

Company	Lead times (days) – # stock-keeping units											
	Current day minus				Current day	Current day plus						Total
	11+	7–10	4–6	1–3		1–3	4–6	7–10	11–20	21–30	31+	
A	–	1	1	–	2	2	1	9	–	2	52	70
B	–	–	–	25	–	–	18	–	51	40	112	246
C	–	4	–	6	5	–	12	–	–	–	24	51

- NOTES
- 1 The review was taken at a specific point in time and includes all orders waiting to go into production and already in work-in-progress. Calculations for the latter were based on the original receipt date of the order or schedule.
- 2 A stock-keeping unit (SKU) is a distinct product with a unique reference number.
- 3 The figures also include where a customer reschedules delivery dates. Here the original lead time was taken out of the sample (the order date no longer being relevant) and the new requirement was added to the review.
- 4 The lead time calculations are based on the date the order or schedule was received (for telephoned orders, the date used was that of the telephone call and not that of the confirmation order) compared to the date of the required delivery.
- 5 Current day minus figures mean that the date the order or schedule was received was one or more days after the required delivery date specified on the paperwork.

**EXHIBIT 4.10** Review of customers believed to be in a segment showing the varying delivery lead times requested