40,609	\$52,052	-22%	4,478	\$109,549	\$133,443	-18%
Birmingham	99	\$1,688	\$3,178	-47%	1,710	\$33,052	\$49,321	-33%	4,571	\$84,680	\$115,252	-27%
Westfield	79	\$1,854	\$0	0%	1,130	\$29,301	\$0	0%	3,221	\$76,784	\$0	0%
Box Park	20	\$179	\$355	-49%	471	\$4,083	\$6,577	-38%	1,000	\$9,571	\$18,649	-49%
JAPAN	0	\$0	\$6,164	-100%	1,898	\$114,983	\$142,401	-19%	6,982	\$450,354	\$357,455	26%
JAPAN WEB	0	\$0	\$4,037	-100%	1,088	\$67,267	\$80,914	-17%	3,619	\$238,535	\$194,842	22%
Tokyo	0	\$0	\$2,127	-100%	810	\$47,716	\$61,487	-22%	3,363	\$211,819	\$162,613	30%

March Open Orders by Week

	Total	NORTH AMERICA	EMEA	EMERGING MARKETS
Total	\$36,326,444 3,122,817	\$29,685,517 2,635,152	\$5,794,803 425,583	\$846,124 62,082
WEEK ENDING Mar 03	\$11,430,248 962,482	\$10,866,686 919,211	\$259,820 24,069	\$303,742 19,202
WEEK ENDING Mar 10	\$7,915,124 713,923	\$6,716,047 611,650	\$1,115,659 93,231	\$83,418 9,042
WEEK ENDING Mar 17	\$9,349,568 761,597	\$6,137,268 539,026	\$3,026,860 208,039	\$185,439 14,532
WEEK ENDING Mar 24	\$3,369,524 280,564	\$2,007,211 184,697	\$1,283,421 91,155	\$78,891 4,712
WEEK ENDING Mar 31	\$4,261,981 404,251	\$3,958,305 380,568	\$109,043 9,089	\$194,634 14,594

***Note - Japan open orders are not included in the weekly breakout.

***Note - All Japan sales are included under Headwear on the following pages.



SA115 - JAPAN

Currency: USD
Fiscal Period: 3
Period Ending: 03/31/2013

Open Orders By Region

			Total	JAPAN	
				Total	JAPAN
Total			\$6,810,012	\$6,810,012	\$6,810,012
2013	Total		\$6,810,012	\$6,810,012	\$6,810,012
	Jan	Total	\$5	\$5	\$5
		HW	\$5	\$5	\$5
	Feb	Total	\$15,659	\$15,659	\$15,659
		NA	\$9,516	\$9,516	\$9,516
		HW	\$6,143	\$6,143	\$6,143
	Mar	Total	\$1,880,615	\$1,880,615	\$1,880,615
		NA	\$7,452	\$7,452	\$7,452
		APP	\$208,914	\$208,914	\$208,914
		HW	\$1,664,249	\$1,664,249	\$1,664,249
	Apr	Total	\$2,502,213	\$2,502,213	\$2,502,213
		NA	\$7,978	\$7,978	\$7,978
		APP	\$55,765	\$55,765	\$55,765
		HW	\$2,438,470	\$2,438,470	\$2,438,470
	May	Total	\$1,118,042	\$1,118,042	\$1,118,042
		NA	\$5,832	\$5,832	\$5,832
		APP	\$37,784	\$37,784	\$37,784
		HW	\$1,074,426	\$1,074,426	\$1,074,426
	Jun	Total	\$407,590	\$407,590	\$407,590
		HW	\$407,590	\$407,590	\$407,590
	Jul	Total	\$63,604	\$63,604	\$63,604
		HW	\$63,604	\$63,604	\$63,604
	Dec	Total	\$822,284	\$822,284	\$822,284
		NA	\$76,559	\$76,559	\$76,559



SA110 - Corporate Scorecard

Currency: USD
Fiscal Period: 3
Period Ending: 03/31/2013

Hot Market Open Orders by Collection and Team

	No. of Orders	Confirmed Qty	Total Open Value
Hot Market Grand Total	103	5,885	\$94,699
INAUG SEASON 2	28	2,554	\$43,187
EOPEL	28	2,554	\$43,187
NBA WHITEOUT	51	2,178	\$34,751
HIBUL	23	683	\$11,018
IAHEA	41	752	\$11,807
KLTHU	3	203	\$3,452
ORBLA	8	255	\$3,900
OSLAK	14	285	\$4,574
SB CHASE	13	826	\$12,352
MPS BA	13	826	\$12,352
NFL SB ONFIELD	4	102	\$1,654
BALRAV	2	72	\$1,321
L13 SA	1	22	\$327
PLYR L	1	8	\$6
LR NFL SB CHAMPS	2	84	\$1,141
BALRAV	2	84	\$1,141
NFL CAP MACHINE	2	63	\$445
BALRAV	1	24	\$246
SB 201	1	24	\$46
WASRED	1	15	\$154
LR WS CHAMP	1	36	\$576
SAFGIA	1	36	\$576
WBC13 CHAMPS	1	24	\$369
3930 W	1	24	\$369
NFL HEAT SEAL	1	12	\$183
SB DUE	1	12	\$183
WS ON FIELD	1	6	\$41
SAFGIA	1	6	\$41



