



“ Recommended Order”

Silicone Wiper Blades

Recommended Order On All Sizes				
Item	SKU	% of Sales	Units	Case
ShellGuard 12”	12”	1%	1	1
ShellGuard 13”	13”	2%	2	1
ShellGuard 14”	14”	1%	1	1
ShellGuard 15”	15”	2%	2	1
ShellGuard 16”	16”	9%	9	2
ShellGuard 17”	17”	6%	6	1
ShellGuard 18”	18”	31%	31	3
ShellGuard 19”	19”	11%	12	2
ShellGuard 20”	20”	19%	20	2
ShellGuard 21”	21”	3%	4	1
ShellGuard 22”	22”	9%	10	1
ShellGuard 24”	24”	5%	5	1
ShellGuard 28”	28”	5%	5	1
Total :			108	18
Recommended Order On Top Ten Sizes				
Item	SKU	% of Sales	Units	Cases
ShellGuard 13”	13”	2%	2	1
ShellGuard 15”	15”	2%	2	1
ShellGuard 16”	16”	9%	10	2
ShellGuard 17”	17”	6%	6	1
ShellGuard 18”	18”	34%	36	5
ShellGuard 19”	19”	11%	12	2
ShellGuard 20”	20”	19%	21	2
ShellGuard 21”	21”	4%	4	1
ShellGuard 22”	22”	9%	10	2
ShellGuard 24”	24”	5%	5	1
Total:			108	18
Recommended Order On Top Eight Sizes				
Item	SKU	% of Sales	Units	Cases
ShellGuard 16”	16”	9%	10	2
ShellGuard 17”	17”	6%	7	1
ShellGuard 18”	18”	35%	38	6
ShellGuard 19”	19”	12%	12	2
ShellGuard 20”	20”	20%	22	3
ShellGuard 21”	21”	4%	4	1
ShellGuard 22”	22”	9%	10	2
ShellGuard 24”	24”	5%	5	1
Total:			108	18

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