

ABC Company Customers By Segment

	Total # of Customers	80/20 Rule (# customers contributing 80% of revenue)	Avg. Sale w/o Top Customers	Top 5 Customers
EU	1710	Top 850 Customers	\$1,627	<ul style="list-style-type: none"> • First Bank • XYZ Packaging • Coach USA • Paper & Food Service • Little Lily Foods
EC	78	Top 25 Customers	\$7,004	<ul style="list-style-type: none"> • Blake Electric • Glen Ellen Electrical Const. • Tillson Electric • Grant Electric • C.A. Riverstone Electric
GC	77	Top 17 Customers	\$4,891	<ul style="list-style-type: none"> • Able International • Clark Construction • Chicago Construction Assoc. • Keller Construction Inc. • Rake Construction
PM	327	Top 65 Customers	\$4,016	<ul style="list-style-type: none"> • Prologis • AMB Property Corp. • Associated Properties • Peter Partners Inc. • ABC Properties
GOV	87	Top 17 Customers	\$1,794	<ul style="list-style-type: none"> • School District #401 • TZZ College • County Forest Preserve • Technology Centers • Park District