SA110 - Corporate Scorecard

Currency: USD
Fiscal Period: 3
Period Ending: 03/31/2013

=====Month-To-Date=====

=====Year-To-Date=====

TOP 15 Countries	This Year	Last Year	This Year	Last Year
NEW ERA	\$8,406,444	\$76,743,408	\$98,555,322	\$140,285,013
USA	\$3,736,184	\$63,107,589	\$67,579,396	\$113,394,081
HONG KONG	\$449,309	\$220,012	\$8,456,285	\$254,533
JAPAN	\$1,427,026	\$1,520,216	\$2,966,639	\$3,430,514
BRAZIL	\$1,936,384	\$878,400	\$2,879,541	\$1,250,322
GERMANY	\$72,991	\$1,158,616	\$2,637,516	\$2,358,173
FRANCE	\$60,058	\$1,278,612	\$2,089,201	\$2,892,027
CANADA	\$144,667	\$2,264,539	\$1,801,688	\$4,016,973
UNITED KINGDOM	\$96,605	\$1,538,344	\$1,621,955	\$2,850,679
MEXICO	\$121,212	\$314,162	\$1,205,350	\$462,090
SWEDEN	\$44,471	\$255,117	\$1,192,936	\$1,167,489
NETHERLANDS	\$18,633	\$1,309,879	\$1,020,162	\$2,642,426
SOUTH KOREA	\$11,936	\$774,336	\$784,911	\$1,060,274
AUSTRALIA	\$141,824	\$360,166	\$755,877	\$951,265
ITALY	\$19,127	\$158,606	\$577,530	\$368,076
SWITZERLAND	\$555	\$148,209	\$344,964	\$378,055
ALL OTHERS	\$125,461	\$1,456,605	\$2,641,374	\$2,808,036
TOP 5 Customer Channel Groups	This Year	Last Year	This Year	Last Year
NEW ERA	\$8,406,444	\$76,743,408	\$98,555,322	\$140,285,013
North America	\$4,392,669	\$65,883,324	\$78,066,687	\$118,544,367
National Key Account	\$767,516	\$0	\$16,719,488	\$0
Other	\$839,477	\$4,350,979	\$13,694,273	\$11,622,638
Lifestyle Specialty	\$593,867	\$7,459,845	\$11,741,910	\$15,250,051
Fan Specialty	\$390,701	\$5,801,118	\$7,050,925	\$10,414,168
Concessionaire	\$507,899	\$2,974,952	\$6,575,824	\$7,699,944
All Others	\$1,293,208	\$45,296,429	\$22,284,267	\$73,557,566
Emerging Markets	\$2,214,064	\$2,990,343	\$6,774,352	\$4,957,035
Other	\$110,026	\$794,753	\$1,263,619	\$1,376,479
Sporting Goods	\$126,507	\$94,625	\$1,047,035	\$152,605
Fan Specialty	\$9,393	\$693	\$398,136	\$3,544
Headwear Specialty	\$1,242	\$610,489	\$319,536	\$889,581
Lifestyle Specialty	\$1,696	\$261,254	\$280,418	\$374,365
All Others	\$1,965,201	\$1,228,529	\$3,465,608	\$2,160,462
JAPAN	\$1,427,026	\$1,514,592	\$2,947,086	\$3,398,409
EMEA	\$372,686	\$6,355,149	\$10,767,197	\$13,385,202
Lifestyle Specialty	\$156,511	\$2,859,690	\$3,776,989	\$5,447,519
Other	\$123,950	\$949,914	\$2,865,124	\$2,629,551
Sporting Goods	\$52,327	\$531,229	\$1,021,619	\$1,166,539
Athletic Specialty	\$19,522	\$0	\$722,500	\$0
Footwear Specialty	\$5,695	\$242,659	\$523,338	\$547,974
All Others	\$14,681	\$1,771,656	\$1,857,626	\$3,593,619

***Note - Retail is not reflected on this page



New Era Cap Company License Scorecard by Region, Sales Org and License

Currency: USD

Units: EA

EMEA > EMEA SALES > ARSENAL

Shipped ===== This Year =====				Shipped % Total %		
+Open	Shipped YTD	Open	Total	Last Year	Last Yr	Last Yr
YTD	0	0	0	-154	0%	0%
Year	0	0	0	4,130	0%	0%

Hot Market	=====This Year=====			Shipped %	Total %
YTD	Shipped YTD	Open	Total	Last Year	Last Yr
Year					Last Yr

Shipped Product Collections		=====2013=====		=====2012=====	
		Quantity	Revenue	Quantity	Revenue
Not assigned		0	0	0	-154
Lines					
Headwear		0	0	0	-154
Styles					
940		0	0	0	-154

Opened Product Collections		=====2013=====		=====2012=====	
		Quantity	Revenue	Quantity	Revenue
Lines					
Headwear		0	0	0	0
Styles					

Customer		=====2013=====		=====2012=====	
		Quantity	Revenue	Quantity	Revenue
Sports World International		0	0	0	-154

Concessionaire		=====2013=====		=====2012=====	
		Quantity	Revenue	Quantity	Revenue

Service Level	2013	2012
Ordered Ontime	0%	0%
Ordered Fill Rate	0%	0%
Confirmed Ontime	0%	0%
Confirmed Fill	0%	0%
First Pass	0%	0%



Same in SA160

Sales % to Goal

Information Through: Full Year

	Last Year	Goal	Shipped	Orders	Total	LY%	PLAN%Contribution%
KIDS FOOT LOCKER INC	\$1,606,546	\$1,800,000	\$0	\$269,230	\$269,230	17%	15%
HENRY MODELL AND COMPANY	\$0	\$3,500,000	\$0	\$0	\$0	0%	0%
MAJOR LEAGUE BB ADVANCED MEDIA LP	\$0	\$3,200,000	\$0	\$0	\$0	0%	0%
FOOT LOCKER INC	\$8,292,833	\$10,000,000	\$0	\$1,992,671	\$1,992,671	24%	20%
HENRY MODELL AND COMPANY	\$1,239,458	\$3,500,000	\$0	\$0	\$0	0%	0%
MAJOR LEAGUE BB ADVANCED MEDIA LP	\$4,542,407	\$3,200,000	\$0	\$569,769	\$569,769	13%	18%
KIDS FOOT LOCKER INC	-\$173	\$1,800,000	\$0	\$114,000	\$114,000	0%	6%
CHAMPS DIVISION	\$16,227,314	\$15,300,000	\$0	\$2,590,466	\$2,590,466	16%	17%
LIDS INC	\$124,411,388	\$141,000,000	\$0	\$17,745,180	\$17,745,180	14%	13%
National Totals	\$156,319,773	\$183,300,000	\$0	\$23,281,316	\$23,281,316	15%	13%
Ken Haqq							
Andrew Haqq	\$935,747	\$900,000	\$0	\$218,369	\$218,369	23%	24%
Bill Vanderburg	\$4,497,190	\$3,600,000	\$0	\$872,681	\$872,681	19%	24%
Brad Chambers	\$15,828,908	\$100,000	\$0	\$2,612,064	\$2,612,064	17%	2,612%
Chris Broderick	\$50,634	\$300,000	\$0	\$0	\$0	0%	0%
Drew Van Iderstine	\$2,036,790	\$1,450,000	\$0	\$517,221	\$517,221	25%	36%
Marcel Boudreau	\$403,228	\$550,000	\$0	\$58,904	\$58,904	15%	11%
Michel Ciarlo	\$207,778	\$670,000	\$0	\$0	\$0	0%	0%
Mike Corcoran	\$1,515,534	\$2,500,000	\$0	\$95,592	\$95,592	6%	4%
Mikey Walker	\$375,972	\$500,000	\$0	\$80,321	\$80,321	21%	16%
Rob Warren	\$926,127	\$1,200,000	\$0	\$303,189	\$303,189	33%	25%
Ryan Stevens	\$3,808,621	\$3,000,000	\$0	\$660,920	\$660,920	17%	22%
Tim Isaacson	\$7,337,318	\$6,000,000	\$0	\$1,115,152	\$1,115,152	15%	19%
Ken Haqq Total	\$37,923,847	\$20,770,000	\$0	\$6,534,413	\$6,534,413	17%	31%
Canada Rep Account Totals	\$37,923,847	\$20,770,000	\$0	\$6,534,413	\$6,534,413	17%	31%
Beatrice Doizy							
Alioune Fall	\$63,161	\$900,000	\$0	\$0	\$0	0%	0%
Antoine Belekian	\$8,787	\$33,333	\$0	\$0	\$0	0%	0%
Beatrice Doizy	\$2,327,733	\$0	\$0	\$0	\$0	0%	0%
Charles Colleville	\$831,776	\$0	\$0	\$340,036	\$340,036	41%	0%
Josselin Perie	\$954,065	\$0	\$0	\$394,714	\$394,714	41%	0%
Laurent Damidaux	\$424,708	\$333,333	\$0	\$0	\$0	0%	0%
PAUL FOURNY	\$1,265,360	\$10,000,000	\$0	\$0	\$0	0%	0%
Rudy Ribeyre	\$486,519	\$10,000,000	\$0	\$189,508	\$189,508	39%	2%
Stephane Dager	\$619,781	\$466,667	\$0	\$316,945	\$316,945	51%	68%
Thomas Reffo	\$1,229,196	\$1,000,000	\$0	\$0	\$0	0%	0%
Yohan Jeunet	\$1,706	\$0	\$0	\$0	\$0	0%	0%
Beatrice Doizy Total	\$8,212,792	\$22,733,333	\$0	\$1,241,203	\$1,241,203	15%	5%
John Casey							
AS Marsten Marketing	\$79,545	\$100,000	\$0	\$41,643	\$41,643	52%	42%
Dmitry Starodumov	\$575,128	\$200,000	\$0	\$0	\$0	0%	0%
Gerard Van Der Beek	\$1,800,414	\$1,380,000	\$0	\$453,751	\$453,751	25%	33%

Sales Analysis by Region, Sales Org, SBU and Customer

All

Same as 2/10/25/220/220/231
Currency : USD

		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD	Total
2013	Ship Qty	2,535,134	3,785,642	379,957	0	0	0	0	0	0	0	0	0	6,700,733	6,700,733
	Ship Rev	27,049,121	45,465,628	4,151,390	0	0	0	0	0	0	0	0	0	76,666,138	76,666,138
	Open Qty	5,421	96,233	2,720,565	2,615,911	1,720,305	1,436,321	957,035	1,096,175	715,566	449,186	209,017	31,172	2,822,219	12,052,907
	Open Rev	55,801	1,124,676	32,615,208	28,592,590	16,878,185	15,245,422	11,496,147	12,258,439	7,632,126	4,896,136	2,215,527	333,834	33,795,685	133,344,092
	Combined	27,104,922	46,590,304	36,766,597	28,592,590	16,878,185	15,245,422	11,496,147	12,258,439	7,632,126	4,896,136	2,215,527	333,834	110,461,823	210,010,230
	Cost	10,040,763	15,247,900	1,647,763	0	0	0	0	0	0	0	0	0	26,936,426	26,936,426
	Comm	825,552	1,182,303	129,186	0	0	0	0	0	0	0	0	0	2,137,042	2,137,042
	Royalty	3,903,362	6,587,945	560,859	0	0	0	0	0	0	0	0	0	11,052,166	11,052,166
	Contrib	12,279,445	22,447,479	1,813,581	0	0	0	0	0	0	0	0	0	36,540,505	36,540,505
	Contrib %	45.4%	49.4%	43.7%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	47.7%	47.7%
	Gross %	62.9%	66.5%	60.3%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	64.9%	64.9%
	Per Unit														
	Rev	10.67	12.01	10.93	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	11.44	11.44
	Cost	3.96	4.03	4.34	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	4.02	4.02
	Comm	0.33	0.31	0.34	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.32	0.32
	Roy	1.54	1.74	1.48	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1.65	1.65
	Contrib	4.84	5.93	4.77	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	5.45	5.45
2012	Ship Qty	1,790,558	4,147,812	5,119,789	3,156,480	3,607,344	4,872,283	3,843,839	4,653,902	5,299,769	4,218,547	4,902,468	2,804,293	11,058,159	48,417,084
	Ship Rev	17,433,974	40,113,977	60,268,325	35,196,261	41,362,802	54,358,390	40,836,040	50,232,080	53,286,042	45,178,488	46,532,187	23,380,742	117,816,276	508,179,307
	Open Qty	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Open Rev	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Combined	17,433,974	40,113,977	60,268,325	35,196,261	41,362,802	54,358,390	40,836,040	50,232,080	53,286,042	45,178,488	46,532,187	23,380,742	117,816,276	508,179,307
	Cost	6,866,882	14,128,204	19,730,358	18,983,200	6,702,678	18,786,790	14,983,866	17,998,573	28,228,580	16,249,543	15,237,254	9,697,975	40,725,444	187,593,904
	Comm	603,447	1,126,379	1,759,666	1,378,105	1,055,625	1,334,072	1,303,464	1,550,692	1,591,233	1,301,387	1,045,376	583,138	3,489,492	14,632,584
	Royalty	2,193,157	5,551,662	9,086,778	5,138,089	5,907,395	8,010,133	5,806,935	7,753,606	7,770,808	6,639,741	6,817,136	3,240,500	16,831,597	73,915,940
	Contrib	7,770,489	19,307,732	29,691,523	9,696,867	27,697,104	26,227,395	18,741,774	22,929,209	15,695,420	20,987,816	23,432,420	9,859,130	56,769,743	232,036,879
	Contrib %	44.6%	48.1%	49.3%	27.6%	67.0%	48.2%	45.9%	45.6%	29.5%	46.5%	50.4%	42.2%	48.2%	45.7%
	Gross %	60.6%	64.8%	67.3%	46.1%	83.8%	65.4%	63.3%	64.2%	47.0%	64.0%	67.3%	58.5%	65.4%	63.1%
	Per Unit														
	Rev	9.74	9.67	11.77	11.15	11.47	11.16	10.62	10.79	10.05	10.71	9.49	8.34	10.65	10.50
	Cost	3.84	3.41	3.85	6.01	1.86	3.86	3.90	3.87	5.33	3.85	3.11	3.46	3.68	3.87
	Comm	0.34	0.27	0.34	0.44	0.29	0.27	0.34	0.33	0.30	0.31	0.21	0.21	0.32	0.30
	Roy	1.22	1.34	1.77	1.63	1.64	1.64	1.51	1.67	1.47	1.57	1.39	1.16	1.52	1.53
	Contrib	4.34	4.65	5.80	3.07	7.68	5.38	4.88	4.93	2.96	4.98	4.78	3.52	5.13	4.79
Variance	Ship Qty	744,576	-362,170	-4,739,832	-3,156,480	-3,607,344	-4,872,283	-3,843,839	-4,653,902	-5,299,769	-4,218,547	-4,902,468	-2,804,293	-4,357,426	-41,716,351
	Ship Rev	9,615,147	5,351,650	-56,116,935	-35,196,261	-41,362,802	-54,358,390	-40,836,040	-50,232,080	-53,286,042	-45,178,488	-46,532,187	-23,380,742	-41,150,138	-431,513,169
	Open Qty	5,421	96,233	2,720,565	2,615,911	1,720,305	1,436,321	957,035	1,096,175	715,566	449,186	209,017	31,172	2,822,219	12,052,907
	Open Rev	55,801	1,124,676	32,615,208	28,592,590	16,878,185	15,245,422	11,496,147	12,258,439	7,632,126	4,896,136	2,215,527	333,834	33,795,685	133,344,092
	Combined	9,670,948	6,476,326	-23,501,727	-6,603,672	-24,484,616	-39,112,968	-29,339,892	-37,973,641	-45,653,916	-40,282,352	-44,316,660	-23,046,908	-7,354,453	-298,169,077
	Cost	3,173,881	1,119,696	-18,082,594	-18,983,200	-6,702,678	-18,786,790	-14,983,866	-17,998,573	-28,228,580	-16,249,543	-15,237,254	-9,697,975	-13,789,018	-160,657,477
	Comm	222,105	55,924	-1,630,480	-1,378,105	-1,055,625	-1,334,072	-1,303,464	-1,550,692	-1,591,233	-1,301,387	-1,045,376	-583,138	-1,352,451	-12,495,543
	Royalty	1,710,205	1,036,284	-8,525,919	-5,138,089	-5,907,395	-8,010,133	-5,806,935	-7,753,606	-7,770,808	-6,639,741	-6,817,136	-3,240,500	-5,779,431	-62,863,774
	Contrib	4,508,956	3,139,747	-27,877,942	-9,696,867	-27,697,104	-26,227,395	-18,741,774	-22,929,209	-15,695,420	-20,987,816	-23,432,420	-9,859,130	-20,229,239	-195,496,374
	Contrib %	0.8%	1.2%	-5.6%	-27.6%	-67.0%	-48.2%	-45.9%	-45.6%	-29.5%	-46.5%	-50.4%	-42.2%	-0.5%	2.0%
	Gross %	2.3%	1.7%	-7.0%	-46.1%	-83.8%	-65.4%	-63.3%	-64.2%	-47.0%	-64.0%	-67.3%	-58.5%	-0.6%	1.8%
	Per Unit														
	Rev	0.93	2.34	-0.85	-11.15	-11.47	-11.16	-10.62	-10.79	-10.05	-10.71	-9.49	-8.34	0.79	0.95
	Cost	0.13	0.62	0.48	-6.01	-1.86	-3.86	-3.90	-3.87	-5.33	-3.85	-3.11	-3.46	0.34	0.15
	Comm	-0.01	0.04	0.00	-0.44	-0.29	-0.27	-0.34	-0.33	-0.30	-0.31	-0.21	-0.21	0.00	0.02
	Roy	0.31	0.40	-0.30	-1.63	-1.64	-1.64	-1.51	-1.67	-1.47	-1.57	-1.39	-1.16	0.13	0.12
	Contrib	0.50	1.27	-1.03	-3.07	-7.68	-5.38	-4.88	-4.93	-2.96	-4.98	-4.78	-3.52	0.32	0.66



New Era Cap Company Open Orders by Fiscal Year

Sales Org -> Year -> Period -> Company -> Customer -> Order	Order Date	First Ship	Last Ship	Cancel Date	No. of Orders	Confirmed Qty	Customer Currency	Company Currency	USD Currency
5th & Ocean Sales					843	1,655,874		\$15,176,453	\$15,176,453
2012					2	689		\$8,577	\$8,577
September 2012					2	689		\$8,577	\$8,577
2013					841	1,655,185		\$15,167,876	\$15,167,876
April 2013					87	209,010		\$1,814,464	\$1,814,464
August 2013					64	351,949		\$4,082,953	\$4,082,953
February 2013					47	4,981		\$45,858	\$45,858
July 2013					31	104,468		\$1,102,230	\$1,102,230
June 2013					44	374,095		\$2,942,555	\$2,942,555
March 2013					525	384,683		\$3,393,562	\$3,393,562
May 2013					51	174,873		\$1,362,197	\$1,362,197
October 2013					7	1,296		\$29,354	\$29,354
September 2013					8	49,830		\$394,703	\$394,703

Parameters Order Status: ALL

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New Era Cap Company

Open Orders by Country and Sales Rep

Country/Company/Sales Org/Customer/Order	Order Date	First Ship	Last Ship	Cancel Date	No. of Orders	Confirmed Qty	Customer Currency	Company Currency	USD Currency
5th & Ocean Sales					843	1,655,874		\$15,176,453	\$15,176,453
2012					2	689		\$8,577	\$8,577
House					2	689		\$8,577	\$8,577
2013					841	1,655,185		\$15,167,876	\$15,167,876
House					181	526,679		\$4,557,294	\$4,557,294
Gerry Cruz					505	109,306		\$1,065,417	\$1,065,417
House					1	2,380		\$34,201	\$34,201
Robert Fonseca					135	1,012,752		\$9,443,265	\$9,443,265
Rick Tyminski					12	2,892		\$50,518	\$50,518
Tim Tracy					7	1,176		\$17,182	\$17,182
APAC Sales					178	112,585		HKD11,081,979	\$1,428,937
2012					3	283		HKD39,319	\$5,070
Asian House Accounts					2	43		HKD12,516	\$1,614
Asian House Accounts					1	240		HKD26,803	\$3,456
2013					175	112,302		HKD11,042,660	\$1,423,867
Asian House Accounts					9	1,692		HKD164,337	\$21,190
Asian House Accounts					71	29,524		HKD2,961,089	\$381,810
Asian House Accounts					6	336		HKD60,678	\$7,824
Asian House Accounts					8	4,803		HKD482,061	\$62,158
Asian House Accounts					4	4,618		HKD460,386	\$59,363
Asian House Accounts					27	5,460		HKD839,645	\$108,266
Asian House Accounts					33	25,034		HKD2,493,779	\$321,554
Asian House Accounts					10	2,621		HKD262,440	\$33,840
House					7	38,214		HKD3,318,245	\$427,863
Australia Sales					195	29,641		AUD588,235	\$602,765
2013					195	29,641		AUD588,235	\$602,765
Arthur Kerr					52	14,266		AUD279,082	\$285,975
Brian O'Meara					84	10,733		AUD219,577	\$225,001
David Biwer					22	1,152		AUD8,422	\$8,630
Lucy Crombie					37	3,490		AUD81,154	\$83,159
Canada Sales					1,737	496,675		CAD6,236,367	\$6,124,783
2013					1,737	496,675		CAD6,236,367	\$6,124,783
Andrew Haqq					209	24,598		CAD325,470	\$319,644
Alexandra Southam					9	1,129		CAD13,526	\$13,284
Bill Vanderburg					260	75,701		CAD921,821	\$905,320
Chris Corcoran					124	12,476		CAD176,199	\$173,045
Drew Van Iderstine					120	45,148		CAD616,729	\$605,689
Frank Novelli					1	15		CAD188	\$185
Harrison Piper					1	18		CAD324	\$318
House					5	16		CAD278	\$273
Ken Haaq					19	5,345		CAD26,943	\$26,461



New Era Cap Company
Open Orders by Season, Collection, and Material

Season/Collection/Material/Customer	Material No.	No. of Orders	Confirmed Qty
Spring 1		10,268	1,017,301
Accessories		122	3,338
Apparel Men		14	289
Apparel Women		1,703	136,804
Corporate		7	4,897
Fan Gear		5,090	477,573
Lifestyle		2,376	297,086
On Field		1,129	97,314
Spring 2		8,817	1,339,054
Accessories		82	2,401
Apparel Men		268	20,618
Apparel Women		54	14,986
Corporate		39	17,330
Fan Gear		3,648	343,291
Lifestyle		6,735	838,634
On Field		829	101,794
Fall 1		17,261	3,841,016
Accessories		376	29,503
Action		3	1,512
Apparel Men		498	41,537
Apparel Women		670	119,664
Corporate		293	338,482
Fan Gear		9,595	1,848,158
Lifestyle		4,831	799,806
On Field		3,060	662,354
Fall 2		41	2,402
Lifestyle		41	2,402
Holiday		87	9,546
Fan Gear		86	9,534
Lifestyle		1	12
Quick Strike		927	154,033
Accessories		3	56
Corporate		1	180
Fan Gear		107	13,805
Lifestyle		776	102,468
On Field		84	37,524
Custom		8,952	5,951,587
Accessories		20	6,942

Parameters:	Season: ALL	Collection: ALL	Customer: ALL
	Sales Org: ALL	SBU: ALL	



New Era Cap Company
Hot Market Open Orders by Collection, Team, and Material

	Material No.	No. of Orders	Confirmed Qty	Total Open Value
Hot Market		108	6,225	\$102,378
INAUG SEASON 2		29	2,662	\$47,070
EOPEL		29	2,662	\$47,070
NBA WHITEOUT		55	2,302	\$36,971
HIBUL		25	711	\$11,501
IAHEA		44	812	\$12,775
KLTHU		6	243	\$4,136
ORBLA		8	189	\$2,937
OSLAK		17	347	\$5,622
SB CHASE		13	826	\$12,352
MPS BA		13	826	\$12,352
LR NFL SB CHAMPS		3	180	\$2,293
BALRAV		3	180	\$2,293
NFL SB ONFIELD		3	108	\$1,975
BALRAV		3	108	\$1,975
NFL CAP MACHINE		2	63	\$445
BALRAV		1	24	\$246
SB 201		1	24	\$46
WASRED		1	15	\$154
LR WS CHAMP		1	36	\$576
SAFGIA		1	36	\$576
WBC13 CHAMPS		1	24	\$369
3930 W		1	24	\$369
LR NFL CONF CHAMPS		1	12	\$144
SAF49E		1	12	\$144
NFL HEAT SEAL		1	12	\$183
SB DUE		1	12	\$183
Grand Total		108	6,225	\$102,378



New Era Cap Company
Open Orders by Season Collection Material by Month

Season/Month/Collection/Material	No. of Orders	Confirmed Qty
5th & Ocean Sales	843	1,655,874.00
APAC Sales	178	112,585.00
Australia Sales	195	29,641.00
Canada Sales	1,737	496,675.00
EMEA Sales	8,967	1,802,601.00
EMEA Web Sales	59	74.00
German Sales	15	1,480.00
Latin America Sales	238	175,599.00
Mexico Sales	50	23,459.00
NEC Korea Sales	29	10,827.00
United States Sales	39,693	9,664,562.00



Open Orders by Sales Rep and Customer

Acker/Tracy - ACT

Sales Order	Customer PO	Season	Order Date	First Ship	Last Ship	Cancel Date	No. of Orders	Confirmed Qty	Customer Currency	Company Currency	USD Currency	
KOHLS ACCOUNTS PAYABLE - 1004940								96	69,329	\$895,382	\$895,382	\$895,382
February								3	71	\$867	\$867	\$867
1353818	7896456	WomAppSpr-Ja	Z001	1/19/13	2/7/13	2/7/13	3/22/13	D	36	\$454	\$454	\$454
1353821	7896385	WomAppSpr-Ja	Z001	1/19/13	2/7/13	2/7/13	3/31/13	D	31	\$363	\$363	\$363
1355664	7896456	WomAppSpr-Ja	Z001	1/22/13	1/28/13	1/28/13	3/22/13	D	4	\$50	\$50	\$50
March								49	38,054	\$438,030	\$438,030	\$438,030
1353815	7896608	WomAppSpr-Ja	Z001	1/19/13	3/8/13	3/8/13	3/22/13	O	168	\$3,780	\$3,780	\$3,780
1353816	7896536	WomAppSpr-Ja	Z001	1/19/13	3/8/13	3/8/13	3/8/13	O	144	\$1,944	\$1,944	\$1,944
1353817	7896479	WomAppSpr-Ja	Z001	1/19/13	2/27/13	2/27/13	3/15/13	O	144	\$1,490	\$1,490	\$1,490
1353818	7896456	WomAppSpr-Ja	Z001	1/19/13	3/8/13	3/8/13	3/22/13	O	108	\$1,361	\$1,361	\$1,361
1353821	7896385	WomAppSpr-Ja	Z001	1/19/13	3/8/13	3/8/13	3/31/13	O	71	\$831	\$831	\$831
1353822	7896385	WomAppSpr-Ja	Z001	1/19/13	3/5/13	3/5/13	3/8/13	O	74	\$866	\$866	\$866
1355664	7896456	WomAppSpr-Ja	Z001	1/22/13	3/8/13	3/8/13	3/22/13	O	36	\$454	\$454	\$454
1355665	7896479	WomAppSpr-Ja	Z001	1/22/13	2/27/13	2/27/13	3/1/13	O	108	\$1,118	\$1,118	\$1,118
1358320	7880438	Custom	Z001	1/23/13	3/15/13	3/15/13	3/8/13	O	702	\$8,213	\$8,213	\$8,213
1358321	7880438	Custom	Z001	1/23/13	3/15/13	3/15/13	3/8/13	O	3,576	\$41,839	\$41,839	\$41,839
1358322	7880438	Custom	Z001	1/23/13	3/15/13	3/15/13	3/8/13	O	1,230	\$14,391	\$14,391	\$14,391
1358323	7880438	Custom	Z001	1/23/13	3/15/13	3/15/13	3/8/13	O	450	\$5,265	\$5,265	\$5,265
1358324	7880438	Custom	Z001	1/23/13	3/15/13	3/15/13	3/8/13	O	408	\$4,774	\$4,774	\$4,774
1358325	7880438	Custom	Z001	1/23/13	3/15/13	3/15/13	3/8/13	O	2,652	\$31,028	\$31,028	\$31,028
1359124	7880438	Custom	Z001	1/23/13	3/1/13	3/1/13	3/8/13	O	606	\$7,090	\$7,090	\$7,090
1401875	7896637	WomAppSpr-Ja	Z001	2/16/13	2/25/13	2/25/13	3/2/13	D	626	\$6,905	\$6,905	\$6,905
1401880	7896637	WomAppSpr-Ja	Z001	2/16/13	2/25/13	2/27/13	3/2/13	OD	314	\$3,463	\$3,463	\$3,463
1401887	7896637	WomAppSpr-Ja	Z001	2/16/13	2/25/13	2/25/13	3/2/13	D	157	\$1,732	\$1,732	\$1,732
1401891	7896765	WomAppSpr-Ja	Z001	2/16/13	2/25/13	2/27/13	3/2/13	D	164	\$1,883	\$1,883	\$1,883
1401895	7896765	WomAppSpr-Ja	Z001	2/16/13	2/25/13	2/27/13	3/2/13	OD	330	\$3,788	\$3,788	\$3,788
1401896	7896765	WomAppSpr-Ja	Z001	2/16/13	2/25/13	2/27/13	3/2/13	D	108	\$1,240	\$1,240	\$1,240
1401900	8019819	WomAppSpr-Ja	Z001	2/16/13	2/25/13	2/28/13	3/2/13	O	66	\$772	\$772	\$772
1401902	8019819	Custom	Z001	2/16/13	2/26/13	2/26/13	3/2/13	O	138	\$1,615	\$1,615	\$1,615
1401903	8019819	Custom	Z001	2/16/13	2/28/13	2/28/13	3/2/13	O	180	\$2,106	\$2,106	\$2,106
1401904	7896435	WomAppSpr-Ja	Z001	2/16/13	2/25/13	2/25/13	3/2/13	D	36	\$421	\$421	\$421
1401905	7896435	WomAppSpr-Ja	Z001	2/16/13	2/25/13	2/25/13	3/2/13	D	42	\$491	\$491	\$491
1401906	7896435	WomAppSpr-Ja	Z001	2/16/13	2/25/13	2/25/13	3/2/13	D	90	\$1,053	\$1,053	\$1,053
1405137	8020639	WomAppSpr-Ja	Z001	2/19/13	3/4/13	3/4/13	3/2/13	O	108	\$1,264	\$1,264	\$1,264
1405139	8020639	WomAppSpr-Ja	Z001	2/19/13	2/26/13	2/26/13	3/2/13	O	606	\$7,090	\$7,090	\$7,090
1405140	8020639	WomAppSpr-Ja	Z001	2/19/13	2/26/13	2/26/13	3/2/13	O	1,752	\$20,498	\$20,498	\$20,498
1405141	8020639	WomAppSpr-Ja	Z001	2/19/13	2/26/13	2/26/13	3/2/13	O	990	\$11,583	\$11,583	\$11,583
1405142	8020639	WomAppSpr-Ja	Z001	2/19/13	2/26/13	2/26/13	3/2/13	O	3,486	\$40,786	\$40,786	\$40,786
1405144	8020639	WomAppSpr-Ja	Z001	2/19/13	2/26/13	2/26/13	3/2/13	O	522	\$6,107	\$6,107	\$6,107
1405145	8020639	WomAppSpr-Ja	Z001	2/19/13	2/26/13	2/26/13	3/2/13	O	264	\$3,089	\$3,089	\$3,089

Grouped By: Sales Rep -> Customer -> Period -> Doc Number

Fiscal Period: All



Open Orders by Plant
5th & Ocean Harrisburg - 1420

Ship Week	No. of Orders	Confirmed Qty	Confirmed Del Qty	Line Count
2/17/2013	24	3,846	144	41
2/24/2013	79	41,476	29,856	449
3/3/2013	236	45,078	5,160	740
3/10/2013	8	5,053	60	75
3/24/2013	16	13,332	0	55
4/14/2013	15	2,916	0	31
4/21/2013	7	9,204	0	23
6/2/2013	1	6	0	1
7/14/2013	1	9,132	0	11
7/28/2013	3	5,088	0	17
8/25/2013	2	4,890	0	11
Grand Total	367	140,021	35,220	



Open Orders by Plant and Customer

Ship Week	No. of Orders	Confirmed Qty	Confirmed Del Qty	Line Count
5th & Ocean Harrisburg	367	140,021	35,220	
5th & Ocean Harrisburg 2	2,909	472,027	42,967	
5th & Ocean Miami	167	103,874	0	
Blue Label	93	50,374	18,418	
Derby	562	57,132	3,046	
Dropship Plant 5th & Ocean	270	1,434,034	0	
Dropship Plant APAC	50	17,766	0	
Dropship Plant Australia	29	5,466	0	
Dropship Plant CA	139	162,615	0	
Dropship Plant EMEA	253	186,600	10,331	
Dropship Plant Korea	22	9,066	0	
Dropship Plant Mexico	1	88	0	
Dropship Plant USA	4,406	4,163,425	822,186	
Eersel	8,699	1,611,074	74,987	
Eersel WEB	61	395	72	
Harrisburg (Headwear 2)	27,155	4,093,161	176,176	
Harrisburg (Headwear)	5,395	980,592	350,895	
Hong Kong	296	118,994	42,643	
Menlo Hong Kong (Korea)	7	1,761	0	
Menlo Mexico	49	23,371	12,650	
Mississauga	1,599	334,060	22,371	
NA Subcontract Plant	6	291	0	
Tonawanda (Speed Warehouse)	1	1,104	0	
Westcott	30	6,086	4,059	
Grand Total	52,004	13,973,377	1,616,021	



New Era Cap Company

Hot Market Open Orders By Sales Org, License, Season, Collection, Material and Customer

	---Quantity---	---Value---
Canada Sales	36	\$630.00
Mexico Sales	0	\$0.00
United States Sales	5,197	\$84,100.53

Parameters Grouped By: Sales Org -> License -> Season -> Collection -> Material -> Customer

Sales Org: All, All

Processed Date: Mar 01, 2013 5:30 am EST

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New Era Cap Company
Open Orders By Sales Org, SBU, Sales Rep, Customer, Season and Collection

	Quantity	Company Currency	Corporate Currency
5th & Ocean Sales	1,655,874	\$15,176,453	\$15,176,453
APAC Sales	112,585	HKD11,081,979	\$1,428,937
Australia Sales	29,641	AUD588,235	\$602,765
Canada Sales	496,675	CAD6,236,367	\$6,124,783
EMEA Sales	1,802,601	£15,863,035	\$24,157,771
EMEA Web Sales	74	£1,647	\$2,508
German Sales	1,480	€19,828	\$26,236
Latin America Sales	175,599	\$1,488,576	\$1,488,576
Mexico Sales	23,459	N/A4,305,580	\$337,557
NEC Korea Sales	10,827	N/A200,535,796	\$180,482
United States Sales	9,664,562	\$101,603,180	\$101,603,180

Parameters

Customer: ALL

Grouped By: SBU -> Sales Rep -> Customer -> Season -> Collection

Sales Org: All

Collection: ALL

Season: ALL



New Era Cap Company

Open Orders By Sales Org, SBU, Sales Rep, Customer, Season, Collection and Material

	Quantity	Company Currency	Corporate Currency
5th & Ocean Sales	1,655,874	\$15,176,453	\$15,176,453
APAC Sales	112,585	HKD11,081,979	\$1,428,937
Australia Sales	29,641	AUD588,235	\$602,765
Canada Sales	496,675	CAD6,236,367	\$6,124,783
EMEA Sales	1,802,601	£15,863,035	\$24,157,771
EMEA Web Sales	74	£1,647	\$2,508
German Sales	1,480	€19,828	\$26,236
Latin America Sales	175,599	\$1,488,576	\$1,488,576
Mexico Sales	23,459	N/A4,305,580	\$337,557
NEC Korea Sales	10,827	N/A200,535,796	\$180,482
United States Sales	9,664,562	\$101,603,180	\$101,603,180

Parameters

Customer: ALL

Grouped By: SBU -> Sales Rep -> Customer -> Season -> Collection -> Material

Sales Org: All

Collection: ALL

Season: ALL

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New Era Cap Company
Open Orders by Sales Org, SBU, Sport, License, Team and Style

	Quantity	Company Currency	Corporate Currency
5th & Ocean Sales	1,655,874	\$15,176,453	\$15,176,453
APAC Sales	112,585	HKD11,081,979	\$1,428,937
Australia Sales	29,641	AUD588,235	\$602,765
Canada Sales	496,675	CAD6,236,367	\$6,124,783
EMEA Sales	1,802,601	£15,863,035	\$24,157,771
EMEA Web Sales	74	£1,647	\$2,508
German Sales	1,480	€19,828	\$26,236
Latin America Sales	175,599	\$1,488,576	\$1,488,576
Mexico Sales	23,459	N/A4,305,580	\$337,557
NEC Korea Sales	10,827	N/A200,535,796	\$180,482
United States Sales	9,664,562	\$101,603,180	\$101,603,180

Parameters

Style: ALL

Grouped By: SBU -> Sport -> License -> Team -> Style

Sales Org: All

License: ALL

Team: ALL



New Era Cap Company
Open Orders by Sales Org, SBU, Sport, License, Team, Style and Material

	Quantity	Company Currency	Corporate Currency
5th & Ocean Sales	1,655,874	\$15,176,453	\$15,176,453
APAC Sales	112,585	HKD11,081,979	\$1,428,937
Australia Sales	29,641	AUD588,235	\$602,765
Canada Sales	496,675	CAD6,236,367	\$6,124,783
EMEA Sales	1,802,601	£15,863,035	\$24,157,771
EMEA Web Sales	74	£1,647	\$2,508
German Sales	1,480	€19,828	\$26,236
Latin America Sales	175,599	\$1,488,576	\$1,488,576
Mexico Sales	23,459	N/A4,305,580	\$337,557
NEC Korea Sales	10,827	N/A200,535,796	\$180,482
United States Sales	9,664,562	\$101,603,180	\$101,603,180

Parameters

Style: ALL

Grouped By: SBU -> Sport -> License -> Team -> Style ->Material

Sales Org: All

License: ALL

Team: ALL